

Studying at the Department of Business Administration and Economics



Course Catalogue 2021/2022



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 2021/22 18.10.2021 – 18.02.2022

SUMMER SEMESTER 2022 11.04.2022 - 15.07.2022

REGULAR EXAMINATION PERIOD (WITH RESERVATION):

WINTER SEMESTER ESTIMATED: FEBRUARY – MARCH 2022

SUMMER SEMESTER ESTIMATED: AUGUST 2022

RE-EXAMINATION PERIOD (WITH RESERVATION):

WINTER SEMESTER 2021/2022

ESTIMATED APRIL 2022

SUMMER SEMESTER 2022

SEPTEMBER – OCTOBER 2022

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

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

ANWESENHEITSBESCHEINIGUNG / CERTIFICATE OF ATTENDANCE

Zu Beginn der Veranstaltungen kann der Dozent/ die Dozentin darauf angesprochen werden, falls man einen Beleg für den Besuch der Veranstaltung benötigt, damit diese/r die Anwesenheit tatsächlich kontrollieren kann.

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

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

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

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

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

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

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

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 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 Alexander Haas Vice dean: Prof. Dr. Christina Bannier Dean for study affairs: Prof. Dr. Jürgen Meckl Dean's assistant: N.N. / Secretary: Diana Guja

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

Email: dekanat@wirtschaft.uni-giessen.de

The department's study advisory services

Service-Center Studies

Director: Prof. Dr. Jürgen Meckl

Contact Persons: Marianne Löhr, Dr. Jana Brandt

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

Email: Studiendekanat@wirtschaft.uni-giessen.de

The department's library Licher Str. 68, 35394 Gießen

Managing librarian: Dipl.-Volkswirt Bertram Wilmer

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

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

Opening hours:

Mon – Sun: 8:30 – 21:00 h

Examination office (Prüfungsamt) Licher Str. 70, 35394 Gießen

Director: Prof. Dr. Georg Götz; Dr. Jana Brand

Contact person: Dr. Jana Brandt, Horst Becker, Suzan Gündüz

Tel.: +49-641-99-24500 Fax: +49-641-99-24509

Email: Pruefungsamt@wirtschaft.uni-giessen.de

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

Chair BWL I

Chair holder Prof. Dr. Alexander Haas

Address Licher Str. 66 35394 Gießen

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

Email <u>Alexander.Haas@wirtschaft.uni-giessen.de</u>
Subject General Business Administration, Marketing

Chair BWL II

Chair holder Prof. Dr. Andreas Bausch

Address Licher Str. 62 35394 Gießen

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

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

Subject General Business Administration, Organization, Leadership

Chair BWL IV

Chair holder Prof. Dr. Arnt Wöhrmann

Address Licher Str. 62

35394 Gießen

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

Email <u>info.bwl4@wirtschaft.uni-giessen.de</u>

Subject General Business Administration, Managerial Accounting, Controlling

Chair BWL V

Chair holder Prof. Dr. Andreas Walter

Address Licher Str. 74 35394 Gießen

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

Email <u>Andreas.Walter@wirtschaft.uni-giessen.de</u>

Subject General Business Administration, Risk Management and

Financial Services

Chair BWL VI

Chair Holder Prof. Dr. Christina Bannier

Address Licher Str. 62 35394 Gießen

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

Email <u>Christina.Bannier@wirtschaft.uni-giessen.de</u>

Subject Banking & Finance

Chair BWL VII

Chair holder Prof. Dr. Corinna Ewelt-Knauer

Address Licher Str. 62

35394 Gießen

Telephone/FAX +49-641-99-22581

Email <u>Corinna.Ewelt-Knauer@wirtschaft.uni-giessen.de</u>
Subject General Business Administration, Financial Accounting

Chair BWL VIII

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

Subject General Business Administration, Human Resource Management,

Organization

Chair BWL IX

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

Subject General Business Administration, Business Information Systems

Chair BWL X

Chair holder Prof. Dr. Monika Schuhmacher

Address Licher Str. 62 35394 Gießen

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

Email <u>Monika.Schuhmacher@wirtschaft.uni-giessen.de</u>
Subject Technology-, Innovation- and Start-Up-Management

Chair BWL XI

Chair holder Prof. Dr. Nicolas Pröllochs

Address Licher Str. 62 35394 Gießen

Telephone/FAX +49-641-99-22551/22559
Email Nicolas.Proellochs@wi.jlug.de
Subject Data Science & Digitalisation

Chair BWL XII

Chair holder Prof. Dr. Jella Pfeiffer

Address Licher Str. 74 35394 Gießen

Telephone/FAX +49-641-99-22041

Email jella.pfeiffer@wirtschaft.uni-giessen.de

Subject Digitalisation, E-Business and Operations Management

Chair VWL I

Chair holder Prof. Dr. Georg Götz Address Licher Str. 62

35394 Gießen

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

Email <u>Georg.Goetz@wirtschaft.uni-giessen.de</u>
Subject General Economics, Microeconomics,

Industrial Organization, Regulation and Antitrust

Chair VWL II

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

Subject General Economics, Public Finance

Chair VWL III

Chair holder Prof. Dr. Jürgen Meckl

Address Licher Str. 66

35394 Gießen

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

Email <u>Juergen.Meckl@wirtschaft.uni-giessen.de</u>
Subject General Economics, International Economics

Chair VWL IV

Chair holder Prof. Dr. Matthias Göcke

Address Licher Str. 62 35394 Gießen

Telephone/FAX +49-641-99-22241/22249

Email Matthias.Goecke@wirtschaft.uni-giessen.de

Subject General Economics, Economics for Subsidiary Students,

Economics of Transition and Integration

Chair VWL V

Chair holder Prof. Dr. Peter Tillmann

Address Licher Str. 66 35394 Gießen

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

Email <u>Peter.Tillmann@wirtschaft.uni-giessen.de</u>
Subject <u>General Economics, Monetary Economics</u>

Chair VWL VI

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

35394 Gießen

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

Email <u>Max.Albert@wirtschaft.uni-giessen.de</u>
Subject Behavioural and Institutional Economics

Chair VWL VII

Chair holder Prof. Dr. Peter Winker

Address Licher Str. 64 35394 Gießen

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

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

Subject Statistics and Econometrics

Chair VWL VIII

Chair holder Prof. Dr. Christian Gissel

Address Licher Str. 62 35394 Gießen

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

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

Subject Health Economics

Chair VWL IX

Chair holder Prof. Dr. Irene Bertschek

Address Licher Str. 64 35394 Gießen

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

Email Irene.Bertschek@wirtschaft.uni-giessen.de

Subject Economics of Digitalisation

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

Lectureship / subject Managerial English

Lecturer Dipl.-Angl. Thomas Wagner

Address Licher Str. 60
D-35394 Gießen
Telephone/FAX +49-641-99-22671

Email <u>Thomas.Wagner@wirtschaft.uni-giessen.de</u>

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

Winter semester

Code	Course	Chair
Bachelor		
02-BWL:BSc-B1-1	Marketing	BWL I
02-BWL:BSc-B1-3	Customer Management	BWL I
02-BWL:BSc-B2-2	Strategic and International Management	BWL II
02-BWL:BSc-B8-3	Leadership	BWL VIII
02-Q:BSc-Englisch-6	English for Management	Managerial English
02-Q:BSc-Englisch-7	Oral Communication	Managerial English
02-Q:BSc-Englisch-8	Written Communication	Managerial English
02-Q:BSc-Englisch-9	Working Across Culture	Managerial English
	-	
Master		
02-BWL:MSc-B1-1	Product Management	BWL I
02-BWL:MSc-B1-3	Advanced Issues in Marketing and Sales	BWL I
02-BWL:MSc-B6-1	Applied Corporate Finance	BWL VI
02-BWL:MSc-B10-2	Creativity and Entrepreneurship	BWL X
02-BWL/VWL:MSc-B11-1	Text Mining	BWL XI
02-VWL:MSc-V1-2	Industrial Organization	VWL I
02-VWL:MSc-V3-1	Theory of International Trade	VWL III
02-VWL:MSc-V5-2	Advanced Macroeconomics	VWL V
02-VWL:MSc-V5-3	Risk and the Open Economy	VWL V
02-VWL:MSc-St-1	Advanced Econometrics	VWL VII
02-VWL:MSc-V9-1	Economics of Digitalization	VWL IX
02-Q:MSc-Englisch-2	Business Ethics	Managerial English

Summer semester

Code	Course	Chair
Bachelor		
02-BWL:BSc-B1-4	Sales Strategy and Execution	BWL I
02-BWL:BSc-B10-2	Technology and Innovation Management	BWL X
02-BWL:BSc-B12-1	E-Commerce	BWL XII
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
Master		
02-BWL:MSc-B6-2	Empirical Banking and Finance	BWL VI
02-BWL:MSc-B10-1	Managing the Innovation Process	BWL X
02-BWL:MSc-B112-2	Data Science for Consumer Behavior	BWL XII
02-VWL:MSc-V1-1	Economics of Regulation	VWL I
02-VWL:MSc-V1-3	Economics of Innovation	VWL I
02-VWL:MSc-V3-2	Trade Policy and International Factor	VWL III
	Movements	
02-VWL:MSc-V3-3	Summer School in Economics	VWL III
02-VWL:MSc-V5-1	Financial Markets and International	VWL V
	Macroeconomics	
02-Q:MSc-Englisch-3	Rhetoric for Managers	Managerial English

D. Course Offers

Bachelor (BSc) program courses

02-Wiv	wi: BSc -Or-1	Managemei	nt I	1 st semester	6 CP
Course	2	Managemer	nt I		
Code	<u> </u>	02-Wiwi:BSo			
	y / Department /		s Administration / BWL II – Strate	egic and Interna	ational
Chair	y / Department /		it, BWL VIII – Human Resource N		itioriai
Coordi	nators		as Bausch and Prof. Frank Walte		
	ements	None	13 Daugerrand Fron. Frank Waite	<u> </u>	
	ng Outcomes		edge and systematic understand	ling of husiness	administration
Leanin	ing Outcomes	basic		iiig oi busiiless	administration
			standing business lines of argum	ent and their a	onlications
			ples and practice of business and		
			rstanding the types of goals, goal relationships and the		
			tance of goals for corporate gove		ild tilo
			edge of the nature and areas of		nance
			standing the problem-solving pro		
		decisi			
			concepts of the secondary functi	ions of organiza	tion, personnel
			eadership	J	•
		 under 	standing the fundamental theorie	es and findings t	from the fields of
			nization, personnel and leadership		
			ct matter of business administration		
			corporate godie and corporate governance		
		constitutive decisions: in particular regarding legal form, location,			
			any mergers		
			ations of organizational design		
			ations of leadership		
			ations of human resource manag	gement	
	Teaching Method Lecture and				
ad	Total		180 hours Attendance	Draviou and r	oviou
klo lrs)	Course Lecture		30	Preview and r	eview
Normal Course Course Lecture Tutorial			30	60	
				00	
Assess			se assessment		
	Requirements		None		
	Type(s) (duration)	1	Written examination (60 00 minutes)		
ent	Type(s) (duration)		Written examination (60 – 90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Ass	Contribution to fina	al grade	100% examination		
Freque		Winter seme	ester		
Teachi	ing language	German			
Note		For further n	nodule information and required i	readings, see S	tudIP

02-W	iwi: BSc -Or-2	Or-2 Management II 2 nd Semester 6 CP			
	Course Management II				
Code		02-Wiwi:BSc			
Facul	ty / Department /	02 / Busines	s Administration / BWL I – Marke	eting and Sales Management,	
Chair			ovations and Start-Up Managem		
	dinators		der Haas and Prof. Monika Schu	ıhmacher	
	irements	None			
Learr	ning Outcomes	basics			
 understanding business lines of argument and their applications principles and practice of business analysis and calculations 					
0	0 1 1 -				
Cours	se Contents		nced basics of business administ		
			ology and innovation manageme	ent	
			rement		
			marketingmanufacturing management		
Topol	ning Method	Lecture and			
Teaci	Total	Lecture and	180 hours		
ad	Course		Attendance	Preview and review	
음. ST.	Lectur		30	60	
Workload (hours)	Tutoria		30	60	
				00	
Asses			se assessment		
Requirements			None		
ent	Type(s) (duration)		Written examination (60 – 90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Ass	Contribution to fina	al grade	100% examination		
Frequ	iency	Summer ser	nester		
	hing Language	German			
Note		For further n	nodule information and required	readings, see StudIP	

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

02-W	iwi: BSc -Or-4	r-4 Finance 2 nd semester 6 CP			
					·
Course Finance					
Code	!	02-Wiwi:BS			
1	ty / Department /		s Administration / $BWLV-Fina$	ıncial Services,	
Chair		BWL VI – Ba	anking & Finance		
_	dinators		as Walter and Prof. Christina Ban	nier	
	irements	None			
Learn	ning Outcomes	basics		_	
			standing business lines of argun ples and practice of business and		
Cours	se Contents		s in investments	•	
		• basics	basics in finance		
			ed information is available from the coordinators.		
Teacl	hing Method	Lecture and	tutorial		
ح ا	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and re	eview
Workloa (hours)	Lectur		30	60	
≥ €			30	60	
Assessment End-of-course assessment					
	Requirements		None		
ent	Type(s) (duration)		Written examination (60 – 90 minutes)		
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment		
Ass	Contribution to final grade		100% examination		
Frequ		Summer ser	nester		
	hing Language	German			
Note		For further n	nodule information and required i	readings, see St	udIP

02-W	vi: BSc -Or-5 Microeconomics I 1 st semester 6 CP					
Cours		Microecono				
Code		02-Wiwi:BS				
Facul	ty / Department /	02 / Econom	nics / VWL I – Industrial Econom	ics, Competition	n Policy and	
Chair		Regulation				
	dinator	Prof. Georg	Götz			
	irements	None				
Learr	ning Outcomes		ould develop a basic understand			
			rket outcomes are beneficial fron			
			helps to understand the potentia	I and limits of ed	conomic policy in	
		various cont				
Cours	se Contents		omic thinking			
			s of supply and demand			
			ea of markets and welfare			
			ublic sector and economic policy	.		
		firm behavior under perfect and imperfect competition				
		Please take detailed information on concrete module contents from the notices about the attributed course.				
Taga	aina Mathad					
Teaching Method Lecture and tutorial Total 180 hours						
				Dravious and r	avia.u	
O (S) Course		·	Attendance	Preview and r	eview	
Workload (hours)	Lecture		30	60		
1 3.13 . 13.1			30	60		
Asse	ssment	End-of-cour	se assessment			
	Requirements		None			
	Type(s) (duration)		Written examination (90 minutes)			
- int						
) iii	Type of reassessr	ment	Equivalent to type of initial assessment			
ess	0 1 11 11 1 5		20.000/ "			
Assessment	Contribution to fin	al grade	80-90% written assessment; 20-10% assignment (details to be announced in class)			
Frequ	iency	Winter seme	,			
	hing Language	German				
Note		For further n	nodule information and required	readings, see S	tudIP	
			ı	<i>,</i>		

02-W	P-Wiwi: BSc -Or-6 Microeconomics II 2 nd semester 6 CP				6 CP
Cours		Microecono			
Code		02-Wiwi:BS			-
Facul Chair	ty / Department /	02 / Econom	nics / VWL VI – Behavioural and	Institutional Eco	onomics
Coord	dinator	Prof. Max Al	bert		
Requ	irements	none			
Learn	ing Outcomes	metho its his • ability	knowledge of general equilibriur odological, decision-theoretic and torical development to interpret and critically discuss utational skills necessary for har	d mathematical f	foundations and from this area
Cours	se Contents	basictheorygener	methods y of the consumer y of the firm ral equilibrium theory emporal decision making and de		
Teacl	ning Method	Lecture and	tutorial		
7	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and r	eview
돌	Lecture		30	60	
Workloa (hours)	Tutoria	al	30	60	
Assessment End-of-course ass			se assessment		
	Requirements		None		
ent	Type(s) (duration)	1	Written examination (60 – 90 m	inutes)	
Assessment	Type of reassessr	nent	Equivalent to type of initial asse	essment	
Ass	Contribution to fin	al grade	100% examination		
Frequ	iency	Summer ser	nester		
	ning Language	German			
Note		For further n	nodule information and required	readings, see S	tudIP

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

Course	02-W	iwi: BSc -Or-8	SSc-Or-8 Macroeconomics II 2 nd semester 6 CP			
Code	Course Magragenemies II					
Coordinators						
Coordinators Prof. Peter Tillmann			-		-i	
Recommended prior coursework 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): **Recommended prior coursework 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): **Recommended prior course session: **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): **Recommended prior course session: **Industrial priority in the short-run and the inag-run and the long-run intertemporal consumption and saving decisions macroeconomic data and stylized facts Teat Total 180 hours 18			U2 / Econom	iics / vvvL v – Monetary Econom	nics	
Course work	Coor	dinators	Prof. Peter T	illmann		
Course	Reco	mmended prior	None			
resulting in improved methodological and self-management competence (to be specified in initial course session): - knowledge and systematic understanding of economic basics - understanding business lines of argument and their applications - principles and practice of business analysis and calculations - introduction to growth theory - labour markets - money and prices in the short-run and the long-run - intertemporal consumption and saving decisions - macroeconomic data and stylized facts Teaching Method	cours	sework				
Iabour markets money and prices in the short-run and the long-run intertemporal consumption and saving decisions macroeconomic data and stylized facts Teaching Method Lecture and tutorial	Learr	ning Outcomes	resulting in i be specified • knowl • under	mproved methodological and sel in initial course session): edge and systematic understand standing business lines of argun	f-management competence (to ling of economic basics nent and their applications	
* money and prices in the short-run and the long-run * intertemporal consumption and saving decisions * macroeconomic data and stylized facts Teaching Method Lecture and tutorial	Cour	se Contents				
• intertemporal consumption and saving decisions • macroeconomic data and stylized facts Teaching Method Lecture and tutorial Total 180 hours	• labo			r markets		
Teaching Method Lecture and tutorial Total 180 hours Course Attendance Preview and review				ey and prices in the short-run and the long-run		
Teaching Method Lecture and tutorial Total				emporal consumption and saving decisions		
Total 180 hours Course Attendance Preview and review						
Course	Teac		Lecture and	tutorial		
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60 – 90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German	9	Total		180 hours		
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60 – 90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German	loa s)	Yourse Lecture Tutorial		Attendance	Preview and review	
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60 – 90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German	창호			30	60	
Requirements Type(s) (duration) Written examination (60 – 90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade Tomorrow Frequency Summer semester Teaching Language German	ا کے ق			30	60	
Type(s) (duration) Type of reassessment Equivalent to type of initial assessment Contribution to final grade Tomography Summer semester Teaching Language Written examination (60 – 90 minutes) Equivalent to type of initial assessment Equivalent to type of initial assessment Equivalent to type of initial assessment Government Equivalent to type of initial assessment Equivalent to type of initial assessment Government Frequency Summer semester Teaching Language German	Asse	ssment	End-of-cours	se assessment		
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German				None		
Frequency Summer semester Teaching Language German	ent	Type(s) (duration)		Written examination (60 – 90 m	inutes)	
Frequency Summer semester Teaching Language German	essme	Type of reassessr	nent	Equivalent to type of initial assessment		
Teaching Language German	Ass	Contribution to fin	al grade	100% examination		
	Frequ	uency	Summer ser	nester		
			German			
Note For further module information and required readings, see StudIP	Note		For further n	nodule information and required	readings, see StudIP	

