



**Studying at the Department of  
Business Administration and Economics**



**Course Catalogue 2018/2019**



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

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

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

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

## BASIC FACTS

### LECTURE PERIOD:

WINTER SEMESTER 2018/19 15.10.2018 – 15.02.2019

SUMMER SEMESTER 2019 15.04.2019 – 19.07.2019

### REGULAR EXAMINATION PERIOD (WITH RESERVATION):

WINTER SEMESTER 2018/2019  
MIDDLE OF FEBRUARY – MIDDLE OF MARCH 2019

SUMMER SEMESTER 2019  
MIDDLE OF JULY – MIDDLE OF AUGUST 2018

### RE-EXAMINATION PERIOD (WITH RESERVATION):

WINTER SEMESTER 2018/2019  
SEPTEMBER – OCTOBER 2019  
(I.E. AT THE END OF THE  
NEXT SUMMER SEMESTER)

SUMMER SEMESTER 2019  
MARCH – APRIL 2020  
(I.E. AT THE END OF THE  
NEXT WINTER SEMESTER)

PLEASE NOTE THAT APART FROM SOME EXCEPTIONS **MOST COURSES ARE TAUGHT IN GERMAN. THEREFORE, WE RECOMMEND A SUFFICIENT LEVEL OF WRITING AND LISTENING SKILLS IN GERMAN (B1).** THE ERASMUS OFFICE WILL GIVE YOU ADVICE, IF YOU HAVE ANY QUESTIONS CONCERNING THE COURSE OFFERS.

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

## **CERTIFICATE OF ATTENDANCE / ANWESENHEITSBESCHEINIGUNG**

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

**If you need a ‚Certificate of Attendance‘ for your university please contact the lecturer at the beginning of the courses. Please let the lecturer confirm your attendance by signing a document. This document must include the following information: name of the course, name of the lecturer, dates of the course sessions and the signatures of the lecturer after every course session.**

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

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

**German Translation:**

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

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

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

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

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

### **History**

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

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

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

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

### **Education**

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

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

## **B. Educational Policy**

### **1. Bachelor**

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

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

The students have the choice between different majors:

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

### **2. Master**

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

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

- Business Administration
- Management
- Finance and Accounting

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

- Economics
- Economics of Global Risk

## C. The Department's Facilities

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

### 1. Administration

Dean's office  
Dean: Prof. Dr. Andreas Bausch  
Vice dean: Prof. Dr. Peter Tillmann  
Dean for study affairs: Prof. Dr. Andreas Walter  
Secretary: D. Guja

Licher Str. 74, 35394 Giessen  
Tel.: +49-641-99-22001/22611  
Fax: +49-641-99-22009  
Email: [dekanat@wirtschaft.uni-giessen.de](mailto:dekanat@wirtschaft.uni-giessen.de)

The department's study advisory services / Service-Center Studium  
Director: Prof. Dr. Andreas Walter  
Contact Person: Jan Otto

Licher Str. 70, 35394 Giessen  
Tel.: +49-641-99-24502  
Fax: +49-641-99-24509  
Email: [Studiendekanat@wirtschaft.uni-giessen.de](mailto:Studiendekanat@wirtschaft.uni-giessen.de)

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

Tel.: +49 641 99-22020  
Fax: +49 641 99-21039  
Email: [Bertram.Wilmer@bibsys.uni-giessen.de](mailto:Bertram.Wilmer@bibsys.uni-giessen.de)

Opening hours:  
Mon – Sun: 8.30 - 21.00

Examination office ("Püfungsamt")  
Licher Str. 70, 35394 Giessen  
Director: Prof. Dr. Georg Götz; Jana Brand  
Contact Person: H. Becker  
Tel.: +49-641-99-24500  
Fax: +49-641-99-24509  
Email: [Pruefungsamt@wirtschaft.uni-giessen.de](mailto:Pruefungsamt@wirtschaft.uni-giessen.de)  
Opening hours:  
Mon: 13:30 - 15.00  
Tues: 10.00 - 12.30  
Wedn: 13.30 - 15.00

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

Chair	<b>BWL I</b>
Subject	Marketing / Business Administration
Chair holder	Prof. Dr. Alexander Haas
Address	Licher Str. 66 35394 Giessen
Telephone/FAX	+49-641-99-22401/22409
Email	<a href="mailto:Alexander.Haas@wirtschaft.uni-giessen.de">Alexander.Haas@wirtschaft.uni-giessen.de</a>
Chair	<b>BWL II</b>
Subject	Organization, Leadership / General Business Administration
Chair holder	Prof. Dr. Andreas Bausch
Address	Licher Str. 62 35394 Giessen
Telephone/FAX	+49-641-99-22431/22439
Email	<a href="mailto:Andreas.Bausch@wirtschaft.uni-giessen.de">Andreas.Bausch@wirtschaft.uni-giessen.de</a>
Chair	<b>BWL III</b>
Subject	Finance and Banking / General Business Administration
Chair holder	Prof. Dr. Wolfgang Bessler
Address	Licher Str. 74 35394 Giessen
Telephone/FAX	+49-641-99-22461/22469
Email	<a href="mailto:Wolfgang.Bessler@wirtschaft.uni-giessen.de">Wolfgang.Bessler@wirtschaft.uni-giessen.de</a>
Email	<a href="mailto:Finance@wirtschaft.uni-giessen.de">Finance@wirtschaft.uni-giessen.de</a>
Chair	<b>BWL IV</b>
Subject	Managerial Accounting, Controlling / General Business Administration
Chair holder	Prof. Dr. Arnt Wöhrmann
Address	Licher Str. 62 35394 Giessen
Telephone/FAX	+49-641-99-22261/22269
Email	<a href="mailto:info.bwl4@wirtschaft.uni-giessen.de">info.bwl4@wirtschaft.uni-giessen.de</a>
Chair	<b>BWL V</b>
Subject	Risk Management and Financial Services / General Business Administration
Chair holder	Prof. Dr. Andreas Walter
Address	Licher Str. 74 35394 Giessen
Telephone/FAX	+49-641-99-22521/22529
Email	<a href="mailto:Andreas.Walter@wirtschaft.uni-giessen.de">Andreas.Walter@wirtschaft.uni-giessen.de</a>
Chair	<b>BWL VI</b>
Subject	Banking & Finance
Chair Holder	Prof. Dr. Christina Bannier
Address	Licher Str. 62 35394 Giessen
Telephone/FAX	+49-641-99-22551/22559
Email	<a href="mailto:Christina.Bannier@wirtschaft.uni-giessen.de">Christina.Bannier@wirtschaft.uni-giessen.de</a>

Chair **BWL VII**  
 Subject Financial Accounting / General Business Administration  
 Chair holder Prof. Dr. Corinna Ewelt-Knauer  
 Address Licher Str. 62  
 35394 Giessen  
 Telephone +49-641-99-22581  
 Email [Corinna.Ewelt-Knauer@wirtschaft.uni-giessen.de](mailto:Corinna.Ewelt-Knauer@wirtschaft.uni-giessen.de)

Chair **BWL VIII**  
 Subject Human Resource Management, Organization / General Business Administration  
 Chair holder Prof. Dr. Frank Walter  
 Address Licher Str. 62  
 35394 Giessen  
 Telephone/FAX +49-641-99-22101/222109  
 Email [Frank.Walter@wirtschaft.uni-giessen.de](mailto:Frank.Walter@wirtschaft.uni-giessen.de)

Chair **BWL IX**  
 Subject Business Information Systems / General Business Administration  
 Chair holder Prof. Dr. Axel C. Schwickert  
 Address Licher Str. 70  
 35394 Giessen  
 Telephone/FAX +49-641-99-22611/22619  
 Email [Axel.Schwickert@wirtschaft.uni-giessen.de](mailto:Axel.Schwickert@wirtschaft.uni-giessen.de)

Chair **BWL X**  
 Subject Technology-, Innovation- and Start-Up-Management  
 Chair holder Prof. Dr. Monika Schuhmacher  
 Address Licher Str. 62  
 35394 Giessen  
 Telephone/FAX +49-641-99-22551/22559  
 Email [Monika.Schuhmacher@wirtschaft.uni-giessen.de](mailto:Monika.Schuhmacher@wirtschaft.uni-giessen.de)

Chair **VWL I**  
 Subject Microeconomics, Industrial Organization, Regulation and Antitrust / General Economics  
 Chair holder Prof. Dr. Georg Götz  
 Address Licher Str. 62  
 35394 Giessen  
 Telephone/FAX +49-641-99-22051/22059  
 Email [Georg.Goetz@wirtschaft.uni-giessen.de](mailto:Georg.Goetz@wirtschaft.uni-giessen.de)

Chair **VWL II**  
 Subject Public Finance / General Economics  
 Chair holder Prof. Dr. Wolfgang Scherf  
 Address Licher Str. 74  
 35394 Giessen  
 Telephone/FAX +49-641-99-22081/22089  
 Email [Wolfgang.Scherf@wirtschaft.uni-giessen.de](mailto:Wolfgang.Scherf@wirtschaft.uni-giessen.de)

Chair **VWL III**  
 Subject International Economics / General Economics  
 Chair holder Prof. Dr. Jürgen Meckl  
 Address Licher Str. 66  
 35394 Giessen  
 Telephone/FAX +49-641-99-22111/22119  
 Email [Juergen.Meckl@wirtschaft.uni-giessen.de](mailto:Juergen.Meckl@wirtschaft.uni-giessen.de)

Chair	<b>VWL IV</b>
Subject	Economics of Transition and Integration / Economics for Subsidiary Students
Chair holder	Prof. Dr. Matthias Göcke
Address	Licher Str. 62 35394 Giessen
Telephone/FAX	+49-641-99-22241/22249
Email	<a href="mailto:Matthias.Goecke@wirtschaft.uni-giessen.de">Matthias.Goecke@wirtschaft.uni-giessen.de</a>
Chair	<b>VWL V</b>
Subject	Monetary Economics / General Economics
Chair holder	Prof. Dr. Peter Tillmann
Address	Licher Str. 66 35394 Giessen
Telephone/FAX	+49-641-99-22171/22179
Email	<a href="mailto:Peter.Tillmann@wirtschaft.uni-giessen.de">Peter.Tillmann@wirtschaft.uni-giessen.de</a>
Chair	<b>VWL VI</b>
Subject	Behavioural and Institutional Economics
Chair holder	Prof. Dr. Max Albert
Address	Licher Str. 66 35394 Giessen
Telephone/FAX	+49-641-99-22200/22209
Email	<a href="mailto:Max.Albert@wirtschaft.uni-giessen.de">Max.Albert@wirtschaft.uni-giessen.de</a>
Chair	<b>VWL VII</b>
Subject	Statistics and Econometrics
Chair holder	Prof. Dr. Peter Winker
Address	Licher Str. 64 35394 Giessen
Telephone/FAX	+49-641-99-22641/22649
Email	<a href="mailto:Peter.Winker@wirtschaft.uni-giessen.de">Peter.Winker@wirtschaft.uni-giessen.de</a>
Chair	<b>VWL VIII</b>
Subject	Health Economics
Chair holder	Prof. Dr. Christian Gissel
Address	Licher Str. 62 35394 Giessen
Telephone/FAX	+49-641-99-22054/19731
Email	<a href="mailto:Christian.Gissel@wirtschaft.uni-giessen.de">Christian.Gissel@wirtschaft.uni-giessen.de</a>
Chair	<b>VWL IX</b>
Subject	Economics of Digitalisation
Chair holder	Prof. Dr. Irene Bertschek
Address	Licher Str. 64 35394 Giessen
Telephone/FAX	+49-641-99-22641/22649
Email	<a href="mailto:Irene.Bertschek@wirtschaft.uni-giessen.de">Irene.Bertschek@wirtschaft.uni-giessen.de</a>
Lectureship / subject	<b>Managerial English</b>
Lecturer	Dipl.-Angl. Thomas Wagner
Address	Licher Str. 60 D-35394 Gießen
Telephone/FAX	+49-641-99-22671
Email	<a href="mailto:Thomas.Wagner@wirtschaft.uni-giessen.de">Thomas.Wagner@wirtschaft.uni-giessen.de</a>