02-W	2-Wiwi: BSc -Or-9 Mathematics for Economists 1 st semester 6 CP				6 CP	
		I				
Cours			s for Economists			
Code		02-Wiwi:BSc				
1	ty / Department /	02 / Econom	nics / VWL VII - Statistics and Eco	onometrics		
Chair		Doof Doton	A/: I			
_	dinator	Prof. Peter V	vinker			
	irements	None		r. c u	c II ·	
Learr	ning Outcomes		edge and systematic understand			
applic			standing mathematical lines of a ation and practice of mathemation			
			s of mathematics	-		
		• analy	sis of one variable			
		 analys 	analysis of several variables			
			algebra			
Teacl	ning Method	Lecture and	tutorial			
ص ا	Total		180 hours			
Workload (hours)	Course		Attendance	Preview and re	eview	
Worklos (hours)	Lectur		30	60		
≥ €	1 3.13.13.1		30	60		
Assessment End-of-coul			se assessment			
Requirements			None			
ent	Type(s) (duration)		Written examination (60 minutes)			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment			
Ass	Contribution to fin	al grade	100% written assessment			
Frequ	ıency	Winter seme	ester			
Teacl	hing Language	German				
Note		For further n	nodule information and required	readings, see St	udIP	

02-Wiwi: BSc -Or-10 Fund		Fundament	als of Statistics	2 nd semester	6 CP		
Cours	se	Fundamenta	als of Statistics				
Code		02-Wiwi:BS	c-Or-10				
Facul	ty / Department /	02 / Econom	nics / VWL VII - Statistics and Ec	onometrics			
Chair	•						
Coord	dinator	Prof. Peter \	Vinker				
	irements	None					
Learr	ning Outcomes		ledge and systematic understand				
			standing statistical lines of argur				
_			ples and practice of statistical an	alysis and calcu	lations		
Cours	se Contents		docompave stationes				
		probability calculus					
			ndom variables and distributions				
		Lecture and					
g g	Total		180 hours Preview and review				
Workload (hours)	Course		Attendance		eview		
\order Jou	Lectur		30	60			
	Tutoria		30	60			
Asses	ssment	End-of-cour	se assessment				
	Requirements		None				
ent	Type(s) (duration)		Written examination (60 minutes)				
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment				
Ass	Contribution to fin	al grade	100% examination				
Frequ	Frequency Summer s		nester				
Teacl	hing Language	German					
Note		For further n	nodule information and required	readings, see St	tudIP		

02-BWL: BSc -B1-1 Mark		Marketing		3 rd – 6 th semester 6 CP		
		I				
Cours		Marketing				
Code			02-BWL:BSc-B1-1			
Facul Chair	ty / Department /	02 / Busines	2 / Business Administration / BWL I – Marketing and Sales Management			
Coord	dinator	Prof. Alexan	of. Alexander Haas			
Requ	irements	None				
Learning Outcomes •		insigh ability ability appro ability	independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context ability to structure further independent study and learning ability to formulate, defend and criticize specific positions and approaches in this field ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field			
Course Contents		 comprehension of market actors development of market strategies formulation of marketing measures implementation of market strategies 				
Teacl	hing Method	Lecture and tutorial				
73	Total		180 hours			
0a(Course		Attendance Preview and review			
Workload (hours)	Lecture		30	60		
(hc	Tutoria	al	30	60		
Asses	ssment	End-of-cours	se assessment or in-course a	ssessment		
	Requirements		None			
nt	Type(s) (duration)		Written examination, simulation (60-90 minutes)			
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment			
Asse	Contribution to fin	al grade	90-100% written assessment; 0-10% simulation (details to be announced in class)			
Frequ		Winter seme	ester			
Teacl	hing Language	English				
Note		For further n	nodule information and requir	ed readings, see StudIP		

02-BWL: BSc -B1-2		Marketing F	Research 3 rd – 6 th semester 6 CP		
Cour			arketing Research		
Code		02-BWL:BS			
Faculty / Department / Chair		02 / Busines	2 / Business Administration / BWL I – Marketing and Sales Management		
Coor	dinator	Prof. Alexan	Alexander Haas		
Requ	irements	None			
Learning Outcomes		insigh ability ability appro ability			
Course Contents		 comprehension of market research development and execution of market research projects understanding of the methods of data evaluation generating market information 			
Teac	hing Method		ecture and tutorial		
ъ	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Worklos (hours)	Lectur	е	30	60	
≥٤	Tutoria	I 30 60		60	
Asse	ssment	End-of-cours	se assessment		
Requirements		l	None		
aut	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to fina		al grade	I grade 100% examination		
	iency	Summer ser	nester		
	hing Language	German			
Note		For further n	nodule information and require	ed readings, see StudIP	

Course Customer Management Code O2-BWL:BSc-B1-3 Faculty / Department / Chair O2 / Business Administration / BWL I – Marketing and Sales Management Coordinator Prof. Alexander Haas Requirements None Learning Outcomes • independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context • ability to structure further independent study and learning • ability to formulate, defend and criticize specific positions and approaches in this field • ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field Course Contents • comprehension of customer management • planning and realization of selling processes • planning and realization of negotiation processes • customer relationship management and customer lifecycle management Teaching Method Lecture and tutorial Total 180 hours Course Attendance Preview and review Lecture 30 60 Tutorial 30 60
Code
Faculty / Department / Chair Coordinator Requirements Learning Outcomes • independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context • ability to structure further independent study and learning • ability to formulate, defend and criticize specific positions and approaches in this field • ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field Course Contents • comprehension of customer management • planning and realization of selling processes • planning and realization of negotiation processes • customer relationship management and customer lifecycle management Teaching Method Lecture and tutorial Total 180 hours
Chair Coordinator Prof. Alexander Haas
Prof. Alexander Haas
Requirements None
Learning Outcomes • independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context • ability to structure further independent study and learning • ability to formulate, defend and criticize specific positions and approaches in this field • ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field Course Contents • comprehension of customer management • planning and realization of selling processes • planning and realization of negotiation processes • customer relationship management and customer lifecycle management Teaching Method Lecture and tutorial Total 180 hours
insights in their societal and ethical context ability to structure further independent study and learning ability to formulate, defend and criticize specific positions and approaches in this field ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field Course Contents comprehension of customer management planning and realization of selling processes planning and realization of negotiation processes customer relationship management and customer lifecycle management Teaching Method Lecture and tutorial Total 180 hours
ability to structure further independent study and learning ability to formulate, defend and criticize specific positions and approaches in this field ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field Course Contents comprehension of customer management planning and realization of selling processes planning and realization of negotiation processes customer relationship management and customer lifecycle management Teaching Method Lecture and tutorial Total 180 hours
 ability to formulate, defend and criticize specific positions and approaches in this field ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field Course Contents comprehension of customer management planning and realization of selling processes planning and realization of negotiation processes customer relationship management and customer lifecycle management Teaching Method Lecture and tutorial Total 180 hours
approaches in this field ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field Course Contents comprehension of customer management planning and realization of selling processes planning and realization of negotiation processes customer relationship management and customer lifecycle management Teaching Method Total approaches in this field customs with both lay and specialist audiences in this field customer management total approaches in this field customs with both lay and specialist audiences in this field customer management customer relationship processes customer relationship management and customer lifecycle management Teaching Method Total 180 hours
ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field Course Contents comprehension of customer management planning and realization of selling processes planning and realization of negotiation processes customer relationship management and customer lifecycle management Teaching Method Lecture and tutorial Total 180 hours
and specialist audiences in this field Course Contents
Course Contents
planning and realization of selling processes planning and realization of negotiation processes customer relationship management and customer lifecycle management Teaching Method Lecture and tutorial Total 180 hours
planning and realization of negotiation processes customer relationship management and customer lifecycle management Teaching Method Lecture and tutorial Total 180 hours
customer relationship management and customer lifecycle management Teaching Method
management Teaching Method Lecture and tutorial Total 180 hours
Teaching Method Lecture and tutorial Total 180 hours
Total 180 hours
Course Attendance Preview and review Lecture 30 60 Tutorial 30 60
Lecture 30 60 ➤ C Tutorial 30 60
Š ĕ Tutorial 30 60
Assessment In-course assessment
Requirements None
Type(s) (duration) Written examination (60-90 minutes) and oral assessment (to be
announced in initial session)
announced in initial session) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 66,66% written assessment and 33,33% oral assessment
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Contribution to final grade 66,66% written assessment and 33,33% oral assessment
Frequency Winter semester
Teaching Language English
Note For further module information and required readings, see StudIP.

02-BWL: BSc -B1-4 S		Sales Strate	egy and Execution	3 rd – 6 th semester 6 CP	
Cours			gy and Execution		
		02-BWL:BSc			
	ty / Department /	02 / Busines	s Administration / BWL I – Ma	arketing and Sales Management	
Chair					
	dinator	Prof. Alexan	der Haas		
	irements	None			
Learn	ing Outcomes			n and interpretation of scientific	
			ts in their societal and ethical		
			to structure further independ		
			to formulate, defend and critical	icize specific positions and	
			aches in this field		
				, issues and solutions with both lay	
	0 1 1		and specialist audiences in this field		
Cours	se Contents		understanding sales process and performance		
		formulating sales strategies			
		implementing sales strategies			
		negotiating and selling			
T I	- : NA - 41I		/sing and controlling the sales process		
reacr	ning Method	Lecture and			
ag	Total		180 hours	Durania and mania and	
중 (S	Course		Attendance	Preview and review	
Workload (hours)	Lecture		30	60	
5 =	Tutoria	Al	30	60	
Asses	ssment	In-course as	sessment		
	Requirements		None		
	Type(s) (duration)		Written assessment and oral assessment (to be announced in		
ţ			initial session)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
SSS					
SS	Contribution to fina	al grade	75-80%% written assessment and 20-25% oral assessment (to		
			be announced in initial session)		
Frequ		Summer ser	nester		
	ning Language	English			
Note		For further n	nodule information and require	ed readings, see StudIP	

02-BV	VL: BSc -B2-1	Managemei	nt Skills and Methods	3 rd – 6 th semester 6 CP	
Cours	se	Managemen	t Skills and Methods		
Code		02-BWL:BS			
	ty / Department /	02 / Busines	s Administration / BWL II – Stra	tegic and International	
Chair		Managemen			
	dinator	Prof. Andrea	as Bausch		
Requ	irements	None			
and the second s			understanding of goals, tasks a neories of management edge of key methods and frame em solving and decision making endent compilation, evaluation a tts from different areas in manag	eworks for systematic analysis, across the management process and interpretation of scientific	
• conc • strate • finan • com			fication, structuring and analysis eptual and creative thinking gic analysis and evaluation cial analysis and evaluation nunication of problem solving em solving as a project	of problems	
Teach	ning Method	Lecture and			
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Worklos (hours)	Lectur	е	30	60	
× ×	Tutoria	al	30	60	
Asses	ssment	End-of-cours	se assessment	1	
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes) and / or project assignment (to be announced in initial session)		
Assessment	Type of reassessr		Equivalent to type of initial assessment		
Contribution to final g			grade 70-100% written assessment and 0-30% project assignment		
Frequ		Winter seme	ester		
	ning Language	German			
Note		For further n	nodule information and required	readings, see StudIP	

02-B\	WL: BSc -B2-2	Strategic ar Managemer	nd International nt	3 rd – 6 th semester	6 CP	
Cours			d International Management			
Code		02-BWL:BS				
1	ty / Department /		s Administration / BWL II – St	rategic and Internat	ional	
Chair		Managemer				
	dinator	Prof. Andrea	as Bausch			
	irements	None				
 Learning Outcomes understanding of basic theories in strategic and international management knowledge of key methods and frameworks for systematic analy and problem solving in strategic decision making knowledge of evidence provided by empirical studies in strategic international management independent compilation, evaluation and interpretation of scienting insights from research in strategy and international business Course Contents introduction to strategic and international management strategy processes and strategic analysis business and corporate strategy 			natic analysis n strategic and of scientific siness			
			national trade and foreign direct investment egy and organisation in international enterprises			
			ationalisation and firm performance			
Teacl	hing Method	Lecture and				
	Total		180 hours			
Workload (hours)	Course		Attendance	Preview and re	eview	
돌	Lectur	e	30	60		
Worklos (hours)	Tutoria		30	60		
	sement	End-of-cours	se assessment			
7336	Assessment End-of-cours Requirements		None			
sment	Type(s) (duration)		Written examination (60-90 minutes) and / or project assignment (to be announced in initial session)			
sessm	Type of reassessr		Equivalent to type of initial assessment			
Contribution to final grade 70-100% written assessment and 0-30% p			t and 0-30% project	t assignment		
Frequ		Winter seme	ester			
	hing Language	English				
Note		For further n	nodule information and require	ed readings, see St	udIP	

02-B\	WL: BSc -B4-1	Fundament	als of Controlling	3 rd – 6 th semester 6 CP	
Course Fundamentals of Controlling 3rd – 6th			Managerial Accounting e concept of managerial accounting of managerial accounting and also		
Course Contents • e in • ro • p		 enabl introd impor role o prese and ir 	ing students to adapt, apply and challenge selected instruments uction to managerial accounting including an overview of tant managerial accounting conceptions f managerial accounting for supporting decisions intation of fundamental managerial accounting tasks, concepts instruments (e.g., transfer pricing, budgeting)		
Teacl	hing Method	Lecture and			
g	Total		180 hours	Durania and mania and	
Workload (hours)	Course		Attendance	Preview and review	
/orl	Lectur		30	60	
5 =	Tutoria	31	30	60	
Asses	ssment	End-of-cours	se assessment		
Requirements Type(s) (duration)			None Written examination (60-90 minutes)		
Assessment	Type of reassessment Contribution to final grade		Equivalent to type of initial assessment 100% examination		
_ `					
Frequ		Winter seme	ester		
	ning Language	German			
Note		For further n	or further module information and required readings, see StudIP.		

02-BWL: BSc -B4-2 Cost Ma			gement	3 rd – 6 th semester 6 CP		
Cours		Cost Manag				
Code		02-BWL:BSc				
Facul Chair	ty / Department /	02 / Busines	Business Administration / BWL IV – Managerial Accounting			
Coord	dinator	Prof. Arnt W	Prof. Arnt Wöhrmann			
Requ	irements	None				
Learr	ing Outcomes	situati • stude				
		 stude 	of cost management students understand cost information and can base business decisions on this understanding			
Course Contents		based funda costin	•	of cost management (e.g. target		
Teacl	ning Method	Lecture and				
	Total		180 hours			
Norkload (hours)	Course		Attendance	Preview and review		
Workloa (hours)	Lectur	<u> </u>	30	60		
≥ €	Tutoria	al	30	60		
Asses	ssment	End-of-cours	se assessment			
	Requirements		None			
ent	Type(s) (duration)		Written examination (60-90 minutes)			
Assessment	Type of reassessment		Equivalent to type of initial assessment			
Contribution to fin		al grade	al grade 100% examination			
Frequ		Summer ser	nester			
	ning Language	German				
Note		For further n	nodule information and required	readings, see StudIP		

02-BWL: BSc -B5-3 Financi			stitutions	3 rd – 6 th semester 6 CP		
			etitutions			
Code		02-BWL:BSc				
Facul Chair	ty / Department /	02 / Business Administration / BWL V - Financial Services				
Coord	dinator	Prof. Andrea	Prof. Andreas Walter			
Requ	irements	None				
Learning Outcomes		 knowledge and systematic understanding of the relevant field of business administration. understanding business lines of argument and their applications independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context ability to formulate, defend and criticize specific positions and approaches in this field 				
Course Contents		 financial intermediaries as provider of financial services financial institutions financing as financial service investment as financial service risk assumption and risk transfer as financial service 				
Teach	ning Method	Lecture and				
	Total		180 hours			
Workload (hours)	Course		Attendance	Preview and review		
Workloa (hours)	Lectur	e	45	90		
× 0	Tutoria	al	15	30		
Asses	ssment	End-of-cours	se assessment			
	Requirements		None			
ent	Type(s) (duration)		Written examination (60-90 minutes)			
Assessment	Type of reassessment		Equivalent to type of initial assessment			
Ass	Contribution to fina	al grade	100% examination			
Frequ		Summer sen	nester			
	ning Language	German				
Note		For further m	nodule information and require	ed readings, see StudIP		

02-BWL: BSc -B5-4 Invest			S	3 rd – 6 th semester 6 CP			
Course Investment							
		02-BWL:BS					
Facu Chair	Ity / Department / -	02 / Busines	02 / Business Administration / BWL V - Financial Services				
Coor	dinator	Prof. Andrea	Prof. Andreas Walter				
Requ	irements	None					
Learning Outcomes • • • • • •		busing indep insigh ability ability	nowledge and systematic understanding of the relevant field of usiness administration. dependent compilation, evaluation and interpretation of scientific sights in their societal and ethical context bility to structure further independent study and learning bility to formulate, defend and criticize specific positions and approaches in this field				
Course Contents		 basics in investments portfolio management asset classes hedging strategies 					
Teac	hing Method		and tutorials				
ъ	Total		180 hours				
Workload (hours)	Course		Attendance	Preview and review			
Worklos (hours)	Lectur	е	30	60			
ځځ	Tutoria	al	30	60			
Asse	ssment	End-of-cours	se assessment				
Requirements		None					
ant	Type(s) (duration)	1	Written examination (60-90 minutes)				
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment				
Contribution to final grade		al grade	100% examination				
	uency	Winter seme	ester				
	hing Language	German					
Note		For further in	nformation and required readi	ngs, see StudIP			

02-B\	NL: BSc -B6-1	Corporate F	inance	3 rd – 6 th semester 6 CP	
		-			
Cours	se	Corporate F	inance		
Code		02-BWL:BS	c-B6-1		
Facu	ty / Department /	02 / Busines	s Administration / BWL VI – Ba	nking and Finance	
Chair					
	dinator	Prof. Christii	na Bannier		
	irements	None			
	se Contents	 classification of entrepreneurial financing decisions in the overall economic development understanding of the development of financial markets as a place where entrepreneurial financing and individual (financial) investmen decisions meet critical appreciation of current research results on the description at explanation of financial phenomena transfer of the acquired knowledge into the entrepreneurial practice 			
Teac	hing Method	Lecture and	rate valuation tutorial		
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Worklos (hours)	Lectur	e	30	60	
≥ €	Tutoria		30	60	
Asse	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)	1	Written examination (60-90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade			100% examination		
	iency	Winter seme	ester		
	hing Language	German			
Note		For further n	nodule information and required	l readings, see StudIP.	
1 of farther mediate information and required readings, see clause.					