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

Code	Course	Chair
<b>Winter semester 2018/19</b>		
<b>Bachelor</b>		
02-BWL:BSc-B1-1	Marketing	BWL I
02-BWL:BSc-B1-3	Customer Management	BWL I
02-BWL:BSc-B2-2	Strategic and International Management	BWL II
02-BWL:BSc-B8-3	Leadership	BWL VIII
02-Q:BSc-Englisch-6	English for Management	Managerial English
02-Q:BSc-Englisch-7	Oral Communication	Managerial English
02-Q:BSc-Englisch-8	Written Communication	Managerial English
02-Q:BSc-Englisch-9	Working Across Culture	Managerial English
<b>Master</b>		
02-BWL:MSc-B1-1	Product Management	BWL I
02-BWL:MSc-B6-1	Applied Corporate Finance	BWL VI
02-BWL:MSc-B10-2	Creativity and Entrepreneurship	BWL X
02-VWL:MSc-V1-2	Industrial Organization	VWL I
02-VWL:MSc-V3-1	Theory of International Trade	VWL III
02-VWL:MSc-V5-2	Advanced Macroeconomics	VWL V
02-VWL:MSc-V5-3	Risk and the Open Economy	VWL V
02-VWL:MSc-St-1	Advanced Econometrics	VWL VII
02-VWL:MSc-V9-1	Economics of Digitalisation	VWL IX
02-Q:MSc-Englisch-2	Business Ethics	Managerial English

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

**D. Course Offers**
**Bachelor (BSc) program courses**

02-Wiwi:BSc-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	Acquisition of theoretical knowledge and applied skills in Management I resulting in improved functional, methodological and self-management competence (to be specified in initial course session): <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	Course contents include, for example: <ul style="list-style-type: none"> <li>• business administration basics</li> <li>• corporate objectives and strategies</li> <li>• corporate decision-making</li> <li>• organization and leadership</li> <li>• human resources</li> </ul> More detailed information is available from the coordinators.		
Teaching Method(s)	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60 – 90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-Wiwi: <b>BSc-Or-2</b>		<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		Acquisition of theoretical knowledge and applied skills in general management resulting in improved functional, methodological and self-management competence (to be specified in initial course session): <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		Course contents include, for example: <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> More detailed information is available from the coordinators			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30		30	
	Ab Preview and review, in-course assessment	45		45	
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60 – 90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency		<b>Summer</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-Wiwi: <b>BSc-Or-3</b>		<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		Acquisition of theoretical knowledge and applied skills in accounting resulting in improved functional, methodological and self-management competence (to be specified in initial course session): <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		Course contents include, for example: <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> </ul> More detailed information is available from the coordinators.			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture	Tutorial		
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
Assessment	C End-of-course assessment	30			
	Requirements	None			
	Type(s) (duration)	Written examination (60 – 90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
Contribution to final grade		100% examination			
Frequency		<b>Winter</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-Wiwi: <b>BSc-Or-4</b>		<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		Acquisition of theoretical knowledge and applied skills in finance resulting in improved functional, methodological and self-management competence (to be specified in initial course session): <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		Course contents include, for example: <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			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture	Tutorial		
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60 – 90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency		<b>Summer</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-Wiwi: <b>BSc-Or-5</b>		<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		Course contents include, for example: <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		Blended Learning with lecture, tutorial and online assignments			
Assessment		In-course-assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture	Tutorial		
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (90 minutes), assignment			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	80-90% written assessment; 10-20% assignment (details to be announced in class)			
Frequency		<b>Winter</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue			

02-Wiwi: <b>BSc-Or-6</b>		<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		Acquisition of theoretical knowledge and applied skills in microeconomics 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 basics in economics</li> <li>• understanding economic lines of argument and their applications</li> <li>• principles and practice of business analysis and calculations</li> </ul>			
Course Contents		Course contents include, for example: <ul style="list-style-type: none"> <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> More detailed information is available from the coordinator.			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture	Tutorial		
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency		<b>Summer semester</b>			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue			

02-Wiwi: <b>BSc-Or-7</b>		<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 II – Public Finances and 02 / Economics / VWL III – International Economics			
Coordinator		Prof. Wolfgang Scherf and Prof. Jürgen Meckl			
Requirements		None			
Learning Outcomes		Acquisition of theoretical knowledge and applied skills in macroeconomics I resulting in improved functional, methodological and self-management competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• knowledge and systematic reproduction of fundamental economics</li> <li>• understanding for lines of economic reasoning</li> <li>• (practical) implementation of first calculations and evaluations within questions of economic theory and policy</li> </ul>			
Course Contents		Course contents include, for example: <ul style="list-style-type: none"> <li>• basic concepts of macroeconomics</li> <li>• Keynesian income-expense model</li> <li>• IS-LM model: goods and money markets</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> More detailed information is available from the coordinators.			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency		<b>Winter</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-Wiwi: <b>BSc-Or-8</b>		<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		Course contents include, for example: <ul style="list-style-type: none"> <li>• macroeconomic data and stylised facts</li> <li>• money and inflation</li> <li>• the open economy</li> <li>• labour markets</li> <li>• introduction to growth theory</li> </ul> More detailed information is available from the coordinator.			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30			30
	Ab Preview and review, in-course assessment	45			45
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency		<b>Summer</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-Wiwi: <b>BSc-Or-9</b>		<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		Acquisition of theoretical knowledge and applied skills in mathematics for economics 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 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		Course contents include, for example: <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> More detailed information is available from the coordinator.			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture	Tutorial		
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
Assessment	C End-of-course assessment	30			
	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
Contribution to final grade		100% examination			
Frequency		<b>Winter</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-Wiwi: <b>BSc-Or-10</b>		<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		Acquisition of theoretical knowledge and applied skills in fundamentals of statistics 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 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		Course content includes, for example: <ul style="list-style-type: none"> <li>• descriptive statistics</li> <li>• probability calculus</li> <li>• principles of statistical inference</li> </ul> More detailed information is available from the coordinator.			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture	Tutorial		
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency		<b>Summer</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-BWL: <b>BSc-B1-1</b>		<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		<p>Theoretical knowledge of and applied skills in marketing resulting in improved functional 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		<p>Course contents include, for example:</p> <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> <p>More detailed information is available from the coordinator.</p>			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment	None			
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency		<b>Winter</b> semester			
Capacity		Unlimited			
Teaching Language		<b>English</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-BWL: <b>BSc-B1-2</b>		<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		Theoretical knowledge of and applied skills in marketing research resulting in improved functional and methodological competence (to be specified in initial course session): <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		Course contents include, for example: <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> More detailed information is available from the coordinator.				
Teaching Method		Lecture and tutorial				
Assessment		End-of-course assessment				
Workload (hours)	Total	180 hours				
	Of which A Course	Lecture	Tutorial			
	Aa Attendance	30	30			
	Ab Preview and review, in-course assessment	45	45			
	B Independent study					
	C End-of-course assessment	30				
Assessment	Requirements	None				
	Type(s) (duration)	Written examination (60-90 minutes)				
	Type of alternative assessment	None				
	Type of reassessment	Equivalent to type of initial assessment				
	Contribution to final grade	100% examination				
Frequency	<b>Summer</b> semester					
Capacity	Unlimited					
Teaching Language	<b>German</b>					
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.					

02-BWL:BSc-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	<p>Theoretical knowledge of and applied skills in customer management resulting in improved functional and methodological 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	<p>Course contents include, for example:</p> <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> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	In-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study	30	
	C End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	60-100% examination and 0-40% oral assessment (details to be announced in class)	
Frequency	<b>Winter</b> semester		
Capacity	30		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:BSc-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		<p>Theoretical knowledge of and applied skills in sales strategy and execution resulting in improved functional and methodological 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		<p>Course contents include, for example:</p> <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> <p>More detailed information is available from the coordinator.</p>			
Teaching Method		Lecture and tutorial			
Assessment		In-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study	30			
	C End-of-course assessment				
Assessment	Requirements	None			
	Type(s) (duration)	Assignment and/or oral assessment (to be announced in initial session)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	50-100% written assessment and 0-50% oral assessment details to be announced in class)			
Frequency	<b>Summer</b> semester				
Capacity	30				
Teaching Language	<b>English</b>				
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.				