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

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

02-BWL: BSc -B7-4 Accounting GAAP		according to German	3 rd – 6 th semester	6 CP			
Course)	Accounting a	Accounting according to HGB				
Code		02-BWL:BSc	c-B7-4				
Faculty Chair	/ / Department /	02 / Busines	s Administration / BWL VII –	Financial Accounting	g		
Coordin	nator	Prof. Corinna	a Ewelt-Knauer				
Requirements None							
	e Contents	 acquiring a comprehensive understanding regarding the accounting principles of German GAAP acquiring knowledge regarding the financial reporting of economic matters via accounting comprehension of specific reporting standards according to German GAAP identifying and critically examining discretion in reporting standards against the backdrop of the general objectives of German GAAP enabling the exchange of ideas with experts and beginners regarding critical aspects of German GAAP developing a profound normative understanding of accounting Course contents include, for example: addressee, aims and contents of financial statements according to HGB rules in accordance to German GAAP and tax law particularly with regards to recognition, measurement and disclosure of selected assets and liabilities examination primarily focused on separate financial statements of companies principles of regular bookkeeping 					
Teachi	ng Method	Lecture and tutorial					
Т	Гotal	•	180 hours				
Workload (hours)	Course		Attendance	Preview	and review		
Worklos (hours)	Lectur	e	30		60		
ا کے کے ا	Tutoria	al	30		60		
Assess	ssessment End-of-cours		se assessment	·			
F	Requirements		None				
T at	Гуре(s) (duration)	1	Written examination (60-90 minutes)				
Assessment	Type of reassessment		Equivalent to type of initial assessment				
Ass	Contribution to final grade		100% examination				
Freque	Frequency Winter sem		ester				
Teachi	Teaching Language Germa						
Note		For further module information and required readings, see StudIP					

		Organizatio Resource M	nal Behavior & Human lanagement	3 rd – 6 th semester	6 CP
			_		
Cours	se	Organization	al Behavior & Human Resou	rce Management	
Code	!	02-BWL:BSc	>-B8-1	<u>-</u>	
Facul Chair	ty / Department /	02 / Busines	s Administration / BWL VIII –	Human Resource N	Management
Coordinator Prof. Frank V			Valter		
Requirements None					
behaviour and h knowledge of im fields of organiz independently as fields of organiz forming, argume specialized posi organizational b Course Contents theory and resea attitudes, motiva human resource employee apprai layoff evidence-based behavior			methods of organizational be	anagement nsights and basic mand human resource preting scientific fine and human resource g and critically appra s to problems from to an resource manage anal behavior, e. g. re aits and teamwork s HR planning, person HR development a	ethods from the emanagement dings from the emanagement aising he fields of ement egarding work onal recruiting, and personnel diorganizational
Teach	hing Method	Lecture and			
	Total	1	180 hours		
Workload (hours)	Course		Attendance	Preview	and review
Worklos (hours)	Lectur	е	30		60
اکج کے ا	Tutoria	al	30		60
Asses	ssment	In-course as	sessment	I .	
	Requirements		None		
int	Type(s) (duration)		Written examination (60-90 minutes) and/or project assignment (to be announced in initial session)		
Assessment	Type of reassessment		Equivalent to type of initial assessment		
Asse	Contribution to final grade		80-100% examination and 0-20% project assignment (to be announced in initial session)		
Frequency Summer ser		,			
	Teaching Language German				
Note			module information and required readings, see StudIP.		

02-BWL: BSc -B8-3 Leaders		Leadership	3 rd -	- 6 th semester 6 CP
		-		
Cours	Course Leadership			
Code		02-BWL:BSc		
Facul	ty / Department /	02 / Busines	s Administration / BWL VIII – Hun	nan Resource Management
Chair				
	dinator	Prof. Frank \	Nalter	
	irements	None		
	 understanding the fundamental theories of leadership knowledge of important empirical insights for leadership independent evaluation and interpretation of scientific insights in field of human resources management forming, argumentatively defending and critically appraising spec positions and solutions to problems of leadership ability to discuss information, ideas, issues and solutions with bot and specialist audiences in this field basics of leadership classical theories of leadership (e.g., leadership rolls and management) 			nts for leadership on of scientific insights in the d critically appraising specialized eadership ues and solutions with both lay adership rolls and managerial
	• mode leade leade		vior, trait approach, leadership sty rn theories of leadership (e.g. cha rship, dyadic leadership theories, rship, leadership ethics) ical evidence from recent leaders	rismatic and transformational destructive leadership, informal
reacr	ning Method	Lecture and		
ad	Total		180 hours	Draviau and raviau
si (Si	Course Lectur		Attendance 30	Preview and review 60
Workload (hours)	Tutoria		30	60
		1		
Asses	Requirements	In-course as	None	
aut	Type(s) (duration)		Written examination (60-90 minutes) and/or project assignment (to be announced in initial sessions	
Assessment	Type of reassessment		Equivalent to type of initial assessment	
			80-100% examination and 0-20% project assignment (to be announced in initial session)	
	Frequency Winter seme		ester	
	Teaching Language English			
Note		For further m	nodule information and required re	eadings, see StudIP

Course IT-Management Code 02-BWL:BSc-B9-2 Faculty / Department / 02 / Business Administration / BWL IX – Business Information Systems Chair Coordinator Prof. Axel Schwickert Requirements IT-Systems (02-Meth:BSc-B9-1) Learning Outcomes • collection, evaluation and interpretation of scientific and practice- oriented findings on the fundamentals of IT strategy, IT organizat system development, system operation and system use in the company	ion,			
Code Faculty / Department / Chair Coordinator Requirements Learning Outcomes • collection, evaluation and interpretation of scientific and practice-oriented findings on the fundamentals of IT strategy, IT organizat system development, system operation and system use in the company	ion,			
Faculty / Department / O2 / Business Administration / BWL IX – Business Information Systems Chair Coordinator Prof. Axel Schwickert Requirements IT-Systems (02-Meth:BSc-B9-1) Learning Outcomes • collection, evaluation and interpretation of scientific and practice- oriented findings on the fundamentals of IT strategy, IT organizat system development, system operation and system use in the company	ion,			
Chair Coordinator Prof. Axel Schwickert Requirements IT-Systems (02-Meth:BSc-B9-1) Learning Outcomes • collection, evaluation and interpretation of scientific and practice-oriented findings on the fundamentals of IT strategy, IT organizat system development, system operation and system use in the company	ion,			
Requirements Learning Outcomes • collection, evaluation and interpretation of scientific and practice- oriented findings on the fundamentals of IT strategy, IT organizat system development, system operation and system use in the company	ion,			
Learning Outcomes • collection, evaluation and interpretation of scientific and practice- oriented findings on the fundamentals of IT strategy, IT organizat system development, system operation and system use in the company	ion,			
oriented findings on the fundamentals of IT strategy, IT organizat system development, system operation and system use in the company	ion,			
 putting the knowledge into practice especially on system developed system operation and use of ERP-, CRM-, BI-, SCM-, Office-, E-Business-, development systems. Course Contents basics of IT strategies, IT organization, IT business, system development, system operation and system use in the company basics of ERP-, CRM-, BI-, SCM-, Office-, E-Business-, development systems 	atted findings on the fundamentals of IT strategy, IT organization, and development, system operation and system use in the bany age the knowledge into practice especially on system development, are operation and use of ERP-, CRM-, BI-, SCM-, Office-, Eness-, development systems. It is of IT strategies, IT organization, IT business, system operation and system use in the company of ERP-, CRM-, BI-, SCM-, Office-, E-Business-, development			
Teaching Method Lecture and tutorial				
Total 190 hours				
Lecture 30 60				
Course Attendance Preview and review				
Assessment End-of-course assessment				
Requirements IT Systems (02-Meth:BSc-B9-1)				
Type(s) (duration) Written examination (60-90 minutes)				
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination				
Contribution to final grade 100% examination	100% examination			
Frequency Summer semester				
Teaching Language German	man			
Note For further module information and required readings, see StudIP	For further module information and required readings, see StudIP			

02-B\	WL: BSc -B10-1	Entreprene	urship	3 rd – 6 th semester 6 CP	
Cour		Entrepreneu			
Code		02-BWL:BS			
Facu	Ity / Department /	02 / Busines	s Administration / BWL X – In	novations and Start-up	
Chair	•	Managemen	t		
Coor	dinator	Prof. Monika	Schuhmacher		
Requ	irements	None			
theories and concepts of entrepreneurship along the start-up li and regarding motivations for starting and realizing a business autonomous creation of continuous learning processes ability to formulate, defend and criticize field-specific positions approaches ability to discuss information, ideas, issues and solutions with land specialist audiences in this field understanding of research insights in individual module contents Course Contents basics and processes for starting a business selected challenges such as idea generation and development formation, start-up financing as well as the creation of unique enterprise features			ng and realizing a business learning processes bize field-specific positions and issues and solutions with both land individual module contents business eneration and development, tear	ay	
Teaching Method Lecture and				odelo dila basilieso piaris	
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
돌	Lectur	e	30	60	
Worklos (hours)	Tutoria		30	60	
Δςςρ	⊥ ssment	End-of-cours	se assessment		
71330	Requirements	Life of court	Idea paper		
lut	Type(s) (duration)		Written examination (60-90 minutes) and/or written/oral assessment (to be announced in initial session)		
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment		
Contribution to final grade		80-100% examination and 0-20% written/oral assessment (to be announced in initial session)		be	
Frequency Winter seme		ester			
Teaching Language German					
Note For further module information and required readings, see StudIP			d readings, see StudIP		

02-BWL: BSc -B10-2			and Innovation	3 rd – 6 th semester	6 CP	
		Managemei	<u>nt</u>			
0		Tabbalani	and Instruction Management			
Cours			and Innovation Management			
Code		02-BWL:BS				
	ty / Department /		s Administration / BWL X – Inn	iovation and Start-L	ıb ar	
Chair		Managemer				
	dinator		Schuhmacher			
	irements	None	as and someonts of technology	and innevation may		
Lean	ing Outcomes		es and concepts of technology omous creation of continuous le		nagement	
			to formulate, defend and critici		sitions and	
		,	aches	ze neiu-specinc pos	silions and	
			standing of research insights in	individual module	contents	
Cours	se Contents					
Cours	se Contents		 principles of technology management and innovation management theoretical pluralism, e.g. network theory 			
		technology strategies				
		innovation processes				
		innovation strategies				
Teaching Method Lecture and						
	T + 1		180 hours			
) oac	Course		Attendance	Preview a	nd review	
돌	Lectur	e	30	6		
Workload (hours)	Tutoria		30	6	0	
Asses	ssment	End-of-cours	se assessment			
	Requirements	I	None			
	•					
	Type(s) (duration)		Written examination (60-90 minutes) and/or written/oral			
Ħ	,		assessment (to be announced in initial session)			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment			
Asse	Contribution to final grade		80-100% examination and 0-20% written/oral assessment (to be announced in initial session)			
Frequ	Frequency Summer ser		,			
	ning Language	English				
Note	J J J		module information and required readings, see StudIP			

Course Contents E-Commerce O2-BWL:BSc-B12-1 Faculty / Department / Operations Management Coordinator Prof. Jella Pfeiffer Requirements None - evaluation and design of business models in e-commerce - basic technical understanding of internet technologies and standards as well as computer security and privacy protection - critical reflection on ethical, social and political aspects of e-commerce - interaction with professionals and laypersons on information, ideas, problem areas, and solutions in the field being studied - expression and comprehension in the English language Course Contents Course Contents - internet technologies and standards - security and privacy - business models - e-marketing - social networks - B2B e-commerce - ethical, social and political aspects of e-commerce -	02-BWL: BSc -B12-1 E-Commerc			e	3 rd – 6 th semester 6 CP		
Code					·		
Paculty / Department / Operations Management	Cours	se					
Chair Operations Management Coordinator Prof. Jella Pfeiffer Requirements Learning Outcomes - evaluation and design of business models in e-commerce - basic technical understanding of internet technologies and standards as well as computer security and privacy protection - critical reflection on ethical, social and political aspects of e-commerce - interaction with professionals and laypersons on information, ideas, problem areas, and solutions in the field being studied - expression and comprehension in the English language Course Contents - internet technologies and standards - expression and comprehension in the English language - e-marketing - social networks - BZB e-commerce - ethical, social and political aspects of e-commerce - e							
Coordinator Prof. Jella Pfeiffer None			02 / Busines	02 / Business Administration / BWL XII – Digitalisation, E-Business and			
Requirements Learning Outcomes - evaluation and design of business models in e-commerce - basic technical understanding of internet technologies and standards as well as computer security and privacy protection - critical reflection on ethical, social and political aspects of e-commerce - interaction with professionals and laypersons on information, ideas, problem areas, and solutions in the field being studied - expression and comprehension in the English language Course Contents - internet technologies and standards - security and privacy - business models - e-marketing - social networks - B2B e-commerce - ethical, social and political aspects of e-commerce - ethical, social and political aspects of e-commerce Teaching Method - Lecture and tutorial - Total - Total - Total - Course - Attendance - Preview and review - Lecture - 30 - 60 - Attendance - Preview and review - Lecture - 30 - 60 - Attendance - Preview and review - Lecture - 30 - 60 - Attendance - Preview and review - Lecture - 30 - 60 Assessment - In-course assessment - Requirements - None - Type(s) (duration) - Written examination (60-90 minutes) and exercises - Type of reassessment - Equivalent to type of initial assessment - Contribution to final grade - 80% examination and 20% exercises - Frequency - Summer semester - Equivalent to type of initial assessment - Equivalent to type of initial assessment							
Course Contents Page Pag	Coord	dinator	Prof. Jella P	feiffer			
basic technical understanding of internet technologies and standards as well as computer security and privacy protection critical reflection on ethical, social and political aspects of e-commerce interaction with professionals and laypersons on information, ideas, problem areas, and solutions in the field being studied expression and comprehension in the English language Course Contents internet technologies and standards security and privacy business models e-marketing social networks B2B e-commerce ethical, social and political aspects of e-commerce Teaching Method Lecture and tutorial Total Course Attendance Preview and review Lecture 30 60 Assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) and exercises Frequency Summer semester Frequency Summer semester English							
Course Security and privacy business models e-marketing e-market	Learn	ning Outcomes	 basic technical understanding of internet technologies and standards as well as computer security and privacy protection critical reflection on ethical, social and political aspects of e-commerce interaction with professionals and laypersons on information, ideas, problem areas, and solutions in the field being studied 				
Teaching Method Lecture and tutorial Total 180 hours	Cours	Course Contents interr secur busin e-ma socia B2B		ity and privacy ess models keting networks e-commerce			
Total 180 hours Course Attendance Preview and review Lecture 30 60 Tutorial 30 60 Assessment In-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) and exercises Type of reassessment Equivalent to type of initial assessment Contribution to final grade 80% examination and 20% exercises Frequency Summer semester Teaching Language English	Teach	hing Method					
Assessment In-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) and exercises Type of reassessment Equivalent to type of initial assessment Contribution to final grade 80% examination and 20% exercises Frequency Summer semester Teaching Language English			1	180 hours			
Assessment In-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) and exercises Type of reassessment Equivalent to type of initial assessment Contribution to final grade 80% examination and 20% exercises Frequency Summer semester Teaching Language English	oac s)	Course		Attendance	Preview and review		
Assessment In-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) and exercises Type of reassessment Equivalent to type of initial assessment Contribution to final grade 80% examination and 20% exercises Frequency Summer semester Teaching Language English		Lectur	е	30	60		
Requirements None Type(s) (duration) Written examination (60-90 minutes) and exercises Type of reassessment Equivalent to type of initial assessment Contribution to final grade 80% examination and 20% exercises Frequency Summer semester Teaching Language English	× ×	Tutoria	al	30	60		
Requirements Type(s) (duration) Written examination (60-90 minutes) and exercises Type of reassessment Equivalent to type of initial assessment Contribution to final grade 80% examination and 20% exercises Frequency Summer semester Teaching Language English	Asses	ssment	In-course as	sessment	-1		
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 80% examination and 20% exercises Frequency Summer semester Teaching Language English		Requirements					
Frequency Summer semester Teaching Language English	ent	Type(s) (duration)		Written examination (60-90 minutes) and exercises			
Frequency Summer semester Teaching Language English	essm	Type of reassessment		Equivalent to type of initial assessment			
Teaching Language English	Ass	Contribution to final grade		80% examination and 20% exercises			
		Frequency Summer ser		nester			
Note For further module information and required readings, see StudIP		Teaching Language English					
j ,	Note		For further n	nodule information and required	readings, see StudIP		

Course Operations Management Code 02-BWL:BSc-B12-2 Faculty / Department / Operations Management Coordinator Prof. Jella Pfeiffer Requirements None Learning Outcomes • basic competence in operations management and operations research • modeling and solving simple linear and integer optimization problems • logical and mathematical reasoning • critical reflection on alternatives in process design and production planning • competence in the area of decision analysis • exchanging information, ideas, problem areas, and solutions of the covered field with both lay and specialist audiences Course Contents • basics of operations management and operations research • location planning • process design operations management and operations research • location planning • process design operations and process planning • industry 4.0 • linear and integer optimization Teaching Method Lecture and tutorial Total 180 hours Course Attendance Preview and review Attendance Proview and review Attendance Proview and review Attendance Proview and review Experiments None Type(s) (duration) Written examination (60-90 minutes) and exercises Type of reassessment Equivalent to type of initial assessment Frequency Winter semester	02-BWL: BSc -B12-2 Operation			Management	3 rd – 6 th semester 6 CP	
Code				_		
Faculty / Department / Operations Management	Cours	se	Operations I	Management		
Chair				02-BWL:BSc-B12-2		
Coordinator Prof. Jella Pfeiffer			02 / Busines	s Administration / BWL XII – D	igitalisation, E-Business and	
Requirements None						
Learning Outcomes			_	feiffer		
modeling and solving simple linear and integer optimization problems logical and mathematical reasoning critical reflection on alternatives in process design and production planning competence in the area of decision analysis exchanging information, ideas, problem areas, and solutions of the covered field with both lay and specialist audiences Course Contents						
location planning process design production and process planning industry 4.0 linear and integer optimization Teaching Method Lecture and tutorial Total Course Attendance Preview and review Lecture 30 60 Tutorial None Type(s) (duration) Written examination (60-90 minutes) and exercises Type of reassessment Equivalent to type of initial assessment Contribution to final grade 80% examination and 20% exercises Frequency Winter semester	 modeling and solving simple linear and integer optimization problem logical and mathematical reasoning critical reflection on alternatives in process design and production planning competence in the area of decision analysis exchanging information, ideas, problem areas, and solutions of the 			rocess design and production analysis lem areas, and solutions of the		
Teaching Method Lecture and tutorial Total 180 hours Course Attendance Preview and review Lecture 30 60 Assessment In-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) and exercises Type of reassessment Equivalent to type of initial assessment Contribution to final grade 80% examination and 20% exercises Frequency Winter semester Winter semester Winter semester None No	Cours	se Contents	 location planning process design production and process planning industry 4.0 			
Total 180 hours Course Attendance Preview and review	Teach	hing Method				
Assessment In-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) and exercises Type of reassessment Equivalent to type of initial assessment Contribution to final grade 80% examination and 20% exercises Frequency Winter semester			1			
Assessment In-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) and exercises Type of reassessment Equivalent to type of initial assessment Contribution to final grade 80% examination and 20% exercises Frequency Winter semester	loa(s)	Course		Attendance	Preview and review	
Assessment In-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) and exercises Type of reassessment Equivalent to type of initial assessment Contribution to final grade 80% examination and 20% exercises Frequency Winter semester	ork	Lectur	е		60	
Requirements Type(s) (duration) Written examination (60-90 minutes) and exercises Type of reassessment Equivalent to type of initial assessment Contribution to final grade 80% examination and 20% exercises Frequency Winter semester	ا کے ج	Tutoria	al	30	60	
Type(s) (duration) Written examination (60-90 minutes) and exercises Type of reassessment Equivalent to type of initial assessment Contribution to final grade 80% examination and 20% exercises Frequency Winter semester	Asses	ssment	In-course as	sessment		
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 80% examination and 20% exercises Frequency Winter semester		Requirements		None		
Frequency Winter semester	ent	Type(s) (duration)		Written examination (60-90 minutes) and exercises		
Frequency Winter semester	essm	Type of reassessment		Equivalent to type of initial assessment		
					xercises	
		Frequency Winter seme		ester		
		Teaching Language German				
Note For further module information and required readings, see StudIP	Note		For further n	nodule information and required	d readings, see StudIP	

02-VWL: BSc -V1-1		Competition Policy and Strategy 3 rd – 6 th semester 6 CP				
Cours			Policy and Strategy			
Code		02-VWL:BS				
	ty / Department /	02 / Econom	nics / VWL I – Industrial Econ	omics, Competition	Policy and	
Chair		Regulation				
	dinator	Prof. Georg	Götz			
	irements	None				
Learr	ing Outcomes		ntroduces the basics of indus			
			teract in oligopoly markets, w			
			rms with market power and w		o collude are.	
			ntroduces the basics of antitr	ust thinking.		
Cours	se Contents		s microeconomic tools			
			et structure and market power	•		
			poly power and practice			
			etition in oligopoly markets			
		anticompetitive strategies Additional investment firms with resolute account.				
		 public policy toward firms with market power cartels and collusions 				
Toool	aina Mathad		arning with lecture, tutorial and online assignments			
Teaci	Teaching Method Blended		180 hours			
ad	Course		Attendance Preview and review		and review	
S S	Lectur	•	30		60	
Workload (hours)	Tutoria		30		60	
					00	
Asses	ssment	In-course as				
	Requirements		None			
ŧ	Type(s) (duration)	1	Written examination (90 minutes), assignments and active participation			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment			
Asse	Contribution to final grade		85% examination, 15% online assignments and active participation			
Frequ	Frequency Summer se		mester			
Teaching Language Ger		German	German German			
Note		For further module information and required readings, see StudIP				

02-VWL: BSc -V2-1		Public Finance 3 rd – 6 th semester 6 CP		3 rd – 6 th semester 6 CP	
0		Duklis Finan			
Cour		Public Finan			
Code		02-VWL:BSc			
Facu Chair	Ity / Department /	02 / Econom	ics / VWL II – Public Finance		
Coor	dinator	Prof. Wolfga	ng Scherf		
Requ	irements	None			
insig abilit appr appr		insigh ability ability appro ability	ts in their societal and ethical context to structure further independent study and learning to formulate, defend and criticize specific positions and aches in this field to discuss information, ideas, issues and solutions with both lay pecialist audiences in this field		
Course Contents		 general basics and public budget governmental efficiency and fiscal decisions principles, effects and arrangement of taxation theory and politics of public debts federalism and fiscal equalization in Germany 			
Teaching Method Lecture					
Total			180 hours		
loar s)	Course		Attendance	Preview and review	
Workload (hours)	Lectur	e	60	120	
Asse	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassessment		Equivalent to type of initial assessment		
Contribution to final grade		100% examination			
Frequency Winter sem		Winter seme	ester		
Teaching Language Ger		German			
Note		For further module information and required readings, see StudIP.			

Course	02-VWL: BSc -V3-1		Internationa	al Economics	3 rd – 6 th semester 6 CP	
Code			Ι			
Faculty / Department / Chair Coordinator						
Chair						
Prof. Jürgen Meck			02 / Econom	iics / VWL III – International E	conomics	
Requirements Learning Outcomes • basic knowledge of international trade theory and trade policies including their methodological, decision theoretic and mathematical foundations and its historical development • ability to interpret and critically discuss simple models from this field • computational skills necessary for handling such models Course Contents • explanation of trade structures • effects of globalization on efficiency and distribution • instruments and impact of trade policy • trade policy in developing countries Teaching Method Lecture and tutorial Course Attendance Preview and review Lecture 30 60 Tutorial 30 60 Assesment Requirements None Type(s) (duration) Type(s) (duration) Written examination (60-90 minutes) Frequency Winter semester Teaching Language German						
Learning Outcomes basic knowledge of international trade theory and trade policies including their methodological, decision theoretic and mathematical foundations and its historical development ability to interpret and critically discuss simple models from this field computational skills necessary for handling such models computational skills necessary				Meckl		
including their methodological, decision theoretic and mathematical foundations and its historical development						
Course Contents • explanation of trade structures • effects of globalization on efficiency and distribution • instruments and impact of trade policy • trade policy in developing countries Teaching Method Total	• 4		include found found found for ability	ding their methodological, decision theoretic and mathematical dations and its historical development y to interpret and critically discuss simple models from this field		
• instruments and impact of trade policy • trade policy in developing countries Teaching Method Total 180 hours	Cours	se Contents				
Teaching Method Lecture and tutorial Total 180 hours Course Attendance Preview and review Lecture 30 60 Tutorial 30 60 Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Frequency Winter semester Teaching Language German			· ·			
Teaching Method Lecture and tutorial Total 180 hours Course Attendance Preview and review Lecture 30 60 Tutorial 30 60 Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Winter semester Teaching Language German			instruments and impact of trade policy			
Total 180 hours Course			 trade 	policy in developing countries		
Course Attendance Preview and review	Teacl	Teaching Method Lecture an		tutorial		
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Winter semester Teaching Language German	٥	Total		180 hours		
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Winter semester Teaching Language German	loa s)	Course		Attendance Preview and revi		
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Winter semester Teaching Language German	불			30 60		
Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Winter semester Teaching Language German	ڪ ≷	Tutoria	al	30	60	
Type(s) (duration) Type of reassessment Equivalent to type of initial assessment Contribution to final grade Today T	Asses	ssment	End-of-cours	urse assessment		
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Winter semester Teaching Language German		Requirements		None		
Frequency Winter semester Teaching Language German	ent	Type(s) (duration)		Written examination (60-90 minutes)		
Frequency Winter semester Teaching Language German	essme	Type of reassessment		Equivalent to type of initial assessment		
Teaching Language German	Ass	Contribution to fin	al grade	100% examination		
0 0 0	Frequ	Frequency Winter se		ester		
Note For further module information and required readings, see StudIP.	Teacl	ning Language	German			
	Note		For further module information and required readings, see StudIP.			

Transition and Integration Economics	02-V\	WL: BSc -V4-1	Transition a	and Integration Economics	3 rd – 6 th semester 6 CP
Prof. Matthias Göcke None Understanding and own application of economic-theoretical explanatory models related to economic transformation and integration processes independent critical reflection of specific economic systems as well as real integration processes and corresponding institutions (such as WTO, EU) formulation and argumentative defense of the advantages and disadvantages of individual economic systems or of different forms of integration ability to exchange ideas about problem areas and solutions with reference to the subject dealt with as well as to independently design further learning processes determinants of economic development characteristics and functioning of the market economy and centrally planned economy problems of centrally planned economics elements of a transformation of economic systems integration of economic areas, and integration institutions (WTO, EU) individual and macroeconomic effects of the integration of economic areas Preview and review Lecture 30 60 60 100 1	Code Facul	ty / Department /	02-VWL:BS	c-V4-1	Integration Economics
Requirements			Prof Matthia	es Göcke	
understanding and own application of economic-theoretical explanatory models related to economic transformation and integration processes independent critical reflection of specific economic systems as well as real integration processes and corresponding institutions (such as WTO, EU) formulation and argumentative defense of the advantages and disadvantages of individual economic systems or of different forms of integration ability to exchange ideas about problem areas and solutions with reference to the subject dealt with as well as to independently design further learning processes Course Contents Course Contents determinants of economic development characteristics and functioning of the market economy and centrally planned economy problems of centrally planned economics systems integration of economic areas, and integration institutions (WTO, EU) individual and macroeconomic effects of the integration of economic areas Teaching Method Lecture and tutorial Course Attendance Preview and review Lecture 30 60 Total 180 hours Course Attendance Preview and review Requirements None Requirements None Type(s) (duration) Written examination (60-90 minutes) Written examination (60-90 minutes) Frequency Summer semester End-of-course assessment End-of-course assessment Equivalent to type of initial assessment Frequency Summer semester English				is Gocke	
explanatory models related to economic transformation and integration processes independent critical reflection of specific economic systems as well as real integration processes and corresponding institutions (such as WTO, EU) formulation and argumentative defense of the advantages and disadvantages of individual economic systems or of different forms of integration ability to exchange ideas about problem areas and solutions with reference to the subject dealt with as well as to independently design further learning processes Course Contents - determinants of economic development - characteristics and functioning of the market economy and centrally planned economy - problems of centrally planned economics - elements of a transformation of economic systems - integration of economic areas, and integration institutions (WTO, EU) - individual and macroeconomic effects of the integration of economic areas - individual and macroeconomic effects of the integration of economic areas - Total Total - T				standing and own application	of economic-theoretical
Total 180 hours Course Attendance Preview and review Lecture 30 60 Tutorial 30 60 Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language English	explanatory models related to economic transfor processes independent critical reflection of specific economic real integration processes and corresponding instead WTO, EU) formulation and argumentative defense of the addisadvantages of individual economic systems of integration ability to exchange ideas about problem areas a reference to the subject dealt with as well as to infurther learning processes Course Contents determinants of economic development characteristics and functioning of the market economy problems of centrally planned economics elements of a transformation of economic system integration of economic areas, and integration in individual and macroeconomic effects of the integrates			cific economic systems as well as sponding institutions (such as use of the advantages and ic systems or of different forms of elem areas and solutions with swell as to independently design tent elemarket economy and centrally emies momic systems integration institutions (WTO, EU)	
Course Attendance Preview and review Lecture 30 60 Tutorial 30 60 Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language English	Teacl				
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language English	<u> </u>				
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language English	ଚୁଁ (ହ				
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language English	/or				
Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language English			31 	30	60
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language English	Asses		End-of-cours		
Frequency Summer semester Teaching Language English	ut	Type(s) (duration)		Written examination (60-90 minutes)	
Frequency Summer semester Teaching Language English	essm	Type of reassessr	ment	Equivalent to type of initial assessment	
Teaching Language English				100% examination	
				nester	
Note For further module information and required readings, see StudIP					
1. c. isiano mountano manaro ana rodano a rodango, coc etadi	Note		For further n	nodule information and require	d readings, see StudIP

02-V\	02-VWL: BSc -V5-1 Monetary		olicy	3 rd – 6 th semester	6 CP
				•	•
Cours	se	Monetary Po	olicy		
Code		02-VWL:BS	c-V5-1		
Facul	ty / Department /	02 / Econom	nics / VWL V - Monetary Ecor	nomics	
Chair					
Coord	dinator	Prof. Peter 7	<u> Fillmann</u>		
	irements	None			
	se Contents	 Theoretical knowledge of and applied skills in monetary policy resulting in improved methodological and object competence (to be specified in initial course session): independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context ability to structure further independent study and learning ability to formulate, defend and criticize specific positions and approaches in this field ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field theories of money demand and money supply relation between money and inflation transmission mechanisms of monetary policy theory of the term structure of interest rates problem of time inconsistency of monetary policy optimal monetary policy unconventional monetary policy at the zero-lower bound 			
Teacl	hing Method	Lecture and	tutorial		
р	Total		180 hours		
Workload (hours)	Course		Attendance	Preview	and review
불	Lectur		30		60
≥ ∈	Tutoria	al	30		60
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)) Written examination (60-90 minutes)			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
	Contribution to final grade		100% examination		
Frequ		Winter seme	ester		
Teacl	hing Language	German			
Note		For further n	nodule information and requi	ed readings, see St	:udIP
i or tartier meaning manage, eee etaan ge,					

02-V	NL: BSc -V6-1	Strategic Bo	ehaviour and Institutions	3 rd – 6 th semester 6 CP	
		1			
Cour			havior and Institutions		
Code		02-VWL:BSc	-		
	lty / Department /	02 / Econom	nics / VWL VI – Behavioural a	nd Institutional Economics	
Chair					
	dinator	Prof. Max Al	bert		
	irements	None			
its		its mand i and i • ability	knowledge of game theory and institutional economics including ethodological, decision-theoretic and mathematical foundations ts historical development to interpret and critically discuss simple models from this area utational skills necessary for handling such models		
Course Contents • •		basicsfundaapplic	basics in institutional economics fundamental game theory applications (e.g. theory of contracts, asymmetrical information, theory of internal legal structure of the company)		
Teaching Method Lectur		Lecture and			
٦	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Workloa (hours)	Lectur		30	60	
≥ €	Tutoria	al	30	60	
Asse	ssment	End-of-cours	-of-course assessment		
	Requirements		None		
Type(s) (duration)			Written examination (60-90 minutes)		
Type of reassessmen Contribution to final gi		nent	Equivalent to type of initial assessment		
Ass	Contribution to final grade		100% examination		
Frequ	iency	Winter seme	ester		
	hing Language	German			
Note		For further n	nodule information and require	ed readings, see StudIP	

02-VWL: BSc -V8-1 Health Eco		nomics	3 rd – 6 th semester	6 CP		
Cours		Health Feen	omioo			
Cours		Health Econ				
Code		02-VWL:BS		W E :		
, J. 1		02 / General	Economics / VWL VIII – Hea	ith Economics		
Chair		D (O) : (:				
	dinator ·	Prof. Christia	an Gissei			
	irements	None				
Learn	ing Outcomes		ledge and systematic underst ods and models	anding of basic hea	Ith economic	
Course Contents		struct	ure of public health			
		 alloca 	ition and distribution of public	health		
		health insurance systems				
		 pharmaceutical economy, methods of cost – benefit assessment 				
		innovation in public health, digitalization, mobile health				
	•		• public health			
Teach	Teaching Method Lecture		tutorial			
ъ	Total		180 hours			
Workload (hours)	Course		Attendance	Preview a	and review	
Workloa (hours)	Lectur	е	30 60		60	
N	Tutoria	al	30	(60	
Asses	ssment	End-of-cours	se assessment			
	Requirements		None			
Type(s) (duration)			Written examination (90 minutes)			
Type of reassessr Contribution to fine		nent Equivalent to type of initia		al assessment		
Contribution to final grade		100% examination				
Frequ	iency	Irregular				
	ning Language	German				
Note		For further n	nodule information and require	ed readings, see Stu	udIP	

02-VWL: BSc -St-2			conomic Research and cs	3 rd – 6 th semester	6 CP
			conomic Research and Econometrics		
Code		02-VWL:BSc			
Facul Chair	ty / Department /	02 / Econom	nics / VWL VII - Statistics and E	conometrics	
Coord	dinator	Prof. Peter V	Vinker		
Requ	irements	None			
resea ability critical econd ability			esment and selection of appropriate methods in applied economic arch of to independently structure further learning all analysis of the use of empirical methods in scientific and applied omic research of to discuss information, methods, issues and solutions with both and specialist audiences in the field of empirical economic research		
• line		linearqualitadynar	a base and data processing ar regression models and residual analysis itative variables amic models, simulation and prediction		
Teac	hing Method	Lecture and			
Ф	Total		180 hours		
Workload (hours)	Course		Attendance	Preview a	nd review
Workloa (hours)	Lectur	е	30	6	0
اک ق	Tutoria	al	30	6	0
Asse	ssment	End-of-cours	se assessment		
	Requirements	1	None		
ent	Type(s) (duration)) Written examination (90 minutes)			
Type of reasses Contribution to f		nent	Equivalent to type of initial assessment		
Ass	Contribution to final grade		100% examination		
Frequ	iency	Summer ser	mester		
	hing Language	German			
Note		For further m	nodule information and required	l readings, see Stu	dIP.

02-VWL: BSc -St-3 Program		Programmi	ng in Matlab	3 rd – 6 th semester 6 CP	
Cours		Drogrammin	a in Matlah		
Cours		Programmin			
	Code 02-VWL:BS				
Chair	ty / Department /	02 / Econom	nics / VWL VII - Statistics and	Econometrics	
Coord	dinator	Prof. Peter V	Vinker		
Requ	irements	None			
Learn	ing Outcomes	 learni 	ng the basics of programming	g in Matlab	
		 creati 		to pseudo or programming code Matlab programs for solving tasks,	
Cours	se Contents	 basic 	principles in programming wi	th Matlab	
		data types and operators			
			 programs and procedures 		
		• graphics			
			al applications		
Teach	Teaching Method Lecture with				
	Total		180 hours		
ᄝ	Course		Attendance	Preview and review	
Workload (hours)	Lecture with ir exercis		60	90	
ا کے کے ا	Independen	t study	30		
Asses	ssment	In-course as	sessment		
	Requirements	,	None		
ent	Type(s) (duration)	ľ	Written examination (60-90	minutes) and written assignment	
Assessment	Type of reassessment		Equivalent to type of initial assessment		
Contribution to final grade		70% examination, 30% written assignment			
Frequ	iency	Winter seme	ester		
Capa		20			
	ning Language	German			
Note		For further n	For further module information and required readings, see StudIP.		