02-BWL: <b>BSc-B2-1</b>	<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	Theoretical knowledge of and applied skills in management skills and methods resulting in improved functional, methodological and leadership competence (to be specified in initial course session): <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> </ul>		
Course Contents	Course contents include, for example: <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 and negotiation</li> <li>• problem solving as a project</li> </ul> More detailed information is available from the coordinator.		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study	30	
	C End-of-course assessment		
Assessment	Requirements		
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL: <b>BSc-B2-2</b>	<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	<p>Theoretical knowledge of and applied skills in strategic and international management resulting in improved regional and leadership 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> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• introduction to strategic and international management</li> <li>• strategy processes</li> <li>• corporate and competitive strategy</li> <li>• theories of internationalisation</li> <li>• strategy and organisation in international enterprises</li> <li>• internationalisation and success</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements		
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL: <b>BSc-B3-2</b>	<b>Investments</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Investments		
Code	02-BWL:BSc-B3-2		
Faculty / Department / Chair	02 / Business Administration / BWL III - Finance and Banking		
Coordinator	Prof. Wolfgang Bessler		
Requirements	None		
Learning Outcomes	<p>Theoretical knowledge of and applied skills in investments resulting in improved functional and methodological 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 criticise 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	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• review of financial investment and asset allocation</li> <li>• portfolio management with bonds and stocks</li> <li>• theory of portfolio</li> <li>• asset pricing models (CAPM)</li> <li>• basics of investment funds</li> <li>• introduction to strategies with options and valuation of options</li> <li>• introduction to futures and strategies with futures</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
Assessment	C End-of-course assessment	30	
	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
Contribution to final grade	100% examination		
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:BSc-B3-3	<b>Commercial Banking and Investment Banking</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Commercial Banking and Investment Banking		
Code	02-BWL:BSc-B3-3		
Faculty / Department / Chair	02 / Business Administration / BWL III - Finance and Banking		
Coordinator	Prof. Wolfgang Bessler		
Requirements	None		
Learning Outcomes	Acquisition of theoretical knowledge and applied skills in commercial banking and investment banking resulting in improved functional and methodological competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	Course contents include, for example:		
	Commercial Banking <ul style="list-style-type: none"> <li>• Bank theory</li> <li>• Banking systems</li> <li>• Credit business</li> <li>• Other banking business</li> <li>• Bank accounting</li> <li>• Bank regulation</li> </ul>	Investment Banking <ul style="list-style-type: none"> <li>• Classification and history</li> <li>• Advisory and financing business</li> <li>• Brokerage</li> <li>• Asset management</li> <li>• Business management</li> </ul>	
	More detailed information is available from the coordinator.		
Teaching Method	Lecture and tutorial		
Workload	180 hours (two semesters à 90 hours) = 6 credit points		
Composition	The 180-hour workload consists of: <ul style="list-style-type: none"> <li>• Course attendance and examination: 60 hours</li> <li>• Preparation (including tutorials, where available) and self-study: 120 hours</li> </ul>		
Assessment	Two final examinations: 60 minutes (1 x winter semester; 1 x summer semester)		
Contribution to final grade	Each final examination 50%		
Re-examination	Next examination period		
Frequency	Winter and summer semester: The courses 'Commercial Banking' and 'Investment Banking' can be attended in any sequence		
Capacity	Unlimited	Duration: 2 semesters	
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:BSc-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		Theoretical knowledge of and applied skills in the field of controlling resulting in improved functional and methodological competence (to be specified in initial course session): <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		Course contents include, for example: <ul style="list-style-type: none"> <li>• overview of managerial accounting</li> <li>• core concepts and instruments in management accounting (e.g. transfer pricing and budgeting)</li> </ul> More detailed information is available from the coordinator.			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements				
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency		<b>Winter</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-BWL:BSc-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		<p>Theoretical knowledge of and applied skills in cost management resulting in improved functional and methodological 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		<p>Course contents include, for example:</p> <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> <p>More detailed information is available from the coordinator.</p>			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency	<b>Summer</b> semester				
Capacity	Unlimited				
Teaching Language	<b>German</b>				
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.				

02-BWL:BSc-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		<p>Theoretical knowledge of and applied skills in financial institutions 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		<p>Course contents include, for example:</p> <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> <p>More detailed information is available from the coordinator.</p>			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	45			15
	Ab Preview and review, in-course assessment	60			30
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency		<b>Summer</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-BWL:BSc-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		<p>Knowledge and understanding of theoretical and applied questions in corporate finance resulting in improved methodological, leadership and object competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• independent compilation, evaluation and interpretation of scientific insights, also against the background of their societal and ethical context</li> <li>• ability to conduct 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		<p>Course contents include:</p> <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> <p>More detailed information is available from the coordinator.</p>			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency		<b>Winter</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-BWL: <b>BSc-B6-2</b>	<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	Knowledge and understanding of theoretical and applied questions in banking resulting in improved methodological, leadership and object competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• independent compilation, evaluation and interpretation of scientific insights, also against the background of their societal and ethical context</li> <li>• ability to conduct 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	Course contents include, for example: <ul style="list-style-type: none"> <li>• long-term debt financing and equity financing</li> <li>• short-term debt financing</li> <li>• options</li> <li>• leveraged buyouts</li> <li>• mergers &amp; acquisitions</li> </ul> More detailed information is available from the coordinator.		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Summer</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:BSc-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		<p>Theoretical knowledge of and applied skills in accounting according to IFRS resulting in improved functional and methodological competence (to be specified in initial course session):</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		<p>Course contents include, for example:</p> <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> <p>More detailed information is available from the coordinator.</p>			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency		<b>Summer</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-BWL:BSc-B7-2	<b>Corporate Accounting</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Corporate Accounting		
Code	02-BWL:BSc-B7-2		
Faculty / Department / Chair	02 / Business Administration / BWL VII – Financial Accounting		
Coordinator	Prof. Corinna Ewelt-Knauer		
Requirements	None		
Learning Outcomes	<p>Theoretical knowledge of and applied skills in corporate accounting resulting in improved functional and methodological 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	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• legal framework of the corporate accounting</li> <li>• recognition and measurement within consolidated financial statements according to HGB and IFRS</li> <li>• consolidation</li> <li>• disclosure requirements for consolidated financial statements</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which	Lecture	Tutorial
	A Course		
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
Assessment	C End-of-course assessment	30	
	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
Contribution to final grade	100% examination		
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:BSc-B7-4	<b>Accounting according to HGB and Taxation Law</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Accounting according to HGB and Taxation Law		
Code	02-BWL:BSc-B7-3		
Faculty / Department / Chair	02 / Business Administration / BWL VII – Financial Accounting		
Coordinator	Prof. Corinna Ewelt-Knauer		
Requirements	None		
Learning Outcomes	<p>Theoretical knowledge of and applied skills in accounting according to HGB and taxation law resulting in improved functional and methodological 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	<p>Course contents include, for example:</p> <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</li> <li>• additional rules and regulations for limited corporations</li> <li>• principles of regular bookkeeping</li> <li>• disclosure requirements</li> <li>• principles for deferred taxes</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Summer</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:BSc-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	Theoretical knowledge of and applied skills in organizational behavior & human resource management resulting in improved functional and leadership competence (to be specified in initial course session): <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	Course contents include, for example: <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> </ul> Detailed information is available in the course notes.		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Summer</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL: <b>BSc-B8-3</b>		<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		Theoretical knowledge of and applied skills in leadership resulting in improved functional and leadership competence (to be specified in initial course session): <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		Course contents include, for example: <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> Detailed information is available in the course notes.			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
Assessment	C End-of-course assessment	30			
	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
Contribution to final grade		100% examination			
Frequency		<b>Winter</b> semester			
Capacity		Unlimited			
Teaching Language		<b>English</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-BWL: <b>BSc-B9-2</b>	<b>IT-Management</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	IT-Management		
Code	02-BWL:BSc-B9-2		
Faculty / Department / Chair	02 / Business Administration / BWL IX – Business Information Systems		
Coordinator	Prof. Axel Schwickert		
Requirements	IT-Systems (02-Meth:BSc-B9-1)		
Learning Outcomes	Theoretical knowledge of and applied skills in IT management resulting in improved functional and methodological competence (to be specified in initial course session): <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	Course contents include, for example: <ul style="list-style-type: none"> <li>• basics of IT strategies, IT organization, IT business, system development in the company</li> <li>• utilization of ERP-, CRM-, BI-, SCM-, Office- and / or E-business-systems</li> </ul> More detailed information is available from the coordinator.		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Summer</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL: <b>BSc-B10-1</b>		<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		<p>Theoretical knowledge of and applied skills in entrepreneurship resulting in improved functional and leadership competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• independent compilation, evaluation and interpretation of scientific research</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		<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• basics and processes for a foundation of an enterprise</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> <p>More detailed information is available in the course notes.</p>			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which	Lecture		Tutorial	
	A Course				
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	40	40		
	B Independent study	10			
C End-of-course assessment	30				
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency	<b>Winter</b> semester				
Capacity	Unlimited				
Teaching Language	<b>German</b>				
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.				

02-BWL:BSc-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		Theoretical knowledge of and applied skills in technology and innovation management resulting in improved functional and object competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• independent compilation, evaluation and interpretation of scientific research in their societal and ethical context</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		Course contents include, for example: <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> More detailed information is available in the course notes.			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
Assessment	C End-of-course assessment	30			
	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
Contribution to final grade		100% examination			
Frequency		<b>Summer</b> semester			
Capacity		Unlimited			
Teaching Language		<b>English</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-VWL:BSc-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		<p>Course contents include, for example:</p> <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> <p>Please take detailed information on concrete module contents from the notices about the attributed courses.</p>			
Teaching Method		Blended Learning with lecture, tutorial and online assignments			
Assessment		In-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30		30	
	Ab Preview and review, in-course assessment	45		45	
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (90 minutes), assignments and active participation			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	85% examination, 15% assignments and active participation			
Frequency	<b>Summer</b> semester				
Capacity	Unlimited				
Teaching Language	<b>German</b>				
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.				

02-VWL:BSc-V2-1	<b>Public Finance</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Public Finance		
Code	02-VWL:BSc-V2-1		
Faculty / Department / Chair	02 / Economics / VWL II – Public Finances		
Coordinator	Prof. Wolfgang Scherf		
Requirements	None		
Learning Outcomes	<p>Theoretical knowledge of and applied skills in public finance 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	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• general basics and public budget</li> <li>• governmental efficiency and fiscal decisions</li> <li>• principles, effects and arrangement of taxation</li> <li>• theory and politics of public debts</li> <li>• federalism and fiscal equalization in Germany</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	
	Aa Attendance	60	
	Ab Preview and review, in-course assessment	90	
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:BSc-V3-1	<b>International Economics</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	International Economics		
Code	02-VWL:BSc-V3-1		
Faculty / Department / Chair	02 / Economics / VWL III – International Economics		
Coordinator	Prof. Jürgen Meckl		
Requirements	None		
Learning Outcomes	<p>Theoretical knowledge of and applied skills in international economics resulting in improved methodological, object and regional 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	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• explanation of trade structures</li> <li>• effects of globalization on efficiency and distribution</li> <li>• instruments and impact of trade policy</li> <li>• trade policy in developing countries</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	30	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:BSc-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		<p>Theoretical knowledge of and applied skills in transition and integration economics resulting in improved methodological and self-management 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		<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• economic systems and economic order</li> <li>• problems of centrally planned economies</li> <li>• components of the transition programme</li> <li>• stages of economic integration</li> <li>• micro and macroeconomic effects of integration</li> <li>• history and institutions of European integration</li> </ul> <p>More detailed information is available from the coordinator.</p>			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which	Lecture		Tutorial	
	A Course	30		30	
	Ab Preview and review, in-course assessment	45		45	
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency	<b>Summer</b> semester				
Capacity	Unlimited				
Teaching Language	<b>English</b>				
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.				