Course Economic Experiments and Labour Markets Code 02-VWL:BSc-V3/V6-1 Faculty / Department / 02 / Economics / VWL III – International Economics, VWL VI – Behavioural and Institutional Economics				
Coordinators	nd area			
 history and basics of experimental economics fundamental game theory markets and labor markets: theory and experiment real wage rigidities and structural unemployment: minimum valued collective wage agreements and efficiency-wage theory matching problems and frictional unemployment 	ndamental game theory arkets and labor markets: theory and experiment al wage rigidities and structural unemployment: minimum wages, llective wage agreements and efficiency-wage theory atching problems and frictional unemployment			
Teaching Method Lecture and tutorial				
Total 180 hours				
Course Attendance Preview and reverse 60 120	<u>/iew</u>			
Assessment End-of-course assessment				
Requirements None Type(s) (duration) Written examination (60-90 minutes)				
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination				
Continuation to final grade 100 /0 examination				
Frequency Irregular				
Teaching Language German				
Note For further module information and required readings, see StudIP.				

Course				
Faculty / Department / Chair Coordinator Requirements Learning Outcomes • competence for choosing appropriate statistical methods for applications in economics and business administration • ability to apply methods of statistical inference and to the critic interpretation of results • skills in the analysis of multivariate data including the critical interpretation of results				
Chair Coordinator Prof. Peter Winker Requirements None Learning Outcomes • competence for choosing appropriate statistical methods for applications in economics and business administration • ability to apply methods of statistical inference and to the critic interpretation of results • skills in the analysis of multivariate data including the critical interpretation of results				
Requirements				
 competence for choosing appropriate statistical methods for applications in economics and business administration ability to apply methods of statistical inference and to the critic interpretation of results skills in the analysis of multivariate data including the critical interpretation of results 				
 applications in economics and business administration ability to apply methods of statistical inference and to the critical interpretation of results skills in the analysis of multivariate data including the critical interpretation of results 				
On the state of th	cations in economics and business administration to apply methods of statistical inference and to the critical pretation of results in the analysis of multivariate data including the critical			
inference of multivariable data	tical estimation and testing of parameters			
Teaching Method Lecture and tutorial	d tutorial			
Total 180 hours				
Course Attendance Preview and rev	iew			
S (x)CourseAttendancePreview and revLecture3060Tutorial3060				
Š Č Tutorial 30 60				
Assessment End-of-course assessment				
Requirements None				
Type(s) (duration) Written examination (90 minutes)				
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination				
Contribution to final grade 100% examination	100% examination			
Frequency Winter semester				
Teaching Language German				
Note For further module information and required readings, see StudIP.	module information and required readings, see StudIP.			

02-M	eth: BSc -St-2	Further Mat	hematics for Economics	3 rd – 6 th semester 6 CP	
Cours			nematics for Economics		
Code		02-Meth:BS			
1	ty / Department /	02 / Econom	ics / VWL VII - Statistics and	Econometrics	
Chair					
_	dinator	Prof. Peter V	Vinker		
	irements	None			
Learr	ing Outcomes	mathe • applic	to model real problems from ematical way ation of appropriate methods ization of static and dynamic s	to given mathematical problems	
Course Contents		nced methods of analysis for f	unctions with one and multiple		
Teacl	Teaching Method Lecture		tutorial		
ъ	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Workloa (hours)	Lectur	е	30	60	
ا کے کے	Tutoria	al	30	60	
Asses	ssment	End-of-cours	rse assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (90 minutes)		
Type of reassessment Contribution to final gra		nent	Equivalent to type of initial assessment		
Ass	Contribution to final grade		100% examination		
Frequ	iency	Summer ser	mester		
Teacl	ning Language	German			
Note		For further n	nodule information and require	ed readings, see StudIP.	

02-Meth: BSc -B9-1		IT-Systems		3 rd – 6 th semester	6 CP
	Course IT-System				
Code		02-Meth:BS			
1	ty / Department /	02 / Busines	s Administration / BWL IX – E	Business Information	n Systems
Chair					
	dinator	Prof. Axel So	chwickert		
	irements	None			
Learning Outcomes •		orien netw	ection, evaluation and interpretation of scientific and practicented findings on the fundamentals of hardware, software, data, vorks, system development, system operation, system use, ERP-, M-, BI-, SCM-, Office,- e-business-, development systems		
de • Ba		develo	s of hardware, software, data, networks and system opment, system operation and system use s of ERP-, CRM-, BI-, SCM-, Office-, e-business-, development ms		
Teac	Teaching Method Lecture and				
ਰੂ	Total		180 hours		
Workload (hours)	Course		Attendance		and review
Workloa (hours)	Lectur		30		60
≥ €	Tutoria	al	30		60
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ant	Type(s) (duration)		Written examination (60-90 minutes)		
Type of reassessme Contribution to final of		ment	Equivalent to type of initial assessment		
Ass	Contribution to final grade		100% examination		
Frequ	iency	Winter seme	ester		
Teac	ning Language	German			
Note		For further n	nodule information and requir	ed readings, see Stu	udIP.

Course	02-Meth: BSc -B11-1 Data		Data Science	ce for Management 3	grd – 6 th semester 6 CP	
Code	Cause		Data Caiana	a far Managamant		
Faculty / Department / Chair						
Chair					1.0:	
Coordinator Prof. Dr. Nicolas Pröllochs			02 / Busines	s Administration / BVVL XI – Da	ita Science and Digitalisation	
Requirements Learning Outcomes • theoretical knowledge of fundamental principles of data science • understanding of the core concepts of data science methods to extract patterns and knowledge from structured and unstructured data • ability to formulate, defend and criticize specific positions and approaches in the field of data science Course Contents • data preparation, data modeling, data visualization • extraction of insights from data and fundamentals of machine learning • application of data science methods in business contexts Teaching Method Lecture and tutorial Total Course Attendance Preview and review Lecture 30 60 Tutorial 30 60 Assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German			D (D)			
Learning Outcomes • theoretical knowledge of fundamental principles of data science • understanding of the core concepts of data science methods to extract patterns and knowledge from structured and unstructured data • ability to formulate, defend and criticize specific positions and approaches in the field of data science Course Contents • data preparation, data modeling, data visualization • extraction of insights from data and fundamentals of machine learning application of data science methods in business contexts Teaching Method Lecture and tutorial Total Course Attendance Preview and review Lecture 30 60 Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German				olas Pröllochs		
understanding of the core concepts of data science methods to extract patterns and knowledge from structured and unstructured data ability to formulate, defend and criticize specific positions and approaches in the field of data science Course Contents data preparation, data modeling, data visualization extraction of insights from data and fundamentals of machine learning application of data science methods in business contexts Teaching Method Lecture and tutorial Total Course Attendance Preview and review Lecture 30 60 Assessment End-of-course assessment Requirements None Type(s) (duration) Type of reassessment Equivalent to type of initial assessment Frequency Summer semester Teaching Language German						
• extraction of insights from data and fundamentals of machine learning • application of data science methods in business contexts Teaching Method Lecture and tutorial			unde patteability	derstanding of the core concepts of data science methods to extract atterns and knowledge from structured and unstructured data ility to formulate, defend and criticize specific positions and		
• extraction of insights from data and fundamentals of machine learning • application of data science methods in business contexts Teaching Method Total	Course Contents					
Preview and review Total 180 hours 180 hours						
Teaching Method						
Course Attendance Preview and review	<u> </u>					
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German	ъ	Total		180 hours		
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German	loa s)	Course		Attendance	Preview and review	
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German	A S	Lectur	е	30	60	
Requirements Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade Frequency Summer semester Teaching Language Serman	× ĕ	Tutoria	al	30	60	
Requirements Type(s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade Frequency Summer semester Teaching Language Serman	Asses	ssment	End-of-cours	urse assessment		
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German		Requirements				
Frequency Summer semester Teaching Language German	ant	Type(s) (duration)	1	Written examination (60-90 minutes)		
Frequency Summer semester Teaching Language German	Type of reassessmen		ment	Equivalent to type of initial assessment		
Teaching Language German	Contribution to final grade		100% examination			
	Frequ	iency	Summer ser	nester		
	Teacl	ning Language	German			
			For further n	nodule information and required	readings, see StudIP.	

02-Q:	BSc-Englisch-6	English for	Management	3 rd – 6 th semester 6 CP	
	-	_			
Cours			Management		
Code		02-Q:BSc-E			
	ty / Department /	02 / Busines	s Administration and Econom	ics / Managerial English	
Chair					
	dinator	Thomas Wa			
Requ	irements		n English at intermediate (B1		
			n German at independent use		
Learr	ning Outcomes			oriately using English in everyday	
			situations		
				communication and language skills	
			ted of managers	:	
			eness of cultural and commun	icative pitfalls of English language	
		use • incres	sed communicative compete	nce and confidence with a focus on	
			 increased communicative competence and confidence with a focus on building basic on-the-job skills 		
Course Contents					
Court	oc contents	unlearning typical German mistakes in English			
		essential types of business communication			
Teac	Teaching Method Seminar an				
	Total		180 hours		
	Course		Attendance	Preview and review	
oa(Semina	ar	30	60	
Workload (hours)	Tutoria	al	15	60	
ا کے کے	Independen	t study		15	
Asses	ssment	In-course as	sessment		
	Requirements	•	Regular attendance and acti	ve participation	
	'				
	Type(s) (duration))	Written examination (60-90 i	ninutes) and project assignment	
ent	, , , , ,		,	,	
S S	Type of reassessr	nent	Equivalent to type of initial a	ssessment	
Type of reassessn					
Contribution to final grade		60% written assessment, 40% oral assessment			
Frequ	Frequency Winter seme		ester and summer semester (2	2 classes each)	
Capa		25 students/		•	
	hing Language	English			
Note		For further n	nodule information and require	ed readings, see StudIP.	

02-Q: BSc -Englisch-7		Oral Comm	unication	3 rd – 6 th semester 6 CP			
Cours	20	Oral Commu	unication				
Code			02-Q:BSc-Englisch-7				
Chair		02 / Busines	ss Administration and Economics / Managerial English				
Coord	dinator	Thomas Wa					
Requ	irements	English for N	/lanagement (02-Q:BSc-Engli	sch-6)			
Learning Outcomes • n • a ir • ir		ability instituincrea	effective oral communication in management settings / to use essential rhetorical-communicative principles in utional contexts ased communicative competence and confidence with a focus on ng a professional identity				
Course Contents •		design mana	ning and delivering clearly structured and audience-focused gement discourse in English structure and impact of management discourse in English				
Teaching Method Seminar a		Seminar and	l tutorial				
	Total		180 hours				
0	Course		Attendance Preview and revi				
Workload (hours)	Semina	ar	30 60				
Worklos (hours)	Tutoria	al	15 60				
ڳڏ	Independen	t study	15				
Asses	ssment	In-course as	sessment				
	Requirements		Regular attendance and active participation				
ent	Type(s) (duration)		Written examination (60-90 minutes) and project assignment				
Type of reassessr Contribution to final		nent	Equivalent to type of initial assessment				
Contribution to final grade		50% written assessment, 50% oral assessment					
Frequ			ester and summer semester				
Capa		20 students					
	ning Language	English					
Note		For further n	nodule information and require	ed readings, see StudIP			

02-Q: BSc -Englisch-8		Written Con	nmunication	3 rd – 6 th semester 6 CP	
Cours	se	Written Com	munication		
Code		02-Q:BSc-E			
Facul	ty / Department /	02 / Busines	s Administration and Econom	nics / Managerial English	
Chair					
	dinator	Thomas Wa			
	irements		//anagement (02-Q:BSc-Engli		
Learn	ing Outcomes		effective written communicati		
			to use essential rhetorical-co	mmunicative principles in	
			tional contexts		
			•	nce and confidence with a focus on	
_			ng a professional identity		
Cours	se Contents		g correct, clear and audience		
			improving style, structure and grammar		
Teach	ning Method	Seminar and			
	Total		180 hours		
ايوا	Course			Preview and review	
ဗို (ջ	Semina		30	60	
Workload (hours)	Tutoria		15 60		
≥ €	Independen	t study	15		
Asses	ssment	In-course as			
	Requirements		Regular attendance and active participation		
ent	Type(s) (duration)		Written examination (60-90 minutes) and project assignment		
Assessment	Type of reassessment		Equivalent to type of initial assessment		
`		75% written assessment, 15% oral assessment			
Frequ	Frequency Winter s		nester and summer semester Duration: 1 semester		
Capa	city	20 students			
Teach	ning Language	English			
Note		For further n	nodule information and requir	ed readings, see StudIP.	

02-Q: BSc -Englisch-9		Working Across Cultures 3 rd – 6 th semester 6 CP		3 rd – 6 th semester 6 CP	
Cours		Working Acr	oss Cultures		
Code		02-Q:BSc-E			
	ty / Department /	02 / Busines	s Administration and Econom	nics / Managerial English	
Chair					
	dinator	Thomas Wa			
Requ	irements		inication (02-Q:BSc-Englisch-		
		Written Com	munication (02-Q:BSc-Englis	ch-8)	
Learr	ing Outcomes	 increa 	sed regard for cultural peculi	arities in intercultural contact	
				al differences in mindsets, habits	
		and v			
				cultural competence with a focus on	
			ng and sustaining meaningful		
Cours	se Contents		epts and models of intercultura		
		using strategies and techniques of intercultural communication			
		 impact of culture and society on business practice in the US, the UK and beyond 			
		Seminar and b			
Teaci	Total		180 hours		
	Course		Attendance	Preview and review	
ad	Semina	ar	30	60	
동 S	Tutoria		15	60	
Workload (hours)	Independen		15		
Accou	ssment	In-course as	sossmont		
ASSE	Requirements	iii-course as	Regular attendance and active participation		
	Requirements		Negulal attendance and acti	ve participation	
	Type(s) (duration)	1	Project assignment and presentation		
j j			Toject assignment and presentation		
l ii	Type of reassessr	ment	Equivalent to type of initial assessment		
ess	, , , , , , , , , , , , , , , , , , , ,				
Type of reassessment Contribution to final grade		60% written assessment, 40% oral assessment			
Frequ	Frequency Winter sem		ester and summer semester Duration: 1 semester		
Capa	•	20 students			
	ning Language	English			
Note		For further n	or further module information and required readings, see StudIP.		

Master (MSc) program courses

02-BWL: MSc -B1-1		Product Ma	nagement	1 st – 3 rd semester 6 CP	
Course Pro		Product Mar	nagement		
Code		02-BWL:MS	c-B1-1		
Facul	lty / Department /	02 / Busines	s Administration / BWL I – Ma	arketing and Sales Management	
Chair	•				
Coord	dinator	Prof. Alexan	der Haas		
	irements	None			
Course Contents		result comp indep insigh ability appro ability and s under develo	 insights in their societal and ethical context ability to structure further independent study and learning ability to formulate, defend and criticize specific positions and approaches in this field ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field understanding of product management developing innovative marketing concepts product launch on the market 		
Teacl	hing Method	product-lifecycle-management Lecture and tutorial			
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Worklos (hours)	Lectur	е	30	60	
≥ ∈	Tutoria	al	30	60	
Asses	ssment	End-of-cours	-of-course assessment and in-course assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes) and summaries		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Ass	Contribution to final grade		80-100% examination, 0-20% summaries		
Frequ		Winter seme	ester		
	hing Language	English			
Note		For further n	nodule information and require	ed readings, see StudIP.	

02-BWL: MSc -B1-2		Business D	evelopment	1 st – 3 rd semester 6 CP	
Cours Code Facul Chair	ty / Department /	Business De 02-BWL:MS 02 / Busines	c-B1-2	rketing and Sales Management	
	dinator	Prof. Alexan	der Haas		
		None			
Learning Outcomes • according to the service of th		develor leade leade revaluation nev in deprinsigh ability ability ability ability resea	isition of theoretical knowledge and applied skills in business lopment resulting in improved functional, methodological and ership competence (to be specified in initial course session) ration, interpretation and application of advanced scientific insights w and/or multidisciplinary contexts bendent compilation, evaluation and interpretation of scientific ints in their societal and ethical context by to structure advanced independent study and learning by to integrate insights with knowledge gained in other modules, ding societal and ethical contexts by to conduct theoretical and applied research in this field by to convey factual knowledge and discuss state-of-the-art farch with both lay and specialist audiences in this field		
	Course Contents		ing and claiming value aging key accounts ifying new markets ementing business developme	nt strategies	
Teac	hing Method	Lecture and			
D D	Total		180 hours		
ର (ଚ ଓ	Course		Attendance	Preview and review	
Workload (hours)	Lectur		30	60	
	Tutoria	1	30	60	
Asses	Assessment End-of-cour Requirements		Se assessment None		
ent	Type(s) (duration)	1	Written examination (90 minutes) and simulation		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
			90% examination, 10% simulation		
Frequ		Summer ser	nester		
	hing Language	German			
Note		For further n	nodule information and require	ed readings, see StudIP.	

02-B\	VL: MSc- B1-3	Advanced Is Sales	ssues in Marketing and	1 st – 3 rd semester	6 CP
Cours	se	Advanced Is	sues in Marketing and Sales		
Code		02-BWL:MS			
	ty / Department /		s Administration / BWL I - Mark	eting and Sales Ma	anagement
Chair		D (A)			
	dinator	Prof. Alexan	der Haas		
	irements	None		4: . f	-: :: -::-
Course Contents Teaching Method Total		in nev ability includ ability ability ability ability resea marke	180 hours		
Workload (hours)	Course Lectur	e	Attendance 30	Preview a	
Workloa (hours)	Tutoria		30	60	
Asses	ssment	In-course as	sessment		
	Requirements		None		
ent	Type(s) (duration)		Written assessment and oral assessment (to be announced in initial session)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade		50% written assessment and 50% oral assessment			
	Frequency Winter sem		ester		
Capa		20 students			
	ning Language	English			
Note		For further m	nodule information and required	l readings, see Stud	dIP.