02-VWL:BSc-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	<p>Course contents include, for example:</p> <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>• instruments of monetary policy</li> <li>• problem of time inconsistency of monetary policy</li> <li>• rules for monetary policy</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Exercises
	30	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL: <b>BSc-V6-1</b>		<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		Theoretical knowledge of and applied skills in strategic behaviour and institutions resulting in improved methodological and object competence (to be specified in initial course session): <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		Course contents include, for example: <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> More detailed information is available from the coordinator.			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Exercises	
	30	30		30	
	Ab Preview and review, in-course assessment	45		45	
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency		<b>Winter</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-VWL:BSc-V8-1		<b>Health Economics I</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		Knowledge and understanding of theoretical and applied questions in health economics resulting in improved methodological, object and function competence (to be specified in initial course session): <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		Course contents include, for example: <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> More detailed information is available via coordinator's notices and announcements.			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	30	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
C End-of-course assessment	30				
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency	<b>Summer</b> semester				
Capacity	Unlimited				
Teaching Language	<b>German</b>				
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.				

02-VWL:BSc-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	<p>Theoretical knowledge of and applied skills in empirical economic research and econometrics, resulting in improved methodological competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• ability to independently collect, evaluate and interpret scientific findings, taking into account social and ethical concerns</li> <li>• ability to independently structure further learning</li> <li>• ability to formulate, defend and criticize subject related positions and approaches</li> <li>• ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in the field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <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> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	30	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Summer</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:BSc-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	<p>Theoretical knowledge of and applied skills in programming in Matlab, resulting in improved methodological competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• ability to independently collect, evaluate and interpret scientific findings, taking into account social and ethical concerns</li> <li>• ability to independently structure further learning</li> <li>• ability to formulate, defend and criticize subject related positions and approaches</li> <li>• ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in the field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• basic principles in programming with Matlab</li> <li>• data types and operators</li> <li>• programmes and procedures</li> <li>• graphics</li> <li>• special applications</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture with tutorial		
Assessment	In-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture with tutorial	
	30	60	
	Ab Preview and review, in-course assessment	60	
	B Independent study	30	
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes) and assignment	
	Type of alternative assessment		
	Type of reassessment	Written examination (60-90 minutes)	
	Contribution to final grade	70% examination, 30% assignment	
Frequency	<b>Summer</b> semester		
Capacity	20		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL: <b>BSc-V2/V3-1</b>		<b>Applied Economic Policy</b>		3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course		Applied Economic Policy			
Code		02-VWL:BSc-V2/V3-1			
Faculty / Department / Chair		02 / Economics / VWL II – Public Finances / VWL III – International Economics			
Coordinators		Prof. Wolfgang Scherf and Prof. Jürgen Meckl			
Requirements		None			
Learning Outcomes		<p>Theoretical knowledge of and applied skills in economic 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		<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• collective decisions</li> <li>• market failure and economic policy</li> <li>• environmental policy and energy policy</li> <li>• social policy and distribution policy</li> <li>• economics of education and education policy</li> </ul> <p>More detailed information is available from the coordinators.</p>			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	30	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency	<b>Summer</b> semester				
Capacity	Unlimited				
Teaching Language	<b>German</b>				
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.				

02-VWL: <b>BSc-V3/V6-1</b>	<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	<p>Theoretical knowledge of and applied skills in economic experiments as well as labour markets 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	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• basics of experimental economics</li> <li>• experiments concerning labour markets</li> <li>• efficiency wage theory</li> <li>• labour union behavior</li> </ul> <p>More detailed information is available from the coordinators.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	30	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	Irregular		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-Meth: <b>BSc-St-1</b>	<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	<p>Theoretical knowledge of and applied skills in applied statistics in business and economics, resulting in improved methodological and self-management competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• ability to independently collect, evaluate and interpret scientific findings, taking into account social and ethical concerns</li> <li>• ability to independently structure further learning</li> <li>• ability to formulate, defend and criticize subject related positions and approaches</li> <li>• ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in the field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• statistical estimation and testing of parameters</li> <li>• inference of multivariable data</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	30	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-Meth: <b>BSc-B9-1</b>		<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		Theoretical knowledge of and applied skills in IT systems resulting in improved methodological and self-management competence (to be specified in initial course session): <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		Course contents include, for example: <ul style="list-style-type: none"> <li>• Basics of hardware, software, data, networks and system development</li> <li>• Basics of ERP-, CRM-, BI-, SCM-, Office-, e-business-systems</li> </ul> More detailed information is available from the coordinator.			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	30	30		30	
	Ab Preview and review, in-course assessment	45		45	
	B Independent study				
Assessment	C End-of-course assessment	30			
	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
Contribution to final grade		100% examination			
Frequency		<b>Winter</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-Q: <b>BSc-Englisch-6</b>		<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 CEFT) level			
Learning Outcomes		Theoretical knowledge of and applied skills in business English resulting in improved regional and self-management competence (to be specified in initial course session): <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		Course contents include, for example: <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> More detailed information is available from the coordinator			
Teaching Method		Seminar and tutorial			
Assessment		In-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Seminar		Tutorial	
	Aa Attendance	30		15	
	Ab Preview and review, in-course assessment	60		30	
	B Independent study	15			
	C End-of-course assessment	30			
Assessment	Requirements	Regular attendance and active participation			
	Type(s) (duration)	Project assignments, written examination (60 – 90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	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 announcements; for teaching times and venues, see course catalogue.			

02-Q: <b>BSc-Englisch-7</b>		<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		Theoretical knowledge of and applied skills in business English resulting in improved communicative, regional and leadership competence (to be specified in initial course session): <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		Course contents include, for example: <ul style="list-style-type: none"> <li>• designing and delivery clearly structured and audience-focused management discourse in English</li> <li>• style, structure and impact of management discourse in English</li> </ul> More detailed information is available from the coordinator.			
Teaching Method		Seminar and tutorial			
Assessment		In-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Seminar		Tutorial	
	Aa Attendance	30	15		
	Ab Preview and review, in-course assessment	60	30		
	B Independent study	15			
	C End-of-course assessment	30			
Assessment	Requirements	Regular attendance and active participation			
	Type(s) (duration)	Project assignments, oral assessment (30 – 45 minutes)			
	Type of alternative assessment				
	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 announcements; for teaching times and venues, see course catalogue			

02-Q: <b>BSc-Englisch-8</b>		<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		Theoretical knowledge of and applied skills in business English resulting in improved communicative, regional and leadership competence (to be specified in initial course session): <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		Course contents include, for example: <ul style="list-style-type: none"> <li>• writing correct, clear and audience-focused management texts</li> <li>• improving style, structure and grammar</li> </ul> More detailed information is available from the coordinator.			
Teaching Method		Seminar and tutorial			
Assessment		In-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Seminar		Tutorial	
	Aa Attendance	30		15	
	Ab Preview and review, in-course assessment	60		30	
	B Independent study	15			
	C End-of-course assessment	30			
Assessment	Requirements	Regular attendance and active participation			
	Type(s) (duration)	Project assignments, written examination (60 – 90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	75% written assessment, 25% 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 announcements; for teaching times and venues, see course catalogue				

02-Q: <b>BSc-Englisch-9</b>		<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		Theoretical knowledge of and applied skills in business English resulting in improved regional, leadership and self-management competence (to be specified in initial course session): <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		Course contents include, for example: <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> More detailed information is available from the coordinator.			
Teaching Method		Seminar and tutorial			
Assessment		In-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Seminar		Tutorial	
	Aa Attendance	30		15	
	Ab Preview and review, in-course assessment	60		30	
	B Independent study	15			
	C End-of-course assessment	30			
Assessment	Requirements	Regular attendance and active participation			
	Type(s) (duration)	Project assignments, written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	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 announcements; for teaching times and venues, see course catalogue.				

**Master (MSc) program courses**

02-BWL:MSc-B1-1	<b>Product Management</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Product Management		
Code	02-BWL:MSc-B1-1		
Faculty / Department / Chair	02 / Business Administration / BWL I – Marketing and Sales Management		
Coordinator	Prof. Alexander Haas		
Requirements	None		
Learning Outcomes	Theoretical knowledge of and applied skills in product management resulting in improved functional, methodological and leadership competence (to be specified in initial course session): <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	Course contents include, for example: <ul style="list-style-type: none"> <li>• understanding of product management</li> <li>• developing innovative marketing concepts</li> <li>• product launch on the market</li> <li>• product-lifecycle-management</li> </ul> More detailed information is available from the coordinator.		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
Assessment	C End-of-course assessment	30	
	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
Contribution to final grade	100% examination		
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B1-2		<b>Business Development</b>		1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course		Business Development			
Code		02-BWL:MSc-B1-2			
Faculty / Department / Chair		02 / Business Administration / BWL I – Marketing and Sales Management			
Coordinator		Prof. Alexander Haas			
Requirements		None			
Learning Outcomes		<p>Acquisition of theoretical knowledge and applied skills in business development resulting in improved functional, methodological and leadership competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>			
Course Contents		<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• creating and claiming value</li> <li>• managing key accounts</li> <li>• identifying new markets</li> <li>• implementing business development strategies</li> </ul> <p>More detailed information is available from the coordinator.</p>			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30			30
	Ab Preview and review, in-course assessment	45			45
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency	<b>Summer</b> semester				
Capacity	Unlimited				
Teaching Language	<b>English</b>				
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.				

02-BWL:MSc-B1-3	<b>Advanced Issues in Marketing and Sales</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Advanced Issues in Marketing and Sales		
Code	02-BWL:MSc-B1-3		
Faculty / Department / Chair	02 / Business Administration / BWL I - Marketing and Sales Management		
Coordinator	Prof. Alexander Haas		
Requirements	None		
Learning Outcomes	Acquisition of theoretical knowledge and applied skills in marketing and sales management resulting in improved functional, methodological and leadership competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	Course contents include, for example: <ul style="list-style-type: none"> <li>• marketing and sales in a digital world</li> <li>• selling and negotiation</li> </ul> More detailed information is available from the coordinator.		
Teaching Method	Lecture and tutorial		
Assessment	In-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written assessment and / or oral assessment (to be announced in initial session)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	Written assessment (50%) and oral assessment (50%)	
Frequency	<b>Winter</b> semester		
Capacity	20 students		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B2-1	<b>Advanced Strategic Management</b>	1 <sup>st</sup> -3 <sup>rd</sup> semester	6 CP
Course	Advanced Strategic Management		
Code	02-BWL:MSc-B2-1		
Faculty / Department / Chair	02 / Business Administration / BWL II – Strategic and International Management		
Coordinator	Prof. Andreas Bausch		
Requirements	None		
Learning Outcomes	Theoretical knowledge of and applied skills in advanced strategic management resulting in improved object, methodological and leadership competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</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	Course contents include, for example: <ul style="list-style-type: none"> <li>• fundamentals of strategic management</li> <li>• strategy research</li> <li>• strategy and firm performance</li> <li>• competitive strategy, business models and digitalization</li> <li>• internationalization and diversification</li> <li>• corporate strategy and stakeholder management</li> <li>• strategy implementation</li> </ul> More detailed information is available from the coordinator.		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B2-2		<b>Mergers &amp; Acquisitions</b>		1 <sup>st</sup> -3 <sup>rd</sup> semester	6 CP
Course		Mergers & Acquisitions			
Code		02-BWL:MSc-B2-2			
Faculty / Department / Chair		02 / Business Administration / BWL II – Strategic and International Management			
Coordinator		Prof. Andreas Bausch			
Requirements		None			
Learning Outcomes		Acquisition of theoretical knowledge and applied skills in ‘Mergers & Acquisitions’ resulting in improved object, methodological and leadership competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>			
Course Contents		Course contents include, for example: <ul style="list-style-type: none"> <li>• introduction to merger, acquisitions and alliances</li> <li>• strategy and M&amp;A</li> <li>• corporate governance and M&amp;A</li> <li>• Post Merger integration</li> <li>• corporate restructuring</li> <li>• value generation through M&amp;A</li> </ul> More detailed information is available from the coordinator.			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Written examination (60-90 minutes)			
	Contribution to final grade	100% examination			
Frequency	<b>Summer</b> semester				
Capacity	Unlimited				
Teaching Language	<b>German</b>				
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.				