02-BV	VL: MSc -B2-1	Advanced S	Strategic Management	1 st -3 rd semester	6 CP
0		A di (a a a a di C)	funtania Managanani		
Cours	se		trategic Management		
Code		02-BWL:MS			
	ty / Department /		s Administration / BWL II – Str	ategic and Internat	ional
Chair		Managemen			
	linator	Prof. Andrea	is Bausch		
	irements	None			
 extensions extensions extensions evaluation in the ability ability appro ability appro ability 			estanding of essential theories of strategic management sive knowledge of methods and frameworks for describing and ining fields of action in strategic management sive knowledge of empirical results on strategic management ation, interpretation and application of advanced scientific insights field of strategic management to integrate insights with knowledge gained in other modules to structure further independent study and learning to formulate, defend and criticize specific positions and aches in this field to discuss information, ideas, issues and solutions with both lay pecialist audiences in this field		
Course Contents		stratecompocorpostratestrate	 strategy research competitive strategies and business models in the age of digitalization corporate strategies, internationalization and diversification 		
Teach	ning Method	Lecture and tutorial			
	Total	Lociale and	180 hours		
) ad	Course		Attendance	Preview a	and review
돌타	Lectur	 e	30		60
Workload (hours)	Tutoria		30		50 60
Asses	ssment	End-of-cours	se assessment		
	Requirements	12.14 0. 004.1	None		
t	Type(s) (duration)		Written examination (60-90 minutes) and / or project assignment (to be announced in initial session)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to fina		al grade 80-100% examination and 0-20% project assignment (to be announced in initial session)			
Frequ	ency	Winter seme	ester		
Teach	ning Language	German			
Note		For further m	nodule information and require	d readings, see Stu	ıdIP.

02-BV	WL: MSc -B2-2	Mergers & A	Acquisitions 1	st -3 rd semester 6 CP	
Cours		Mergers & A			
Code		02-BWL:MS			
1	ty / Department /		s Administration / BWL II – Stra	itegic and International	
Chair		Managemen			
Coord	dinator	Prof. Andrea	as Bausch		
	irements	None			
	se Contents	 understanding of essential theories of mergers and acquisitions extensive knowledge of methods and frameworks for describing and explaining fields of action in mergers and acquisitions extensive knowledge of empirical results on mergers and acquisitions evaluation, interpretation and application of advanced scientific insights in the field of mergers & acquisitions ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts ability to structure advanced independent study and learning ability to conduct theoretical and applied research in this field ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field introduction to mergers, acquisitions and alliances M&A processes, parties and organization. acquisitions and strategy success of acquisitions cooperation and divestments company valuation 			
			ncing acquisitions		
Teach	ning Method	Lecture and			
<u></u>	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Worklo	Lectur		30	60	
≥ ਦ	Tutoria	al	30	60	
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ut	Type(s) (duration)		Written examination (60-90 minutes) and / or project assignment (to be announced in initial session)		
Assessment	Type of reassessment		Equivalent to type of initial assessment		
Asse	Contribution to fin	al grade	80-100% examination and 0-20% project assignment (to be announced in initial session)		
Frequ	iency	Summer ser	nester		
	ning Language	German			
Note	<u> </u>		nodule information and required	readings, see StudIP.	

Course				exercises in Strategic and Management	1 st – 3 rd semester 6 CP	
Code	Cours	<u> </u>	Advanced F	xercises in Strategic and Interna	ational Management	
Faculty / Department / Chair				•	ational Management	
Chair		tv / Department /	_		tegic and International	
Coordinator		., , _ opa				
Requirements		dinator				
Learning Outcomes • understanding of essential theories of strategic management • evaluation, interpretation and application of frameworks, theories and empirical findings in the context of practical problems • ability to integrate insights with knowledge gained in other modules • ability to structure advanced independent study and learning • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field Course Contents • Advanced Strategic Management (02-BWL:MSc-B2-1) • Mergers & Acquisitions (02-BWL:MSc-B2-2). Teaching Method Lecture Total Total Course Attendance Preview and review Lecture 30 120 Independent study 30 Assessment In-course assessments Requirements None Type(s) (duration) End-of-course examination, mid-term tests, presentation / active participation and / or written assignment (to be announced in initial session)	Requi	irements	None			
Course Contents • Advanced Strategic Management (02-BWL:MSc-B2-1) • Mergers & Acquisitions (02-BWL:MSc-B2-2). Teaching Method Lecture Total Course Attendance Preview and review Lecture 30 Independent study Assessment Requirements Requirements None Type(s) (duration) End-of-course examination, mid-term tests, presentation / active participation and / or written assignment (to be announced in initial session)	Learning Outcomes •		 understanding of essential theories of strategic management evaluation, interpretation and application of frameworks, theories and empirical findings in the context of practical problems ability to integrate insights with knowledge gained in other modules ability to structure advanced independent study and learning ability to conduct theoretical and applied research in this field ability to convey factual knowledge and discuss state-of-the-art 			
Total 180 hours Course Attendance Preview and review Lecture 30 120 Independent study 30 Assessment In-course assessments Requirements None Type(s) (duration) End-of-course examination, mid-term tests, presentation / active participation and / or written assignment (to be announced in initial session)	Cours	Course Contents • Adva		nced Strategic Management (02-BWL:MSc-B2-1)		
Course Attendance Preview and review	Teaching Method Lecture		Lecture			
Assessment In-course assessments Requirements None Type(s) (duration) End-of-course examination, mid-term tests, presentation / active participation and / or written assignment (to be announced in initial session)	ا ق					
Assessment In-course assessments Requirements None Type(s) (duration) End-of-course examination, mid-term tests, presentation / active participation and / or written assignment (to be announced in initial session)	s)					
Assessment In-course assessments Requirements None Type(s) (duration) End-of-course examination, mid-term tests, presentation / active participation and / or written assignment (to be announced in initial session)	칠				120	
Requirements None Type(s) (duration) End-of-course examination, mid-term tests, presentation / active participation and / or written assignment (to be announced in initial session)	> -	Independen	t study	30		
Type(s) (duration) End-of-course examination, mid-term tests, presentation / active participation and / or written assignment (to be announced in initial session)	Asses		In-course as			
participation and / or written assignment (to be announced in initial session)		Requirements		None		
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 0-50% end-of-course examination, 0-50% interim tests, 0-30%		Type(s) (duration)		participation and / or written assignment (to be announced in		
Contribution to final grade 0-50% end-of-course examination, 0-50% interim tests, 0-30%	E		nent	Equivalent to type of initial assessment		
presentation / oral assessment, 0-30% written assignment (to be announced in initial session)			presentation / oral assessment, 0-30% written assignment (to be			
Frequency Summer semester	Frequency Summer ser		Summer ser			
Capacity 18 students		•				
Teaching Language German						
Note For further module information and required readings, see StudIP.			For further n	nodule information and required	readings, see StudIP.	

02-BWL: MSc -B4-1 Application		Application	s of Controlling 1	st – 3 rd semester 6 CP	
Course Applications			of Controlling		
Code		02-BWL:MS			
	ty / Department /	_	s Administration / BWL IV – Ma	nagerial Accounting	
Chair		OZ / Busines	o / tariii ilottatio ii / bvv i iva	nagonar / toodanting	
Coord	dinator	Prof. Arnt W	öhrmann		
Requ	irements	None			
Learning Outcomes		 ability to systemize and apply key managerial accounting instruments general understanding of the idea of managerial accounting and also of selected managerial accounting concepts along the value chain (primary and support activities) enabling students to adapt, apply and challenge selected instruments 			
Cours	se Contents		vioral management accounting	3	
		functional and industry specific management accounting			
			cted topics in advanced management accounting		
Teaching method Lecture and		Lecture and	tutorial		
٥	Total	180 hours			
Workload (hours)	Course		Attendance	Preview and review	
Worklos (hours)	Lectur		30	60	
≥ €	Tutoria	al	30	60	
Asse	ssment	End-of-cours	rse assessment		
	Requirements		None		
int	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment		
Contribution to final grade		100% examination			
Frequ	iency	Winter seme	ester		
Teac	ning Language	German			
Note		For further n	nodule information and required	readings, see StudIP.	

02-BWL: MSc -B4-2 Advanced (Controlling	1 st – 3 rd semester 6 CP	
			-		
Cours	se	Advanced C			
Code		02-BWL:MS			
Facul	lty / Department /	02 / Busines	s Administration / BWL IV – I	/lanagerial Accounting	
Chair					
Coord	dinator	Prof. Arnt W	öhrmann		
	irements	None			
 students understand the relevance of value-based management accounting ability to support decisions based on an appropriate understand analysis of value-oriented KPIs students are capable of systemizing, challenging and applying performance measurement and incentive design in real world situations creation and improvement of management accounting expertise in corporate valuation, mergers & acquisitions, incentive schere 			on an appropriate understanding and g, challenging and applying sentive design in real world gement accounting expertise (e.g.,		
• value • ince • sele		valueincenselect	ers & Acquisitions -based management tive schemes ted topics in advanced manag	gement accounting	
reac	hing method	Lecture and			
ag	Total		180 hours	Description and review	
중 (Si	Course		Attendance	Preview and review	
Workload (hours)	Lectur Tutoria		30	60	
				00	
Asse	ssment	End-of-cour	se assessment		
t	Requirements Type(s) (duration)		None Written examination (60-90 minutes)		
Assessment	Type of reassessment		Equivalent to type of initial assessment		
Ass	Contribution to final grade		100% examination		
Frequ	iency	Summer ser	nester		
Teac	hing Language	German			
Note		For further n	nodule information and requir	ed readings, see StudIP.	

02-B\	WL: MSc -B4/B7-1	Experiment in Accounti	al and Archival Research ng	1st – 3rd semester	6 CP
			_		
Cours	se	Experimenta	al and Archival Research in A	ccounting	
Code		02-BWL:MS	c-B4/B7-1		
Facul	lty / Department /	02 / Busines	s Administration / BWL IV – I	Managerial Accounti	ing
Chair	, -	02 / Busines	s Administration / BWL VII –	Financial Accountin	g
Coord	dinator	Prof. Arnt W	öhrmann / Prof. Corinna Ewe	lt-Knauer	
	irements	None			
	se Contents	 knowledge of important drivers of employee, management, and audito behavior understanding of selected managerial and financial accounting concepts to mitigate biased decision-making students are aware of the fundamentals of experimental research in accounting students know the differences between experimental and archival research preparation for participation in international research conferences ability to analyze research papers in accounting Course contents include selected, new studies in experimental and archival research (managerial and financial accounting), such as on behavior of employees and managers behavior of auditors effects of incentive schemes for employees and managers facilitation of management decisions 			counting al research in and archival onferences search
Teac	hing method	Lecture	idomidatori or managomoni		
	Total		180 hours		
) oac	Course		Attendance	Preview	and review
Workload (hours)	Lecture with s	students'			
≥ €	presentat	tions	30	1	150
Asse	ssment	In-course as	sessment	1	
	Requirements		None		
Ħ	Type(s) (duration))	2 presentations, facilitating in-class discussion and active participation		
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment		
Contribution to final grade		Presentations (30%), facilitating in-class discussion (20%), active participation (50%)			
Frequ	iency	Irregular			
Capa		12 students			
	hing Language	English			
Note			nodule information and requir	ed readings, see St	udIP.

Course Risk Management O2-BWL:MSc-B5-1 Faculty / Department / Chair O2/Business Administration/ BWL V - Financial Services Coordinator Prof. Andreas Walter Requirements None evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts ability to structure advanced independent study and learning ability to conduct theoretical and applied research in this field ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field types of risks measurement of the risk management types of risks management and controlling of the risk management and controlling of the risk management and controlling of the risk management Total 180 hours Total 180 hours Course Attendance Preview and review Attendance Preview and review Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester For further module information and required readings, see StudIP.	02-B\	WL: MSc -B5-1	Risk Manag	ement	1 st – 3 rd semester 6 CP	
Code			_			
Paculty / Department / Chair Prof. Andreas Walter	Course Risk Manage					
Chair Coordinator Requirements None Learning Outcomes - evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts - ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts - ability to structure advanced independent study and learning - ability to conduct theoretical and applied research in this field - ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field Course Contents - tasks of risk management - types of risks - measurement of the risk - management and controlling of the risk - management and controlling of the risk - management and controlling of the risk - course - Attendance Preview and review - Lecture 30 60 - Attendance Preview and review - Lecture 30 60 - Attendance Preview and review - Summer semester - Type of reassessment - End-of-course assessment - Requirements - None - Type(s) (duration) - Written examination (90 minutes) - Type of reassessment - Equivalent to type of initial assessment - Contribution to final grade - 100% examination - Frequency - Summer semester - Teaching Language - German						
Prof. Andreas Walter Requirements None	1		02/ Business	s Administration/ BWL V - Fin	ancial Services	
Requirements Learning Outcomes • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts • ability to structure advanced independent study and learning • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field Course Contents • tasks of risk management • types of risks • measurement of the risk • management and controlling of the risk • management and controlling of the risk Course Attendance Preview and review Lecture 30 60 Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Frequency Summer semester Teaching Language German						
valuation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts ability to structure advanced independent study and learning ability to conduct theoretical and applied research in this field ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field tasks of risk management types of risks measurement of the risk management and controlling of the risk Teaching Method Lecture and tutorial Total Course Attendance Preview and review Lecture 30 60 Assessment Requirements None Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Frequency Summer semester Teaching Language German				ıs Walter		
in new and/or multidisciplinary contexts ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts ability to structure advanced independent study and learning ability to conduct theoretical and applied research in this field ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field Course Contents tasks of risk management types of risks measurement of the risk management and controlling of the risk Teaching Method Lecture and tutorial Total Total Course Attendance Preview and review Lecture 30 60 Assessment Requirements None Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Frequency Summer semester Teaching Language German						
research with both lay and specialist audiences in this field Course Contents • tasks of risk management • types of risks • measurement of the risk • management and controlling of the risk Teaching Method Lecture and tutorial Total Course Attendance Preview and review Lecture 30 60 Tutorial 30 60 Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade Frequency Summer semester Teaching Language German	Learning Outcomes		in nev ability includ ability ability	 in new and/or multidisciplinary contexts ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts ability to structure advanced independent study and learning ability to conduct theoretical and applied research in this field 		
Course Contents • tasks of risk management • types of risks • measurement of the risk • management and controlling of the risk Teaching Method Total Course Attendance Lecture 30 60 Tutorial Assessment End-of-course assessment Requirements None Type(s) (duration) Type of reassessment Equivalent to type of initial assessment Frequency Course Attendance Preview and review 60 Tutorial None Type(s) (duration) Written examination (90 minutes) Frequency Summer semester Teaching Language German						
Teaching Method	Course Contents		tasks of risk managementtypes of risks			
Total 180 hours Course			 mana 			
Course Attendance Preview and review Lecture 30 60 Tutorial 30 60 Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German	Teac		Lecture and	tutorial		
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German	و					
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German	s)					
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German	S I					
Requirements None Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German	≥€	Tutoria	al	30	60	
Type(s) (duration) Type of reassessment Equivalent to type of initial assessment Contribution to final grade Today T	Asses	ssment	End-of-cours	se assessment	·	
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Teaching Language German		Requirements				
Frequency Summer semester Teaching Language German	ent	Type(s) (duration)		Written examination (90 minutes)		
Frequency Summer semester Teaching Language German	essme	Type of reassessment		Equivalent to type of initial assessment		
Teaching Language German	Contribution to final grade		100% examination			
			Summer ser	nester		
Note For further module information and required readings, see StudIP.		hing Language				
	Note		For further n	nodule information and require	ed readings, see StudIP.	

02-B	WL: MSc -B5-2	Behavioral	Finance	1 st – 3 rd semester 6 CP	
				·	
Cour		Behavioral F	inance		
Code		02-BWL:MS			
Faculty / Department / 02/ Busin		02/ Business	s Administration/ BWL V - Fin	ancial Services	
Coor	dinator	Prof. Andrea	is Walter		
Requirements None		None			
Learr	ning outcomes	insigl ability include ability ability ability ability	ation, interpretation and applints in new and/or multidisciplints in new and/or multidisciplints in to integrate insights with knowing societal and ethical contour to structure advanced indeportous to conduct theoretical and approximate the convey factual knowledge arch with both lay and special	nary contexts owledge gained in other modules, exts endent study and learning oplied research in this field and discuss state-of-the-art	
Course contents • • •		behavecapita	mentals of decision theory vioral anomalies al market anomalies vioral corporate finance		
Teaching Method Lecture			,		
	Total		180 hours		
oa(Course		Attendance	Preview and review	
Workload (hourse) Course		е	60	120	
Asse	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (90 min	utes)	
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Ass	Contribution to fina	al grade	100% examination		
	uency	Winter seme	ester		
	hing Language	German			
Note		For further n	nodule information and require	ed readings, see StudIP.	

02-B\	WL: MSc -B5-3	Insurance N	Management	1 st – 3 rd semester 6 CP
Cours		Insurance M		
Code		02-BWL:MS		
	ty / Department /	02/ Business	s Administration/ BWL V - Fi	nancial Services
Chair				
	dinator	Prof. Andrea	as Walter	
	irements	None		
	se Contents	insig ability inclust ability ability ability research basic insura insura strate oppos	hts in new and/or multidisciped to integrate insights with knowing societal and ethical conductory to structure advanced indevento conduct theoretical and and to convey factual knowledged arch with both lay and special ents include, for example: so and current challenges in the ance and risk theory ance lines and premium calcegies in a low interest rate entunities and risks from digital	nowledge gained in other modules, texts pendent study and learning applied research in this field le and discuss state-of-the-art alist audiences in this field the insurance industry culation environment alization and big data
Teac	hing Method	Lecture and		
73	Total		180 hours	
Workload (hours)	Course		Attendance	Preview and review
Workloa (hours)	Lectur	е	30	60
ع ج	Tutoria	al	30	60
Asses	ssment	End-of-cours	se assessment	
	Requirements		None	
ant	Type(s) (duration)		Written examination (90 minutes)	
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment	
Ass	Contribution to fin	al grade	100% examination	
Frequ	iency	Summer ser	nester	
	hing Language	German		
Note		For further n	nodule information and requi	red readings, see StudIP.
		•		— •

02-B	WL: MSc -B6-1	Applied Co	rporate Finance	1 st – 3 rd semester	6 CP
Cour	20	Applied Con	oorata Einanaa		
		02-BWL:MS	oorate Finance		
Code				landrina O Financa	
Chair			s Administration / BWL VI – B	anking & Finance	
			na Bannier		
Requirements None					
Learr	ning Outcomes	appliccritica	standing of deeper aspects of cation of the appropriate analy all appreciation of different production of ary analysis and evaluation of ons	tical methods in prac cedures and methods	S
• m • c • d			holder value and corporate gouring investment returns al structure tradeoffs and policy valuation	overnance	
		Lecture			
	Total		180 hours		
Ö Course			Attendance	Preview ar	nd review
Workload Course Course		е	60	12	
Asse	ssment	End-of-cours	se assessment	-	
	Requirements		None		
 	Type(s) (duration)		Written assessment (10 page	es maximum) and "qı	uiz" by choice
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment		
Asse	Contribution to fin	al grade	100% written assessment or 80% written assessment and 20% "quiz"		ment and 20%
Frequ	uency	Winter seme	ester		
Teac	hing Language	English			
Note		For further n	nodule information and require	ed readings, see Stud	dIP.

Course Empirical Banking and Finance Oz-BWL:MSc-B6-2 Faculty / Department / Oz / Business Administration / BWL VI – Banking & Finance Coordinator Prof. Christina Bannier Requirements None Learning Outcomes understanding of the relevance and development of scientific issues in the field of banking & finance realization of the questions into testable designs as well as creation of the necessary data basis appropriate selection and application of empirical data analysis procedures interpretation of results and solution development (e.g. for consulting practice) Course Contents regressions and panel analysis event studies instrumental variables estimation difference-in-differences estimation empty	02-B\	WL: MSc -B6-2	Empirical B	anking and Finance	1 st – 3 rd semester 6 CP
Code					
Proc. Prof. Christina Bannier Prof. Ch					
Chair Coordinator Prof. Christina Bannier Requirements None Learning Outcomes					
Prof. Christina Bannier Requirements None			02 / Busines	s Administration / BWL VI – E	Banking & Finance
Requirements None					
Learning Outcomes				na Bannier	
the field of banking & finance					
Teaching Method	• realizathe ne the ne experience proce experience praction Course Contents • regres experience		eld of banking & finance ation of the questions into tes ecessary data basis priate selection and application dures retation of results and solution (ce) assions and panel analysis studies mental variables estimation ence-in-differences estimation	table designs as well as creation of on of empirical data analysis development (e.g. for consulting	
Total 180 hours Course				·	
Course Attendance Preview and review Lecture 30 60 Tutorial 30 60 Assessment End-of-course assessment Requirements None Type(s) (duration) Take-home examination (2-3 pages) and written assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 40% examination and 60% written assessment Frequency Summer semester Teaching Language English	Total				
Assessment End-of-course assessment Requirements None Type(s) (duration) Take-home examination (2-3 pages) and written assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 40% examination and 60% written assessment Frequency Summer semester Teaching Language English) ad				Preview and review
Assessment End-of-course assessment Requirements None Type(s) (duration) Take-home examination (2-3 pages) and written assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 40% examination and 60% written assessment Frequency Summer semester Teaching Language English	돌		<u></u> е		
Requirements None Type(s) (duration) Take-home examination (2-3 pages) and written assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 40% examination and 60% written assessment Frequency Summer semester Teaching Language English	× S				
Requirements None Type(s) (duration) Take-home examination (2-3 pages) and written assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 40% examination and 60% written assessment Frequency Summer semester Teaching Language English	Asses	ssment	End-of-cours	se assessment	
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 40% examination and 60% written assessment Frequency Summer semester Teaching Language English	7.000	Requirements		None	
Frequency Summer semester Teaching Language English	ent	Type(s) (duration)		Take-home examination (2-3 pages) and written assessment	
Frequency Summer semester Teaching Language English	essm	Type of reassessr	nent	Equivalent to type of initial assessment	
Teaching Language English	Ass	Contribution to fin	al grade	40% examination and 60% v	vritten assessment
			Summer ser	nester	
Note For further module information and required readings, see StudIP.		hing Language			
1 7	Note		For further n	nodule information and require	ed readings, see StudIP.

02-B\	WL: MSc -B7-3	Auditing an	d Consulting 1st	- 3 rd semester 6 CP
Cours Code Facul Chair	ty / Department /	Auditing and 02-BWL:MS 02 / Busines		ancial Accounting
Coord	dinator	Prof. Corinna	a Ewelt-Knauer	
Requ	irements	None		
	se Contents	gove a spe a cqui and i critica audit gainir poter conce acco other theory auditii auditii auditii inplici	ecial focus on the resulting conflicting the abilities to understand the strain of address critical and discussion of audit-related conformal and understanding how behaviorally problem areas during the auditing the relationship between the unting decisions on one side and	ervices provided by auditors with ct of interests are audit of financial statements spects of the audit process sulting services provided by the coural theory can help identify dit process are audit with discretionary process organization on the overnance
Teac	ning Method	Lecture and		
l pg	Total		180 hours	
Workload (hours)	Course		Attendance	Preview and review
S	Lectur		30	60
≥ €	Tutoria	al	30	60
Asses	ssment	End-of-cours	se assessment	
	Requirements		None	
ent	Type(s) (duration)		Written examination (60-90 minutes)	
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment	
	Contribution to final grade		100% examination	
Frequ		Summer ser	nester	
	ning Language	German		
Note		For further n	nodule information and required i	readings, see StudIP.

02-B\	WL: MSc -B7-4		and Corporate e: Case Studies	1 st – 3 rd semester	6 CP
Cours	se		and Corporate Governance: C	Case Studies	
Code		02-BWL:MS	c-B7-4		
Faculty / Department / 02 / Busine Chair			s Administration / BWL VII –	Financial Accountin	g
Coordinator Prof. Corir			a Ewelt-Knauer		
Requirements None					
	se Contents	studi unde pract solvir theor pract pract	rstanding the relationship bety tice: financial reporting, auditing of accounting-related problated retical knowledge y-based examination of accountice and illustration of different	ween different according and corporate go ems from practice vulling-related problet approaches to solv	unting topics in overnance vith acquired ems from ve these
• key rep invo			orate governance practice ubjects can include for exampting also with regards to differ ed parties, (2) international dinance, (3) contemporary issuorporate governance, (4) inqu	ole: (1) international ent cultural backgro fferences in auditing es and challenges i	differences in bunds of the g and corporate n accounting
Teac	ning Method	Lecture			
9	Total		180 hours		
s)	Course		Attendance		and review
Workload (hours)	Lectur	e	60	1	120
Asses	ssment	In-course as	sessment		
	Requirements		None		
t t	Type(s) (duration)		Oral presentations and active written work, where applicables session)	•	•
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment		
Asse	Contribution to fin		40-50% presentation, 30-40%, active in-class participation, 0-10% written work (to be announced in initial session)		
Frequ		Irregular			
Capa	•	20 students			
	ning Language	English			
Note		For further n	nodule information and require	ed readings, see St	udIP.

02-B\	WL: MSc -B7-5		Financial Reporting & ket Communication	1 st – 3 rd semester	6 CP
Cours	se		Financial Reporting & Capital	Market Communication	ation
Code		02-BWL:MS	c-B7-5		
Facul Chair	ty / Department /	02 / Busines	s Administration / BWL VII –	Financial Accountin	g
Coord	dinator	Prof. Corinna	a Ewelt-Knauer		
Requ	irements	None			
Learr	ing Outcomes	mark under repor critica accou	ring an understanding which in ets possess with regards to a retanding the particular challed ting all discussion of the different counting-related instruments of a lation and discussion of different communication	eccounting-related in enges of group-wide onsolidation method capital market comm	formation financial ds nunication
Cours	se Contents	state mand differ conse prope recip	ing the economic unit approa ments datory preparation of consolid ent steps of the consolidation olidation approach ortional consolidation and the ients and instruments of annu fective capital market commu	lated financial stater process in the conf application of the e ual financial reports	ments text of the full quity method
Teaching Method Lecture and					
70	Total		180 hours		
Workload (hours)	Course		Attendance	Preview	and review
Worklos (hours)	Lectur	е	30		60
≥٤	Tutoria	al	30		60
Asses	ssment	End-of-cours	se assessment	-	
	Requirements		None		
aut	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Ass	Contribution to fin		100% examination		
Frequ		Winter seme	ester		
	ning Language	German			
Note		For further m	nodule information and require	ed readings, see St	udIP.

02-BWL: MSc -B8-2	Empirical N	lanagement Research	1 st - 3 rd semester 6 CP
	•	-	
Course	Empirical M	anagement Research	
Code	02-BWL:MS	c-B8-2	
Faculty / Department	02 / Busines	ss Administration / BWL VIII	 Human Resource Management
Chair			
Coordinator	Prof. Frank	Walter	
Requirements	None		
Learning Outcomes Course Contents	projectica mana under mana know resea aim a theor	cts in management research al appraisal and understanding gement research restanding and applying mode agement research ledge of important tools to in arch projects in management and process of empirical man by of science	ng of empirical research findings from ern techniques of empirical dependently carry out empirical
	estimexplocorrefactor	surement of constructs ation of parameters and hyp ratory data analysis lation and regression analysis	othesis tests
Teaching Method Lecture and			
Total		180 hours	
eg ် Course		Attendance	Preview and review
(hours) Course		30 30	60
			60
Assessment	In-course as		
Requirements		None	
Type(s) (duration		Written examination (60-90 minutes) and / or project assignment (to be announced in initial session)	
Type of reasses Contribution to		Equivalent to type of initial assessment	
Contribution to final grade		80-100% examination and 0-20% project assignment (to be announced in initial session)	
Frequency	Winter seme	ester	
Teaching Language	German		
Note	For further r	nodule information and requ	ired readings, see StudIP.

02-B\	NL: MSc -B8-4	Organizatio	n Theory & Design	1 st – 3 rd semester 6 CP	
Cours			n Theory & Design		
Code		02-BWL:MS			
	ty / Department /	02 / Busines	s Administration / BWL VIII –	Human Resource Management	
Chair					
Coordinator Prof. Frank			Walter		
Requirements None					
Learn	ing Outcomes	under organpreseknowl	standing and describing imposizational design ntation and critical discussion edge of theories, concepts ar	of important organizational theories and results of organizational theory	
			neir applications to solve prac		
•			asic and modern organization theory ganization design options and their consequences fluence factors of organizational design ork organization and design mpirical insights from organization research		
Teaching Method Lecture a				Trescurent	
	T 1 1		180 hours		
) (3)	Course		Attendance	Preview and review	
돌	Lectur	e	30	60	
Workload (hours)	Tutoria		30	60	
	ssment	In-course as	sessment	1	
7 10001	Requirements		None		
nt	Type(s) (duration)		Written examination (60-90 minutes) and / or project assignment (to be announced in initial session)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Asse	Contribution to fin	al grade	80-100% examination and 0-20% project assignment (to be announced in initial session)		
Frequ	iency	Summer ser	nester		
Teacl	ning Language	German			
Note		For further n	nodule information and requir	ed readings, see StudIP.	
			•	-	

Course
Code
Faculty / Department / Chair Oz / Business Administration / BWL VIII – Human Resource Management
Chair Coordinator Prof. Frank Walter Requirements None Learning Outcomes • advanced, application-oriented understanding of scientific theories are findings in leadership and human resource management • evaluating, interpreting, and applying to practical problems advanced scientific knowledge from the fields of leadership and human resource management • developing and presenting (in writing and verbally) one's own solution to practical problems from the fields of leadership and human resource management • critical, constructive discussion of various solution approaches to practical problems from the fields of leadership and human resource management Course Contents • selected, application-oriented topics from the fields of leadership and human resource management • application of theories and findings from these fields to practice-oriented case studies in order to solve practical problems Teaching Method Lecture
None
Learning Outcomes
findings in leadership and human resource management evaluating, interpreting, and applying to practical problems advanced scientific knowledge from the fields of leadership and human resource management developing and presenting (in writing and verbally) one's own solution to practical problems from the fields of leadership and human resource management critical, constructive discussion of various solution approaches to practical problems from the fields of leadership and human resource management course Contents selected, application-oriented topics from the fields of leadership and human resource management application of theories and findings from these fields to practice-oriented case studies in order to solve practical problems Teaching Method Lecture
Selected, application-oriented topics from the fields of leadership and human resource management application of theories and findings from these fields to practice-oriented case studies in order to solve practical problems Teaching Method Lecture
1001
Total 180 hours
Course Attendance Preview and review
Total 180 hours Course Attendance Preview and review Lecture 60 120
Assessment In-course assessment
Requirements None
Type(s) (duration) Written assessment (20 pages) and / or presentation (20 minutes) (to be announced in initial session)
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 70-100% written assessment and 0-30% presentation (to be
Contribution to final grade 70-100% written assessment and 0-30% presentation (to be announced in initial session)
Frequency Winter semester
Capacity 30 students
Teaching Language German
Note For further module information and required readings, see StudIP.

02-B\	WL: MSc -B8-6	Advanced E Research M	Exercises in Management lethods	1 st – 3 rd semester	6 CP
Cours		Advanced F	versions in Management Des	a a rab Mathada	
Cours		02-BWL:MS	xercises in Management Res	earch Methods	
Code				Human Daganna N	A
Chair			s Administration / BWL VIII –	Human Resource I	vianagement
Coordinator Prof. Fra					
	irements		anagement Research (02-BW		
	se Contents	in ma	estanding the most commonly nagement research ing these statistical methods of ions all interpretation of statistical methods of interpretation of statistical methods of a polication of the methods SPSS, R, diverse online tools retation, writing and graphic produced regression analyses (e.g. andards of a scientific publication and moderation, mediation and moderation in a produced modelling interpretation in theory and in particular products and in	ethods and findings using common state using common state or writing a results tion) ., hierarchical regreted mediation analysecenario-based or woractice, and studer	research s presented in utistical software ysis results report meeting ession, relative yses yignette-
Teac	ning Method	Tutorial	100 hours		
ad	Total		180 hours Attendance	Droview	and review
k Irs S	Course Tutoria	al	Attendance 60		20
Workload (hours)	rutoria	aı	00	'	20
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
nent	Type(s) (duration)		Written examination or online examination (60 – 90 minutes) (to be announced in initial session)		
Assessment	Type of reassessi	ment	Equivalent to type of initial as	ssessment	
Ass	Contribution to fin	al grade	100% written examination		
Frequ	iency	Summer ser	nester		
Capa	city	30			
	ning Language	German			
Note		For further n	nodule information and require	ed readings, see St	udIP.
		•		<u> </u>	

Course Systems Engineering Code 02-BWL:MSc-B9-1 Faculty / Department / Coordinator Prof. Axel Schwickert Requirements None Learning Outcomes • evaluation, interpretation and application of basic and advanced scientific and practical knowledge also in relation to new or unfamiliar situations or in a multidisciplinary context for the engineering development of IT systems ("Systems Engineering"). - assessment of the economic efficiency of IT systems - fundamentals of systems theory, models, modeling, software engineering - procedure models (and result models) for development of IT-systems - methods and techniques for modeling of IT-systems - programming, implementation and operation of IT-systems - software quality, software benefits, software costs - IT projects and IT project management Teaching Method Lecture and tutorial Total 180 hours - Attendance Preview and review Lecture 30 60 Assessment End-of-course assessment Requirements None Type (s) (duration) Written examination Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% written examination Frequency Winter semesters Teaching Language German Note	02-BWL: MSc -B9-1		Systems Er	gineering	1 st – 3 rd semester	6 CP
Code				-		
Faculty / Department / Chair O2 / Business Administration / BWL IX — Business Information Systems			Systems Engineering			
Chair Coordinator Prof. Axel Schwickert						
Prof. Axel Schwickert			02 / Busines	s Administration / BWL IX – E	Business Information	Systems
Requirements Learning Outcomes • evaluation, interpretation and application of basic and advanced scientific and practical knowledge also in relation to new or unfamiliar situations or in a multidisciplinary context for the engineering development of IT systems ("Systems Engineering"). • assessment of the economic efficiency of IT systems • fundamentals of systems theory, models, modeling, software engineering • procedure models (and result models) for development of IT-systems • methods and techniques for modeling of IT-systems • programming, implementation and operation of IT-systems • programming, implementation and operation of IT-systems • Software quality, software benefits, software costs • IT projects and IT project management Total Total Course Lecture and tutorial Total Course Attendance Preview and review End-of-course assessment Requirements None Type(s) (duration) Written examination Type of reassessment Equivalent to type of initial assessment Contribution to final grade Trequency Winter semesters Teaching Language German						
- evaluation, interpretation and application of basic and advanced scientific and practical knowledge also in relation to new or unfamiliar situations or in a multidisciplinary context for the engineering development of IT systems Engineering"). - assessment of the economic efficiency of IT systems - fundamentals of systems theory, models, modeling, software engineering - procedure models (and result models) for development of IT-systems - methods and techniques for modeling of IT-systems - programming, implementation and operation of IT-systems - programming, implementation and operation of IT-systems - software quality, software benefits, software costs - IT projects and IT project management Teaching Method Lecture and tutorial Total Course - Attendance - Preview and review - Total Course - Attendance - Preview and review - Tutorial - 30 - 60 - 60 - Assessment - Requirements - None Type(s) (duration) Written examination - Type of reassessment - Equivalent to type of initial assessment - Contribution to final grade - Total project management - Type of reassessment - Type of reassessment - Contribution to final grade - Type of reassessment - Type of reassessment - Contribution to final grade - Type of reassessment - Type of reassessment - Contribution to final grade - Type of reassessment - Type of reassessment - Contribution to final grade - Type of reassessment - Type of reassessment				chwickert		
Scientific and practical knowledge also in relation to new or unfamiliar situations or in a multidisciplinary context for the engineering development of IT systems ("Systems Engineering"). - assessment of the economic efficiency of IT systems						
Course Contents - fundamentals of systems theory, models, modeling, software engineering - procedure models (and result models) for development of IT-systems - methods and techniques for modeling of IT-systems - programming, implementation and operation of IT-systems - Software quality, software benefits, software costs - IT projects and IT project management Teaching Method Lecture and tutorial Total 180 hours Course Attendance Preview and review Lecture 30 60 Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% written examination Frequency Winter semesters Teaching Language German	Learn	ing Outcomes	scient situati devel	tific and practical knowledge also in relation to new or unfamiliar ions or in a multidisciplinary context for the engineering opment of IT systems ("Systems Engineering").		
Teaching Method Lecture and tutorial Total 180 hours Course Attendance Preview and review Lecture 30 60 Tutorial 30 60 Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% written examination Frequency Winter semesters Teaching Language German	•		 funda engine proce metho progra Softw 	mentals of systems theory, meering dure models (and result modeds and techniques for model amming, implementation and are quality, software benefits	els) for development of ing of IT-systems operation of IT-system , software costs	of IT-systems
Total 180 hours Course Attendance Preview and review Lecture 30 60 Tutorial 30 60 Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% written examination Frequency Winter semesters Teaching Language German	Toool	hing Mathad			nent	
Course		Total				
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% written examination Frequency Winter semesters Teaching Language German) ad				Preview an	nd review
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% written examination Frequency Winter semesters Teaching Language German	A Sun		e			
Requirements None Type(s) (duration) Written examination Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% written examination Frequency Winter semesters Teaching Language German	≥ e					
Requirements None Type(s) (duration) Written examination Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% written examination Frequency Winter semesters Teaching Language German	Asses	ssment	End-of-cours	se assessment		
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% written examination Frequency Winter semesters Teaching Language German	71000					
Frequency Winter semesters Teaching Language German	ent	Type(s) (duration)	1	Written examination		
Frequency Winter semesters Teaching Language German	essme	Type of reassessr	nent	Equivalent to type of initial assessment		
Teaching Language German	Ass	Contribution to fin	al grade	100% written examination		
	Frequ	iency	Winter seme	esters		
Note For further module information and required readings, see StudIP.		hing Language			_	
	Note		For further n	nodule information and requir	ed readings, see Stud	dIP.