02-BWL:MSc-B2-3	<b>Advanced Exercises in Strategic and International Management</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Advanced Exercises in Strategic and International Management		
Code	02-BWL:MSc-B2-3		
Faculty / Department / Chair	02 / Business Administration / BWL II – Strategic and International Management		
Coordinator	Prof. Andreas Bausch		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in advanced exercises in strategic and international management resulting in improved object and leadership competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• advanced strategic management (02-BWL:MSc-B2-1)</li> <li>• Mergers &amp; Acquisitions (02-BWL:MSc-B2-2)</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Tutorial		
Assessment	In-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Tutorial	
	Aa Attendance	30	
	Ab Preview and review, in-course assessment	120	
	B Independent study	30	
	C End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Mid-term tests, presentation / active participation, paper	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	50% mid-term tests, 25% presentation, active participation, 25% paper	
Frequency	<b>Summer semester</b>		
Capacity	24 students		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B2/B4/B6-1	<b>Interdisciplinary Case-based Business Analysis</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Interdisciplinary Case-based Business Analysis		
Code	02-BWL:MSc-B2/B4/B6-1		
Faculty / Department / Chair	02 / Business Administration / BWL II – Strategic and International Management/ BWL IV – Managerial Accounting / BWL VI – Banking and Finances		
Coordinator	Prof. Andreas Bausch, Prof. Arnt Wöhrmann, Prof. Christina Bannier		
Requirements	None		
Learning Outcomes	Acquisition of theoretical knowledge and applied skills in interdisciplinary case-based business analysis resulting in improved methodological and leadership competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	Course contents include, for example: Handling practical business problems by means of case studies and real companies. More detailed information is available from the coordinators.		
Teaching Method	Case study seminar		
Assessment	In-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Seminar	
	Aa Attendance	30	
	Ab Preview and review, in-course assessment	150	
	B Independent study		
Assessment	C End-of-course assessment		
	Requirements	None	
	Type(s) (duration)	Presentation (30-60 minutes) and writing a case study	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
Contribution to final grade	30% presentation and 70% case study written with teaching notes		
Frequency	<b>Winter</b> semester		
Capacity	24 students		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B3-1	<b>Financial Theory and Corporate Policy</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Financial Theory and Corporate Policy		
Code	02-BWL:MSc-B3-1		
Faculty / Department / Chair	02 / Business Administration / BWL III - Finance and Banking		
Coordinator	Prof. Wolfgang Bessler		
Requirements	None		
Learning Outcomes	Acquisition of theoretical knowledge and applied skills in financial theory and corporate policy resulting in improved methodological and leadership competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	Course contents include, for example: <ul style="list-style-type: none"> <li>• financial systems and corporate governance</li> <li>• agent-theoretical basics of financing</li> <li>• theories of optimal capital structure</li> <li>• empirical capital market research</li> <li>• financing with venture capital</li> <li>• new emissions and capital increases</li> <li>• financing with bonds and bank loans</li> <li>• initial Public Offerings and Seasoned Equity Offerings</li> <li>• theories of dividend policy and share buy-back</li> <li>• financing of innovations</li> <li>• Merger &amp; Acquisitions</li> </ul> More detailed information is available from the coordinator.		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements;		

	for teaching times and venues, see course catalogue.		
02-BWL:MSc-B2/B3-1	<b>Contemporary and Interdisciplinary Issues in Strategy &amp; Finance</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Contemporary and Interdisciplinary Issues in Strategy & Finance		
Code	02-BWL:MSc-B2/B3-1		
Faculty / Department / Chair	02 / Business Administration / BWL II – Strategic and International Management, BWL III - Finance and Banking		
Coordinators	Prof. Andreas Bausch and Prof. Wolfgang Bessler		
Recommended prior coursework	Management Methods and Techniques (02-BWL:BSc-B2-1) and International Management (02-BWL:BSc-B2-2) and Corporate Finance (02-BWL:BSc-B3-1) and Investments (02-BWL:BSc-B3-2) and Banking Management (02-BWL:BSc-B3-3)		
Learning Outcomes	Acquisition of theoretical knowledge and applied skills in contemporary and interdisciplinary issues in strategy & finance resulting in improved methodological and leadership competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific research in new and/or multidisciplinary contexts</li> <li>• autonomous creation of advanced continuous learning process</li> <li>• ability to integrate insights with knowledge gained in other courses of study, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	Course contents include exchanging topics on the field of strategy and finance. More detailed information is available from the coordinator.		
Teaching Method	Lecture and project		
Assessment	To be determined		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Project
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written coursework and presentation	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	Written coursework and presentation (details to be announced in class)	
Frequency	<b>Winter</b> semester		
Capacity	30		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B4-1		<b>Applications of Controlling</b>		1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course		Applications of Controlling			
Code		02-BWL:MSc-B4-1			
Faculty / Department / Chair		02 / Business Administration / BWL IV – Managerial Accounting			
Coordinator		Prof. Arnt Wöhrmann			
Requirements		None			
Learning Outcomes		Acquisition of theoretical knowledge and applied skills in applications of controlling resulting in improved functional and methodological competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>			
Course Contents		Course contents include, for example: <ul style="list-style-type: none"> <li>• behavioral management accounting</li> <li>• functional and industry specific management accounting</li> <li>• selected topics in advanced management accounting</li> </ul> More detailed information is available from the coordinator.			
Teaching method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture	Tutorial		
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency		<b>Winter</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-BWL:MSc-B4-2	<b>Advanced Controlling</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Advanced Controlling		
Code	02-BWL:MSc-B4-2		
Faculty / Department / Chair	02 / Business Administration / BWL IV – Managerial Accounting		
Coordinator	Prof. Arnt Wöhrmann		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in advanced controlling resulting in improved functional and methodological competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• Mergers &amp; Acquisitions</li> <li>• value-based management</li> <li>• incentive schemes</li> <li>• selected topics in advanced management accounting</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Summer</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B5-1		<b>Risk Management</b>		1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course		Risk Management			
Code		02-BWL:MSc-B5-1			
Faculty / Department / Chair		02/ Business Administration/ BWL V - Financial Services			
Coordinator		Prof. Andreas Walter			
Requirements		None			
Learning Outcomes		<p>Acquisition of theoretical knowledge and applied skills in risk management resulting in improved methodological and object competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>			
Course Contents		<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• tasks of risk management</li> <li>• types of risks</li> <li>• measurement of the risk</li> <li>• management and controlling of the risk</li> </ul> <p>More detailed information is available from the coordinator.</p>			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency		<b>Summer</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-BWL:MSc-B5-2	<b>Behavioral Finance</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Behavioral Finance		
Code	02-BWL:MSc-B5-2		
Faculty / Department / Chair	02/ Business Administration/ BWL V - Financial Services		
Coordinator	Prof. Andreas Walter		
Requirements	None		
Learning outcomes	<p>Acquisition of theoretical knowledge and applied skills in behavioral finance resulting in improved functional and methodological competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• fundamentals of decision theory</li> <li>• behavioral anomalies</li> <li>• capital market anomalies</li> <li>• behavioural finance theories</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	
	Aa Attendance	60	
	Ab Preview and review, in-course assessment	90	
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B5-3		<b>Insurance Management</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP		
Course		Insurance Management				
Code		02-BWL:MSc-B5-3				
Faculty / Department / Chair		02/ Business Administration/ BWL V - Financial Services				
Coordinator		Prof. Andreas Walter				
Requirements		None				
Learning Outcomes		Acquisition of theoretical knowledge and applied skills in insurance management resulting in improved functional, methodological and leadership competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>				
Course Contents		Course contents include, for example: <table style="width: 100%; border: none;"> <tr> <td style="width: 50%; vertical-align: top;"> <b>Insurance Management I</b> <ul style="list-style-type: none"> <li>• introduction in strategic business administration of insurance companies</li> <li>• production of insurance protection</li> <li>• financing and investment</li> <li>• management/control of insurance companies</li> </ul> </td> <td style="width: 50%; vertical-align: top;"> <b>Insurance Management II</b> <ul style="list-style-type: none"> <li>• intensifying of basics addressed in 'Insurance Management I' by dealing with current insurance management issues</li> </ul> </td> </tr> </table> More detailed information is available from the coordinator.			<b>Insurance Management I</b> <ul style="list-style-type: none"> <li>• introduction in strategic business administration of insurance companies</li> <li>• production of insurance protection</li> <li>• financing and investment</li> <li>• management/control of insurance companies</li> </ul>	<b>Insurance Management II</b> <ul style="list-style-type: none"> <li>• intensifying of basics addressed in 'Insurance Management I' by dealing with current insurance management issues</li> </ul>
<b>Insurance Management I</b> <ul style="list-style-type: none"> <li>• introduction in strategic business administration of insurance companies</li> <li>• production of insurance protection</li> <li>• financing and investment</li> <li>• management/control of insurance companies</li> </ul>	<b>Insurance Management II</b> <ul style="list-style-type: none"> <li>• intensifying of basics addressed in 'Insurance Management I' by dealing with current insurance management issues</li> </ul>					
Teaching Method		Lecture				
Assessment		In-course assessment				
Workload (hours)	Total	180 hours				
	Of which A Course	Lecture				
	Aa Attendance	60				
	Ab Preview and review, in-course assessment	90				
	B Independent study					
	C End-of-course assessment	30				
Assessment	Requirements	None				
	Type(s) (duration)	Insurance Management I: written examination (60-90 minutes) Insurance Management II: paper				
	Type of alternative assessment					
	Type of reassessment	Equivalent to type of initial assessment				
	Contribution to final grade	50% examination, 50% paper				
Frequency		Winter and summer semester				
Capacity		Unlimited				
Teaching Language		<b>German</b>				
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.				

02-BWL:MSc-B6-1	<b>Applied Corporate Finance</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Applied Corporate Finance		
Code	02-BWL:MSc-B6-1		
Faculty / Department / Chair	02 / Business Administration / BWL VI – Banking & Finance		
Coordinator	Prof. Christina Bannier		
Requirements	None		
Learning Outcomes	Knowledge and understanding of theoretical and applied questions in applied corporate finance resulting in improved functional, methodological and leadership competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	Course contents include, for example: <ul style="list-style-type: none"> <li>• shareholder value and corporate governance</li> <li>• measuring investment returns</li> <li>• capital structure tradeoffs</li> <li>• dividend policy</li> <li>• basic valuation</li> </ul> More detailed information is available from the coordinator.		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes) and paper	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	20% examination and 80% paper	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B6-2		<b>Empirical Banking and Finance</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course		Empirical Banking and Finance		
Code		02-BWL:MSc-B6-2		
Faculty / Department / Chair		02 / Business Administration / BWL VI – Banking & Finance		
Coordinator		Prof. Christina Bannier		
Requirements		None		
Learning Outcomes		Knowledge and understanding of theoretical and applied questions in econometrics of financial markets and financial institutions resulting in improved functional, methodological and leadership competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights, also in relation to new or unknown situations or in a multidisciplinary context</li> <li>• ability to integrate acquired skills into competences gained in other courses of the master program, also against the background of social and ethical insights</li> <li>• ability to perform further advanced studying independently</li> <li>• independent implementation of theoretical or application-oriented projects within 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		Course contents include, for example: <ul style="list-style-type: none"> <li>• regressions and panel analysis</li> <li>• event studies</li> <li>• instrumental variables estimation</li> <li>• difference-in-differences estimation</li> <li>• matching procedures</li> </ul> More detailed information is available from the coordinator.		
Teaching Method		Lecture and tutorial		
Assessment		End-of-course assessment		
Workload (hours)	Total	180 hours		
	Of which A Course	Lecture	Tutorial	
	Aa Attendance	30	30	
	Ab Preview and review, in-course assessment	45	45	
	B Independent study			
	C End-of-course assessment	30		
Assessment	Requirements	None		
	Type(s) (duration)	Written examination (60-90 minutes) and paper		
	Type of alternative assessment			
	Type of reassessment	Equivalent to type of initial assessment		
	Contribution to final grade	40% examination and 60% paper		
Frequency	<b>Summer semester</b>			
Capacity	Unlimited			
Teaching Language	<b>English</b>			
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-BWL:MSc-B7-1	<b>Theory of Accounting and Taxation</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Theory of Accounting and Taxation		
Code	02-BWL:MSc-B7-1		
Faculty / Department / Chair	02 / Business Administration / BWL VII – Financial Accounting		
Coordinator	Prof. Corinna Ewelt-Knauer		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in theory of accounting and taxation resulting in improved functional and methodological competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• functions and objectives of accounting</li> <li>• accounting and capital markets</li> <li>• basic and specific questions on recognition and measurement</li> <li>• accounting policy and financial statement analysis within the international context</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which	Lecture	Tutorial
	A Course		
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
C End-of-course assessment	30		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B7-2	<b>Financial Statement Analysis</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Financial Statement Analysis		
Code	02-BWL:MSc-B7-2		
Faculty / Department / Chair	02 / Business Administration / BWL VII – Financial Accounting		
Coordinator	Prof. Corinna Ewelt-Knauer		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in financial statement analysis resulting in improved functional and methodological competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• goals of financial statement analysis</li> <li>• adjusting the financial statements</li> <li>• evaluating the companies' financial situation</li> <li>• calculating business ratios</li> <li>• overall judgement of the financial statements</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which	Lecture	Tutorial
	A Course		
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
C End-of-course assessment	30		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B7-3	<b>Auditing and Consulting</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Auditing and Consulting		
Code	02-BWL:MSc-B7-3		
Faculty / Department / Chair	02 / Business Administration / BWL VII – Financial Accounting		
Coordinator	Prof. Corinna Ewelt-Knauer		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in auditing resulting in improved methodological and object competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• theory of auditing</li> <li>• auditing as an element of corporate governance</li> <li>• auditing duties and types of audits</li> <li>• objectives and process of audits and quality control</li> <li>• implications referring to behavioural theory</li> <li>• audit-related advisory and consulting</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Summer</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B8-2		<b>Empirical Management Research</b>		1 <sup>st</sup> - 3 <sup>rd</sup> semester	6 CP
Course		Empirical Management Research			
Code		02-BWL:MSc-B8-2			
Faculty / Department / Chair		02 / Business Administration / BWL VIII – Human Resource Management			
Coordinator		Prof. Frank Walter			
Requirements		None			
Learning Outcomes		Acquisition of theoretical knowledge and applied skills in empirical management research resulting in improved methodological and leadership competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>			
Course Contents		Course contents include, for example: <ul style="list-style-type: none"> <li>• aim and process of empirical management research</li> <li>• theory of science</li> <li>• measurement of constructs (survey methods, evaluation criteria, etc.)</li> <li>• estimation of parameters and hypothesis tests</li> <li>• exploratory data analysis</li> <li>• linear regression</li> <li>• exploratory and confirmatory factor analysis</li> </ul> Detailed information is available in the course notes.			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which	Lecture		Tutorial	
	A Course				
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
C End-of-course assessment	30				
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency	<b>Winter</b> semester				
Capacity	Unlimited				
Teaching Language	<b>German</b>				
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.				

02-BWL:MSc-B8-4	<b>Organization Theory &amp; Design</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Organization Theory & Design		
Code	02-BWL:MSc-B8-4		
Faculty / Department / Chair	02 / Business Administration / BWL VIII – Human Resource Management		
Coordinator	Prof. Frank Walter		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in organization theory and design resulting in improved functional and leadership competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• basic and modern organization theory</li> <li>• organization design options</li> <li>• work organization and design</li> <li>• empirical insights from organization research</li> </ul> <p>Detailed information is available in the course notes.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Summer</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B8-5	<b>Advanced Exercises in Leadership &amp; Human Resource Management</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Advanced Exercises in Leadership & Human Resource Management		
Code	02-BWL:MSc-B8-5		
Faculty / Department / Chair	02 / Business Administration / BWL VIII – Human Resource Management		
Coordinator	Prof. Frank Walter		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in leadership &amp; human resource management resulting in improved functional, methodological and leadership competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• leadership</li> <li>• human resource management</li> </ul> <p>Detailed information is available in the course notes.</p>		
Teaching Method	Tutorial		
Assessment	In-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Tutorial	
	Aa Attendance	30	
	Ab Preview and review, in-course assessment	120	
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Paper and / or active participation (to be announced in initial session)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	Paper and / or active participation (details to be announced in class)	
Frequency	<b>Summer</b> semester		
Capacity	30 students		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B8-6	<b>Advanced Exercises in Management Research Methods</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Advanced Exercises in Management Research Methods		
Code	02-BWL:MSc-B8-6		
Faculty / Department / Chair	02 / Business Administration / BWL VIII – Human Resource Management		
Coordinator	Prof. Frank Walter		
Requirements	Empirical Management Research (02-BWL:MSc-B8-2)		
Learning Outcomes	Acquisition of theoretical knowledge and applied skills in empirical management research resulting in improved functional and leadership competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• understanding the most commonly used advanced statistical methods in management research (e.g. when reading scientific papers)</li> <li>• application of the procedures to new / own research questions (e.g. writing the master thesis and / or preparing for a doctorate)</li> <li>• valuation of research methods from current research</li> <li>• practical application of the methods using common statistical software</li> <li>• interpretation, writing and graphic presentation of analysis results according to scientific standards</li> </ul>		
Course Contents	Course contents include, for example: <ul style="list-style-type: none"> <li>• regression analysis</li> <li>• moderation, mediation and moderated mediation analysis</li> <li>• multilevel modeling</li> <li>• exploratory factor analysis</li> <li>• confirmatory factor analysis</li> </ul> Detailed information is available in the course notes.		
Teaching Method	Tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Tutorial	
	Aa Attendance	30	
	Ab Preview and review, in-course assessment	100	
	B Independent study		
	C End-of-course assessment	50	
Assessment	Requirements		
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Summer</b> semester		
Capacity	30		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B9-1	<b>Systems Engineering</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Systems Engineering		
Code	02-BWL:MSc-B9-1		
Faculty / Department / Chair	02 / Business Administration / BWL IX – Business Information Systems		
Coordinator	Prof. Axel Schwickert		
Requirements	None		
Learning Outcomes	Acquisition of theoretical knowledge and applied skills in systems engineering resulting in improved methodological and leadership competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	Course contents include, for example: <ul style="list-style-type: none"> <li>• procedure models for development of IT-systems</li> <li>• methods and techniques for modeling of IT-systems</li> <li>• programming, implementation and operation of IT-systems</li> <li>• management of IT projects</li> </ul> More detailed information is available from the coordinator.		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semesters		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B9-2	<b>Electronic Business</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Electronic Business		
Code	02-BWL:MSc-B9-2		
Faculty / Department / Chair	02 / Business Administration / BWL IX – Business Information Systems		
Coordinator	Prof. Axel Schwickert		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in electronic business resulting in improved methodological and object competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• web-based business models</li> <li>• web-content management platforms</li> <li>• development, design and application of web applications</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Summer</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-BWL:MSc-B10-1		<b>Managing the Innovation Process</b>		1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course		Managing the Innovation Process			
Code		02-BWL:MSc-B10-1			
Faculty / Department / Chair		02 / Business Administration / BWL X – Innovations & Start-up Management			
Coordinator		Prof. Monika Schuhmacher			
Requirements		None			
Learning Outcomes		<p>Acquisition of theoretical knowledge and applied skills in managing the innovation process resulting in improved functional, methodological and leadership competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• independent compilation, evaluation, interpretation and application of advanced scientific research in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>			
Course Contents		<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• innovation strategies</li> <li>• innovation processes</li> <li>• cooperative processes within innovation management</li> <li>• open innovation</li> <li>• reverse innovation</li> </ul> <p>More detailed information is available from the coordinator.</p>			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which	Lecture		Tutorial	
	A Course				
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
C End-of-course assessment	30				
Assessment	Requirements	Case analysis			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency	<b>Summer semester</b>				
Capacity	Unlimited				
Teaching language	<b>English</b>				
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.				

02-BWL:MSc-B10-2		<b>Creativity and Entrepreneurship</b>		1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course		Creativity and Entrepreneurship			
Code		02-BWL:MSc-B10-2			
Faculty / Department / Chair		02 / Business Administration / BWL X – Innovations & Start-up Management			
Coordinator		Prof. Monika Schuhmacher			
Requirements		None			
Learning Outcomes		<p>Acquisition of theoretical knowledge and applied skills in creativity and entrepreneurship resulting in improved functional, methodological and leadership competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• independent compilation, evaluation, interpretation and application of advanced scientific research in new and/or multidisciplinary contexts</li> <li>• ability to integrate insights with knowledge gained in other courses of study, including societal and ethical contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>			
Course Contents		<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• theories and techniques of creativity</li> <li>• theoretical basics of entrepreneurship</li> <li>• ability for entrepreneurship</li> <li>• business plan</li> </ul> <p>More detailed information is available from the coordinator.</p>			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	Submission of idea paper, participation in simulation game			
	Type(s) (duration)	Business plan and pitch			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% business plan and pitch			
Frequency		<b>Winter</b> semester			
Capacity		Ca. 100			
Teaching language		<b>English</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-VWL:MSc-V1-1	<b>Economics of Regulation</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Economics of Regulation		
Code	02-VWL:MSc-V1-1		
Faculty / Department / Chair	02 / Economics / VWL I – Industrial Economics, Competition Policy and Regulation		
Coordinator	Prof. Georg Götz		
Requirements	None		
Learning Outcomes	This course deals with network industries and how to regulate them. A special focus is laid on the consequences of the asymmetric distribution of information among the agents active in these sectors. Here, one might think of product markets characterized by uncertainty about qualities and prices as well as labor markets, insurance markets or financial markets. These markets are characterized by endogenous information that is generated by some market participants' behavior affecting other market participants' behavior. As a consequence, the market mechanism may be distorted or even fail.		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• introduction to the economics of regulation</li> <li>• cost theory (subadditivity etc.)</li> <li>• pricing in natural monopoly (Ramsey-Boiteux and peak-load)</li> <li>• regulation under asymmetric information with respect to cost and effort</li> <li>• rate of return regulation vs. price-cap regulation</li> <li>• introducing competition in network industries</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	In-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes) , assignments, active participation	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	80-90% examination , 10-20% assignments and active participation	
Frequency	<b>Summer semester</b>		
Capacity	Unlimited		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:MSc-V1-2	<b>Industrial Organization</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Industrial Organization		
Code	02-VWL:MSc-V1-2		
Faculty / Department / Chair	02 / Economics / VWL I – Industrial Economics, Competition Policy and Regulation		
Coordinator	Prof. Georg Götz		
Requirements	None		
Learning Outcomes	This course extends the basic concepts of industrial organization that are provided in the course 'Competition policy and Strategy'. The focus is on business strategies such as price discrimination and product differentiation and on strategic interaction in oligopoly. Students will learn about the importance of the research and development activities of firms and how they are influenced by public policy in general and by the patent system in particular. The course models and evaluates business behaviour from both a public policy and a managerial perspective.		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• strategic interaction in oligopoly</li> <li>• price discrimination</li> <li>• horizontal and vertical product differentiation</li> <li>• research and development</li> <li>• informative vs. persuasive advertising</li> <li>• cartels and mergers</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	In-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes), assignments, active participation	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	80-90% examination , 10-20% assignments and active participation	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:MSc-V1-3		<b>Economics of Innovation</b>		1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course		Economics of Innovation			
Code		02-VWL:MSc-V1-3			
Faculty / Department / Chair		02 / Economics / VWL I – Industrial Economics, Competition Policy and Regulation			
Coordinator		Prof. Georg Götz			
Requirements		None			
Learning Outcomes		Knowledge and understanding of theoretical and applied questions of economics of innovation. Learning outcomes are as follow: <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific knowledge with regards to new resp. unfamiliar situations in a multi-disciplinary context</li> <li>• ability to integrate knowledge with other subjects of the course of studies with regard to social and ethical aspects</li> <li>• independent advanced learning process</li> <li>• independent implementation of theoretical and application-oriented projects within the subject</li> <li>• communication of knowledge and intellectual exchange about up-to-date topics with experts and non-experts</li> </ul>			
Course Contents		Course contents include, for example: <ul style="list-style-type: none"> <li>• market structure and incentives for innovation</li> <li>• patent system, intellectual property and licensing</li> <li>• implementation and diffusion of new technologies</li> <li>• research joint ventures</li> <li>• innovation and growth</li> <li>• politics of technology</li> </ul> More detailed information is available from the coordinator.			
Teaching Method		Lecture and tutorial			
Assessment		In-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (90 minutes), assignments, active participation			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	80-90% examination , 10-20% assignments and active participation			
Frequency		<b>Summer semester</b>			
Capacity		Unlimited			
Teaching Language		<b>English</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-VWL:MSc-V2-1	<b>Theory and Policy of Taxation</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Theory and Policy of Taxation		
Code	02-VWL:MSc-V2-1		
Faculty / Department / Chair	02 / Economics / VWL II – Public Finances		
Coordinator	Prof. Wolfgang Scherf		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in theory and policy of taxation resulting in improved functional, methodological and object competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• tax theory (tax fairness, tax incidence, excess burden and efficiency, supply effects, limitations to tax regime)</li> <li>• the German tax system (income tax, company taxation, consumption tax, property tax, international taxation)</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and seminar		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Seminar
	Aa Attendance	25	25
	Ab Preview and review, in-course assessment	50	20
	B Independent study		30
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes) , paper, active participation	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	50-100% examination , 0-50% paper and active participation (details to be announced in class)	
Frequency	<b>Winter</b> semester		
Capacity	30 students		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:MSc-V2-2	<b>Fiscal Policy and Fiscal Equalization</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Fiscal Policy and Fiscal Equalization		
Code	02-VWL:MSc-V2-2		
Faculty / Department / Chair	02 / Economics / VWL II – Public Finances		
Coordinator	Prof. Wolfgang Scherf		
Requirements	None		
Learning Outcomes	Acquisition of theoretical knowledge and applied skills in fiscal policy and fiscal equalization resulting in improved methodological and object competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	Course contents are, for example: <ul style="list-style-type: none"> <li>• efficient provision of public goods</li> <li>• national and international fiscal equalization</li> <li>• fiscal concepts of stabilization policy</li> <li>• theory and special fields of social policy</li> <li>• economic instruments of environmental policy</li> </ul> More detailed information is available from the coordinator.		
Teaching Method	Lecture		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	
	Aa Attendance	60	
	Ab Preview and review, in-course assessment	90	
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Summer</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:MSc-V3-1	<b>Theory of International Trade</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Theory of International Trade		
Code	02-VWL:MSc-V3-1		
Faculty / Department / Chair	02 / Economics / VWL III – International Economics		
Coordinator	Prof. Jürgen Meckl		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in theory of international trade resulting in improved methodological and regional competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• generalizations of the neoclassical foreign trade theory</li> <li>• trade in intermediate goods and fragmentation of production</li> <li>• integration of commodity markets and effects on labor markets</li> <li>• globalization and economic growth</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture with tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture with tutorial	
	Aa Attendance	60	
	Ab Preview and review, in-course assessment	90	
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:MSc-V3-2	<b>Trade Policy and International Factor Movements</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Trade Policy and International Factor Movements		
Code	02-VWL:MSc-V3-2		
Faculty / Department / Chair	02 / Economics / VWL III – International Economics		
Coordinator	Prof. Jürgen Meckl		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in trade policy and international factor movements resulting in improved methodological, object and regional competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• gains from trade</li> <li>• trade policy and market structure</li> <li>• political economy of trade policy</li> <li>• factor movements and multinational firms</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which	Lecture	Tutorial
	A Course		
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
C End-of-course assessment	30		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Summer</b> semester		
Capacity	Unlimited		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:MSc-V4-1	<b>Integration Economics</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Integration Economics		
Code	02-VWL:MSc-V4-1		
Faculty / Department / Chair	02 / Economics / VWL IV – Transition and Integration Economics		
Coordinator	Prof. Matthias Göcke		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in integration economics resulting in improved methodological and self-management competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• stages of economic integration</li> <li>• micro and macroeconomic effects of integration</li> <li>• history of European integration</li> <li>• institutions of the European Union</li> <li>• economic consequences of European integration</li> <li>• monetary integration in Europe</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Summer</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:MSc-V4-2		<b>Transition and Reform Economics</b>		1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course		Transition and Reform Economics			
Code		02-VWL:MSc-V4-2			
Faculty / Department / Chair		02 / Economics / VWL IV – Transition and Integration Economics			
Coordinator		Prof. Matthias Göcke			
Requirements		None			
Learning Outcomes		<p>Acquisition of theoretical knowledge and applied skills in transition and reform economics resulting in improved methodological and self-management competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>			
Course Contents		<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• transition strategies: big-bang versus gradualism</li> <li>• privatization and price liberalization</li> <li>• creating institutions suitable for a market economy</li> <li>• macroeconomic stabilization policy during transition</li> <li>• political economics of reforms</li> <li>• dynamics of large-scale institutional change</li> </ul> <p>More detailed information is available from the coordinator.</p>			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30		30	
	Ab Preview and review, in-course assessment	45		45	
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency	<b>Winter</b> semester				
Capacity	Unlimited				
Teaching Language	<b>German</b>				
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.				

02-VWL:MSc-V5-1	<b>Financial Markets and International Macroeconomics</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Financial Markets and International Macroeconomics		
Code	02-VWL:MSc-V5-1		
Faculty / Department / Chair	02 / Economics / VWL V – Monetary Economics		
Coordinator	Prof. Peter Tillmann		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in financial markets and international macroeconomics resulting in improved methodological and regional competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• capital flows and current accounts balances</li> <li>• intertemporal modelling of the current account: theory and evidence</li> <li>• exchange rates and interest rates</li> <li>• exchange rate models: theory and empirical evidence</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which	Lecture	Tutorial
	A Course		
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
C End-of-course assessment	30		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Summer</b> semester		
Capacity	Unlimited		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:MSc-V5-2	<b>Advanced Macroeconomics</b>	3 <sup>rd</sup> semester	6 CP
Course	Advanced Macroeconomics		
Code	02-VWL:MSc-V5-2		
Faculty / Department / Chair	02 / Economics / VWL V – Monetary Economics		
Coordinator	Prof. Peter Tillmann		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in advanced macroeconomics resulting in improved methodological and objective competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• advanced theories and problems of business cycles</li> <li>• methods for solving and simulating dynamic macroeconomic models</li> <li>• nominal and financial frictions and their consequences</li> <li>• empirical evidence on macroeconomic theories</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:MSc-V5-3	<b>Risk and the Open Economy</b>	1 <sup>st</sup> - 3 <sup>rd</sup> semester	6 CP
Course	Risk and the Open Economy		
Code	02-VWL:MSc-V5-3		
Faculty / Department / Chair	02 / Economics / VWL V – Monetary Economics		
Coordinator	Prof. Peter Tillmann		
Requirements	To be announced in course notice		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in risk and the open economy resulting in improved methodological and object competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• asset pricing and risk premia</li> <li>• risk sharing and financial markets</li> <li>• debt and default</li> <li>• financial and currency crises</li> <li>• maintaining stability in open economy</li> <li>• reforms of the (international) financial systems</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture with student presentations		
Assessment	In-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Presentation
	Aa Attendance	40	20
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
Assessment	C End-of-course assessment	30	
	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes) and presentation	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
Contribution to final grade	70% examination, 30% presentation		
Frequency	<b>Winter</b> semester		
Capacity	30		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:MSc-V6-1	<b>Microeconomics and Game Theory</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Microeconomics and Game Theory		
Code	02-VWL:MSc-V6-1		
Faculty / Department / Chair	02 / Economics / VWL VI – Behavioral and Institutional Economics		
Coordinator	Prof. Max Albert		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in microeconomics and game theory resulting in improved methodological and object competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• non-linear optimization and decision theory</li> <li>• general equilibrium theory</li> <li>• game theory</li> <li>• applications to human capital theory, labour market theory, innovation, contract theory</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which	Lecture	Tutorial
	A Course		
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
C End-of-course assessment	30		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:MSc-V6-2		<b>Behavioral Economics</b>		1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course		Behavioral Economics			
Code		02-VWL:MSc-V6-2			
Faculty / Department / Chair		02 / Economics / VWL VI – Behavioral and Institutional Economics			
Coordinator		Prof. Max Albert			
Requirements		None			
Learning Outcomes		<p>Acquisition of theoretical knowledge and applied skills in behavioural economics resulting in improved methodological and object competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>			
Course Contents		<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• introduction to behavioral economics</li> <li>• decision theory: alternative approaches and experimental results</li> <li>• experimental game theory</li> </ul> <p>More detailed information is available from the coordinator.</p>			
Teaching Method		Lecture and tutorial			
Assessment		End-of-course assessment			
Workload (hours)	Total	180 hours			
	Of which A Course	Lecture		Tutorial	
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
	C End-of-course assessment	30			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (90 minutes)			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% examination			
Frequency		<b>Summer</b> semester			
Capacity		Unlimited			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-VWL:MSc-St-1	<b>Advanced Econometrics</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Advanced Econometrics		
Code	02-VWL:MSc-St-1		
Faculty / Department / Chair	02 / Economics / VWL VII – Statistics and Econometrics		
Coordinator	Prof. Peter Winker		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in advanced econometrics, resulting in improved methodological competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to independently structure further learning</li> <li>• ability to integrate insights with knowledge gained in other modules, and from societal and ethical contexts</li> <li>• ability to carry out theoretical and applied research projects in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• basics of micro econometric analysis</li> <li>• estimation procedures and tests of hypothesis</li> <li>• models for panel data</li> <li>• models including discrete variables and bounded dependent variables</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	In-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
Assessment	C End-of-course assessment	30	
	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes) and mid-term tests (20-30 Minuten)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
Contribution to final grade	50-70% examination and (30-50%) mid-term tests (details to be announced in class)		
Frequency	<b>Winter</b> semester		
Capacity	Unlimited		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:MSc-St-2	<b>Time Series Econometrics and Computer Based Methods</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Time Series Econometrics and Computer Based Methods		
Code	02-VWL:MSc-St-2		
Faculty / Department / Chair	02 / Economics / VWL VII – Statistics and Econometrics		
Coordinator	Prof. Peter Winker		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in time series econometrics and computer based methods resulting in improved methodological competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to independently structure further learning</li> <li>• ability to integrate insights with knowledge gained in other modules and from societal and ethical contexts</li> <li>• ability to carry out theoretical and applied research projects in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• multivariate dynamic models</li> <li>• computer based methods (e.g. Bootstrap)</li> <li>• non-linear models</li> <li>• modelling of financial market data</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	In-course assessment		
Workload (hours)	Total	180 hours	
	Of which	Lecture	Tutorial
	A Course		
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	30	30
	B Independent study		30
C End-of-course assessment	30		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes); project assignment and presentation	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	30% examination, 50% project assignment, 20% presentation	
Frequency	<b>Summer</b> semester		
Capacity	25 students		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:MSc-V8-1	<b>Global Health Economics and Policy</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	Global Health Economics and Policy		
Code	02-VWL:MSc-V8-1		
Faculty / Department / Chair	02 / General Economics / VWL VIII – Health Economics		
Coordinator	Prof. Christian Gissel		
Requirements	None		
Learning Outcomes	<p>Knowledge and understanding of theoretical and applied questions in global health economics and policy resulting in improved methodological, object and function competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• incentive systems and price regulation in public health</li> <li>• innovation, digitalization, mobile health</li> <li>• impact of globalization and networking in public health</li> <li>• advanced methods of health economics</li> </ul> <p>More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
	C End-of-course assessment	30	
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	Irregular		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		

02-VWL:MSc-V9-1		<b>Economics of Digitalisation</b>		1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course		Economics of Digitalisation			
Code		02-VWL:MSc-V9-1			
Faculty / Department / Chair		02 / General Economics / VWL IX – Economics of Digitalisation			
Coordinator		Prof. Irene Bertschek			
Requirements		None			
Learning Outcomes		<p>Knowledge and understanding of theoretical and applied questions in economics of digitalisation resulting in improved methodological competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts</li> <li>• ability to structure advanced independent study and learning</li> <li>• ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts</li> <li>• ability to conduct theoretical and applied research in this field</li> <li>• ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field</li> </ul>			
Course Contents		<p>Course contents include, for example:</p> <ul style="list-style-type: none"> <li>• information and communication technologies (ICT) as general purpose technologies</li> <li>• impact of digitalization on firms</li> <li>• impact of digitalization on employees</li> <li>• digital markets and platforms</li> </ul> <p>More detailed information is available from the coordinator.</p>			
Teaching Method		Lecture and tutorial			
Assessment		In-course assessment			
Workload (hours)	Total	180 hours			
	Of which	Lecture		Tutorial	
	A Course				
	Aa Attendance	30	30		
	Ab Preview and review, in-course assessment	45	45		
	B Independent study				
Assessment	C End-of-course assessment	30			
	Requirements	None			
	Type(s) (duration)	Written examination (90 minutes) and paper			
	Type of alternative assessment				
	Type of reassessment	Equivalent to type of initial assessment			
Contribution to final grade		70% examination and 30% paper			
Frequency		<b>Winter</b> semester			
Capacity		Unlimited			
Teaching Language		<b>English</b>			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-Q:MSc-Englisch-2		<b>Business Ethics</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course		Business Ethics		
Code		02-Q:MSc-Englisch-2		
Faculty / Department / Chair		02 / Business Administration and Economics / Managerial English		
Coordinator		Thomas Wagner		
Requirements		Proficiency in English at independent user (B2 CEFR) level		
Learning Outcomes		Acquisition of theoretical knowledge and applied skills in business English resulting in improved leadership and self-management competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• ability to view business actions as embedded into broader, normative ethical contexts</li> <li>• self-critical review of one's own management role</li> <li>• improved critical thinking and socio-emotional skills</li> <li>• improved rhetorical and argumentative skills in English</li> </ul>		
Course Contents		Course contents include, for example: <ul style="list-style-type: none"> <li>• formulating, applying and critically evaluating essential normative ethical theories, concepts and principles with reference to management practice</li> </ul> More detailed information is available from the coordinator.		
Teaching Method		Seminar		
Assessment		In-course assessment		
Workload (hours)	Total	180 hours		
	Of which A Course			
	Aa Attendance	45		
	Ab Preview and review, in-course assessment	90		
	B Independent study	15		
	C End-of-course assessment	30		
Assessment	Requirements	Regular attendance and active participation		
	Type(s) (duration)	Project assignments, paper		
	Type of alternative assessment			
	Type of reassessment	Equivalent to type of initial assessment		
	Contribution to final grade	60% written assessment, 40% oral assessment		
Frequency	<b>Winter</b> semester	Duration: 1 semester		
Capacity	20 students			
Teaching Language	<b>English</b>			
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-Q:MSc-Englisch-3		<b>Rhetoric for Managers</b>	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course		Rhetoric for Managers		
Code		02-Q:MSc-Englisch-3		
Faculty / Department / Chair		02 / Business Administration and Economics / Managerial English		
Coordinator		Thomas Wagner		
Requirements		Proficiency in English at independent user (B2 CEFR) level		
Learning Outcomes		Acquisition of theoretical knowledge and applied skills in business English resulting in improved leadership and self-management competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• ability to view business actions as embedded into broader, communicative contexts</li> <li>• ability to tailor one's own communicative action to rhetorical requirements</li> <li>• improved critical thinking and communicative competence</li> <li>• improved rhetorical and argumentative skills in English</li> </ul>		
Course Contents		Course contents include, for example: <ul style="list-style-type: none"> <li>• formulating, applying and critically evaluating essential theories, concepts and principles of classical rhetoric with reference to management practice</li> </ul> More detailed information is available from the coordinator.		
Teaching Method		Seminar		
Assessment		In-course assessment		
Workload (hours)	Total	180 hours		
	Of which A Course			
	Aa Attendance	45		
	Ab Preview and review, in-course assessment	90		
	B Independent study	15		
	C End-of-course assessment	30		
Assessment	Requirements	Regular attendance and active participation		
	Type(s) (duration)	Project assignment, paper		
	Type of alternative assessment			
	Type of reassessment	Equivalent to type of initial assessment		
	Contribution to final grade	50% written assessment, 50% oral assessment		
Frequency		<b>Summer</b> semester		
Capacity		20 students		
Teaching Language		<b>English</b>		
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue		

**Additional courses (for subsidiary students)**

02-Wiwi:NF-VWL-1	<b>Introduction to Economics / Micro-economics for subsidiary students</b>	1 <sup>st</sup> sem. (for subsidiary students)	6 CP
Course	Introduction to Economics / Microeconomics for subsidiary students		
Code	02-Wiwi:NF-VWL-1		
Faculty / Department / Chair	02 / Economics / VWL IV – Transition and Integration Economics		
Coordinator	Prof. Matthias Göcke		
Requirements	None		
Learning Outcomes	<p>Acquisition of theoretical knowledge and applied skills in microeconomics resulting in improved functional, methodological and self-management competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• Knowledge and systematic reproduction of fundamental economics</li> <li>• Understanding for lines of economic reasoning</li> <li>• (Practical) implementation of first calculations and evaluations of questions of economic theory and policy</li> </ul> <p>This lecture is the basis for other courses of the department that can be chosen as subsidiary.</p>		
Course Contents	<p>The course contents include, for example:  The complexity of the market and price system of an economy is being explained. The microeconomic view is based on the presentation of consumer and producer's decision making and of the price mechanism in markets. Allocation efficiency on product and factor markets is being dealt with and combined with distribution problems in theory and politics. Market failures (monopoly, externalities and public goods) are theoretically explained as well as political consequences in the field of environmental policy. In addition to the lecture an exercise class to prepare for the exam is offered. More detailed information is available from the coordinator.</p>		
Teaching Method	Lecture and tutorial		
Assessment	End-of-course assessment		
Workload (hours)	Total	180 hours	
	Of which A Course	Lecture	Tutorial
	Aa Attendance	30	30
	Ab Preview and review, in-course assessment	45	45
	B Independent study		
Assessment	C End-of-course assessment	30	
	Requirements	None	
	Type(s) (duration)	Written examination (60 – 90 minutes)	
	Type of alternative assessment		
	Type of reassessment	Equivalent to type of initial assessment	
Contribution to final grade	100% examination		
Frequency	<b>Summer</b> semester		
Capacity	Unlimited		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.		