02-B\	WL: MSc -B9-3	IT Project N	lanagement	1 st – 3 rd semester 6 CP
Cours	se	IT Project M		
Code		02-BWL:MS		
Facul	ty / Department /	02 / Busines	s Administration / BWL IX – B	usiness Information Systems
Chair				
	dinator	Prof. Axel So	chwickert	
	irements	None		
Learr	ing Outcomes		ate, interpret, and apply basic itioner knowledge to the mana cts	
Course Contents		organstructmodeapplic	of IT project management zational standards for planning and executing IT projects uring and optimization of IT projects ing and programming of IT systems ation of project management software portance of people in IT projects	
Teacl	hing Method	Lecture and		
	Total		180 hours	
Workload (hours)	Course		Attendance	Preview and review
Workloa (hours)	Lectur	е	30	60
× oc	Tutoria	al	30	60
Asses	ssment	End-of-cours	se assessment	
	Requirements		None	
ent	Type(s) (duration)		Written examination	
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment	
Ass	Contribution to fin	al grade	100% written examination	
Frequ	iency	Winter seme	ster	
Teacl	hing Language	German		
Note		For further n	nodule information and require	ed readings, see StudIP.

02-B\	WL: MSc -B10-1	Managing t	he Innovation Process	1 st – 3 rd semester 6 CP	
Cours	se		e Innovation Process		
Code		02-BWL:MS	c-B10-1		
Facul	ty / Department /	02 / Busines	s Administration / BWL X – Ir	nnovations & Start-up Management	
Chair					
Coord	dinator	Prof. Monika	a Schuhmacher		
	irements	None			
Learning Outcomes provide acade innov ability include ability Course Contents Course Contents provide acade innov ability ability ability as diff innov			ding expert knowledge and advanced exchange of current emic knowledge on problems and solutions on management the ation process to integrate insights with knowledge gained in other modules, ling societal and ethical contexts to structure advanced independent study and learning to conduct theoretical and applied research in this field of innovation development and innovation management, such ferent strategies and types of innovation ation strategies of designing innovation processes and decision-making within		
		coopeopeninnov	ation process, such as open i	ation management questions within and along the	
Teacl	ning Method	Lecture and			
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Workloa (hours)	Lectur		30	60	
≥ ₹	Tutoria	al	30	60	
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
± t	Type(s) (duration)		Written examination or written/oral assessment (to be announced in initial session)		
essment	Type of reassessr	ment	Equivalent to type of initial a	ssessment	
Assessi	Contribution to fin	al grade	80-100% written examination and 0-20% written/oral assessment (to be announced in initial session)		
Frequ	iency	Summer ser	mester		
Teacl	hing language	English			
Note		For further n	nodule information and requir	ed readings, see StudIP.	

02-B\	WL: MSc -B10-2	Creativity a	nd Entrepreneurship 1 ^s	t – 3 rd semester 6 CP	
Cours	se.	Creativity an	nd Entrepreneurship		
Code		02-BWL:MS			
	ty / Department /			ovations & Start-up Management	
Chair		OZ / Buomice	o , tarrimotration , BVVE , Time	valiono a otari ap managomoni	
	dinator	Prof. Monika	Schuhmacher		
	irements	None			
Learning Outcomes • provents • independent of the contents • provents • independent of the content of the c		entrep indep advar data ability study ability ability theori ability	ding expert knowledge and advanced exchange on creativity and epreneurship bendent acquisition, analysis, interpretation and application of inced academic knowledge and of secondary as well as primary by to integrate insights with knowledge gained in other courses of y, including societal and ethical contexts by to structure advanced independent study and learning by to conduct theoretical and applied research in this field be retical basics of entrepreneurship by for entrepreneurship mess model and business plan		
			pitching		
Teacl	ning Method	Lecture and			
٦	Total		180 hours		
loa (s)	Course		Attendance	Preview and review	
Workload (hours)	Lectur		30	60	
ڪ ≷	Tutoria	al	30	60	
Asses	ssment	End-of-cours	se assessment		
	Requirements		Submission of idea paper		
ıt	Type(s) (duration)		Business plan and written / oral assessment (to be announced in initial session)		
ssment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to		al grade	70-80% written assessment, 20-30% presentation and 0-10% homework assignment (to be announced in initial session)		
Frequ	Frequency Winter sem		ester		
Capa	city	80			
Teacl	hing language	English or (r German (to be announced in initial session)		
Note			nodule information and required		
<u> </u>		I			

02-B\ B11-1	WL/VWL: MSc - 1	Text Mining		1 st – 3 rd semester	6 CP	
Cours	20	Text Mining				
Code			L:MSc-B11-1			
	ty / Department /		s Administration / BWL XI – [Data Science and D	initalisation	
Chair		02 / Dusines	3 Administration / DVVE XI — E	dia ocience and b	igitalisation	
	dinator	Prof. Nicolas	s Pröllochs			
	irements	None	7 1 101100110			
Learning Outcomes unde patte interp ability		unde patteinterp	rstanding of methods and algorithms to extract insights and rns from unstructured text data pretation of the outcomes of quantitative text analysis to solve practical problems from text mining and present the			
	se Contents	extratext n	processing, sentiment analysis, and text classification ction of insights from text data using the statistical software R nining for applications in research and practice			
Teach	hing Method	Lecture and				
	Total		180 hours Attendance Preview and review			
Workload (hours)	Course		Attendance			
Worklos (hours)	Lectur		15		30	
Wo (ho	Tutoria		15 90	•	30	
	Independen ssment	In-course as				
Asset	Requirements	III-course as	None			
ut	Type(s) (duration)	1	Presentation (20-30 minutes) and assignment (10-15 pages) (to be announced in initial session)			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment			
Asse	Contribution to final grade		30-70% assignment and 30-70% presentation (to be announced in initial session)			
Frequency Winter seme		ester				
Capa		24				
	hing language	English				
Note		For further n	nodule information and require	ed readings, see St	udIP.	

02-B\	VL: MSc- B12-1		Analysis of Experiments cs and Business Studies	1 st – 3 rd semester	6 CP
Cours	 se	Design and	Analysis of Experiments in Ed	conomics and Busin	ness Studies
Code		02-BWL:MS			
	ty / Department /		s Administration / BWL XII –	Digitalisation, E-Bus	siness and
Chair			Management	J ,	
	dinator	Prof. Jella P			
Requ	irements	None			
Learning Outcomes		ation and interpretation of scientific studies and their insights ally reflect on the conclusions that can be drawn from the studies endent and creative design of studies to verify facts at thinking and methodological competence in statistical edures anging information, ideas, problem areas, and solutions in the being studied with both lay and specialist audiences			
Course Contents		laboraanalysinterp	edures and design of experiments actory, field, online, and virtual reality experiments asis of data with the help of software (SPSS) aretation of results of experimental studies applysiological measurement methods		
Teacl	ning Method	Lecture and			
q	Total		180 hours		
Workload (hours)	Course		Attendance	Preview	and review
Workloa (hours)	Lectur	е	30		60
χ̈́ς	Tutoria	al	30		60
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ənt	Type(s) (duration)		Written examination		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade			100% written examination		
Frequency Winter seme		ester			
Capa		40			
Teacl	ning language	German			
Note		For further n	nodule information and requir	ed readings, see St	udIP.

02-B\	WL: MSc -B12-2	Data Science	ce for Consumer Behavior 1st	– 3 rd semester 6 CP	
Cours		Data Caiana	a far Canaumar Dahayiar		
Cours			e for Consumer Behavior		
Code 02-BWL:MSc-B12-2					
ı	ty / Department /		s Administration / BWL XII – Dig	italisation, E-Business and	
Chair			Management		
	dinator	Prof. Jella P	feiffer		
	irements	None			
Learn	ing Outcomes		to model and analyze consumer		
			standing of the process of data s		
		 applice method 	cation competence in the field of stocks	statistics and machine learning	
			on-making skills		
			to interpret and critically reflect	on data analysis results	
			technical understanding of e-cor		
			ction with experts and layperson		
			em areas, and solutions of the co		
		ability to express and understand in English			
Cours	se Contents		science methods using establishe		
		CRISP-DM			
		modeling of consumer behavior			
		basic programming concepts of statistical software (probably using R)			
		analysis of data from e-/m-/VR-commerce with statistical software			
		eye-tracking			
			visualization and evaluation (probably with R)		
Teach	ning Method	Lecture and		•	
O	Total		180 hours		
oa(s)	Course		Attendance	Preview and review	
ork!	Lectur	e	30	60	
Workload (hours)	Tutoria		30	60	
	ssment	End-of-cours	se assessment		
710001	Requirements	Life of court	None		
	•				
Ħ	Type(s) (duration)		Written examination		
sme	Type of reassessr	nent	Equivalent to type of initial assessment		
Assessment			. , , ,		
e Contribution to final grade		al grade	80% written examination and 20% exercises		
Frequ	iency	Summer ser	mester		
Capa	city	30			
	ning language	English			
Note			nodule information and required i	readings, see StudIP.	
			·		

02-V\	NL: MSc -V1-1	Economics	of Regulation	1 st – 3 rd semester	6 CP	
Course Economics of Regulation						
Code		02-VWL:MS	c-V1-1			
Facu	Faculty / Department / 02 / Economics / VWL I – Industrial Economics, Competition Policy and					
Chair	•	Regulation				
Coor	dinator	Prof. Georg	Götz			
Requ	irements	None				
Learning Outcomes This course deals with network industries and how to regulate them. A focus is laid on the consequences of the asymmetric distribution of information among the agents active in these sectors. Here, one might of product markets characterized by uncertainty about qualities and privile well as labor markets, insurance markets or financial markets. These rare characterized by endogenous information that is generated by som market participants' behavior affecting other market participants' behavior aconsequence, the market mechanism may be distorted or even fail.			ion of one might think es and prices as these markets ed by some onts' behavior. As			
• cost • pricir • regul • rate			duction to the economics of regulation theory (subadditivity etc.) Ing in natural monopoly (Ramsey-Boiteux and peak-load) Ination under asymmetric information with respect to cost and effort of return regulation vs. price-cap regulation ducing competition in network industries			
Teac	hing Method	Lecture and	tutorial			
	Total		180 hours			
Workload (hours)	Course		Attendance	Preview a	and review	
Worklos (hours)	Lectur	·e	30	6	60	
≥ ≷	Tutoria	al	30	(60	
Asse	ssment	In-course as	sessment			
	Requirements	1	None			
t	Type(s) (duration))	Written examination, assignments, active participation		pation	
ssment	Type of reassessr	ment	Equivalent to type of initial assessment			
Asse	Contribution to fin	al grade	80%-90% written examination, 10-20% assignments and active participation			
	uency	Summer ser	mester			
Teac	hing language	English	-			
Note		For further r	nodule information and require	ed readings, see St	udIP.	

02-V\	NL: MSc -V1-2	Industrial O	rganization	1 st – 3 rd semester	6 CP	
Course Industrial Organization						
Code		02-VWL:MS	c-V1-2			
Facul	lty / Department /	02 / Econom	nics / VWL I – Industrial Econ	omics, Competition	Policy and	
Chair		Regulation				
Coord	dinator	Prof. Georg	Götz			
Requ	irements	None				
	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 the are influenced by public policy in general and by the patent system in particular. The course models and evaluates business behaviour from being public policy and a managerial perspective. Course Contents Course Contents Course contents include, for example: • strategic interaction in oligopoly • price discrimination • horizontal and vertical product differentiation • research and development • informative vs. persuasive advertising • cartels and mergers			focus is on differentiation bout the is and how they ystem in		
Teac	hing Method	Lecture and	d information is available fror tutorial			
	Total		180 hours			
loa s)	Course		Attendance	Preview a	and review	
Workload (hours)	Lectur	е	30	(60	
≥ €	Tutoria	al	30	(60	
Asse	ssment	In-course as	sessment	•		
	Requirements		None			
ent	Type(s) (duration)		Written examination (90 minutes), assignments, active participation			
Assessme	Type of reassessr		Equivalent to type of initial assessment			
Contribution to final grade			80%-90% written examination, 10-20% assignments and active participation			
	uency	Winter seme	ester			
Teac	hing language	English				
Note		For further n	nodule information and require	ed readings, see St	udIP.	

02-V\	WL: MSc -V1-3	Economics	of Innovation	1 st – 3 rd semester	6 CP
					1
Cours	se	Economics of			
Code		02-VWL:MS	c-V1-3		
Facul	Ity / Department /	02 / Econom	nics / VWL I – Industrial Econ	omics, Competition	Policy and
Chair	•	Regulation			
Coord	dinator	Prof. Georg	Götz		
Requ	irements	None			
Learning Outcomes Knowledge a economics of evaluation with the economics of economics of evaluation with the economics of evaluation and discip explain a patient and the economics of eco			and understanding of theoretical and applied questions of of innovation. Learning outcomes are as follow: ation, interpretation and application of advanced scientific ledge with regards to new resp. unfamiliar situations in a multiplinary context of to integrate knowledge with other subjects of the course of es with regard to social and ethical aspects endent advanced learning process endent implementation of theoretical and application-oriented cts within the subject nunication of knowledge and intellectual exchange about up-to-topics with experts and non-experts ents include, for example: et structure and incentives for innovation at system, intellectual property and licensing mentation and diffusion of new technologies arch joint ventures ation and growth es of technology ed information is available from the coordinator.		
Teacl	hing Method	Lecture and			
	Total	1	180 hours		
) ad	Course		Attendance	Preview a	and review
rkc Lrs_v	Lectur	е	30	6	60
Workload (hours)	Tutoria	al	30	6	60
Asses	ssment	In-course as	sessment		
	Requirements		None		
Ħ	Type(s) (duration)		Written examination (90 minutes), assignments, active participation		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Asse	Contribution to fin	al grade	80%-90% written examination, 10-20% assignments and active participation		
Frequ	uency	Summer ser			
Teacl	hing language	English			
Note		For further n	nodule information and require	ed readings, see St	udlP.

02-V\	NL: MSc -V2-1	Theory and	Policy of Taxation	1 st – 3 rd semester 6 CP	
			-		
Course Theory and			Policy of Taxation		
Code		02-VWL:MS			
	ty / Department /	02 / Econom	nics / VWL II – Public Finance		
Chair					
	dinator	Prof. Wolfga	ang Scherf		
	irements	None			
Learning Outcomes • e ir • a ir • a ir • a ir • a r Course Contents • ta		in new ability ability ability ability ability resea tax th suppl the G	wand/or multidisciplinary contexts y to structure advanced independent study and learning y to integrate insights with knowledge gained in other modules, ding societal and ethical contexts y to conduct theoretical and applied research in this field y to convey factual knowledge and discuss state-of-the-art earch with both lay and specialist audiences in this field neory (tax fairness, tax incidence, excess burden and efficiency, ly effects, limitations to tax regime) German tax system (income tax, company taxation, consumption property tax, international taxation)		
Topol	hing Mathad	Lecture and		uon)	
	hing Method Total	Lecture and	180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Workloa (hours)	Lectur	Δ	30	60	
& દે	Tutoria		30	60	
ASSE	ssment Requirements	End-oi-cour	se assessment None		
t	Type(s) (duration))	Written examination (90 minutes), assignments, active participation		
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment		
_ `	Contribution to fin		50-100% written examination, 0-50% assignments and active participation (to be announced in initial session)		
Frequ		Winter seme	ester		
Capa		30			
Teac	hing language	German			
Note		For further r	nodule information and requir	ed readings, see StudIP.	

02-V\	WL: MSc -V3-1	Theory of Ir	nternational Trade	1 st – 3 rd semester 6 CP	
		T			
Cours			ternational Trade		
Code		02-VWL:MS			
1	ty / Department /	02 / Econom	nics / VWL III – International Ec	conomics	
Chair					
_	dinator	Prof. Jürgen	Meckl		
	irements	None			
empii theor • ability		empir theore • ability • comp	ced knowledge about theories of international trade and their ical assessments including their methodological, decision etic and mathematical foundations and its historical development to interpret and critically discuss simple models from this field utational skills necessary for handling such models		
Cours	se Contents		alizations of the neoclassical for	,	
			trade in intermediate goods and fragmentation of production		
			 integration of commodity markets and effects on labor markets 		
		 globa 	lization and economic growth		
Teacl	hing Method	Lecture with			
5	Total		180 hours		
oa(Course		Attendance	Preview and review	
Workload (hours)	Lecture		60	120	
Asses	ssment	End-of-cours	rse assessment		
	Requirements		None		
aut	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment		
Ass	Contribution to fin	al grade	100% written examination		
Frequ	Frequency Winter seme		ester		
Teacl	hing language	English			
		nodule information and required	d readings, see StudIP.		

02-00	VL: MSc -V3-2	Trade Polic Movements	y and International Factor	1 st – 3 rd semester	6 CP
Cours		Trada Dalia	, and International Factor Mayo	na a int a	
Code			and International Factor Move	ments	
		02-VWL:MS	c-v <i>3-2</i> nics / VWL III – International Ec		
Chair	ty / Department /	02 / Econon	iics / vvvL iii – international Ec	onomics	
	dinator	Prof. Jürgen	Mook		
			Wecki		
and me its l		 advar and e methodits his ability 	empirics of international factor movements including their odological, decision theoretic and mathematical foundations and storical development y to interpret and critically discuss simple models from this field outational skills necessary for handling such models		
Course Contents			s from trade e policy and market structure cal economy of trade policy or movements and multinational firms		
Teach	ning Method	Lecture and	tutorial		
_	Total		180 hours		
Workload (hours)	Course		Attendance	Preview ar	nd review
높 [Lectur		30	60	
Worklog (hours)	Tutoria	al	30	60)
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ant	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment		
Ass	Contribution to fin	al grade	100% written examination		
Frequ	Frequency Summer sei		nester		
Teach	ning language	English			
Note			nodule information and required	d readings, see Stu	dIP.

02-V\	WL: MSc- V3-3	Summer So	chool in Economics	1 st – 3 rd semester 6 CP	
		T = -			
Cours			mmer School in Economics		
Code		02-VWL:MS			
Facul Chair	ty / Department /	02 / Econom	nics / VWL III – International Eco	onomics	
Coord	dinator	Prof. Jürgen	Meckl		
Requ	irements	None			
Learning Outcomes		empir theore • ability literat • comp • ability appro	nced knowledge about variable (current) economic fields and their rical assessments including their methodological, decision etic and mathematical foundations and its historical development to interpret and critically discuss simple models from relevant ture outational skills necessary for handling such models to formulate, defend and criticize field-specific positions and paches to discuss information, ideas, issues and solutions with both lay specialist audiences in this field		
emp Plea		empiricism a Please take	contents include economics top and / or methods. detailed information on concrete at the attributed course.	,	
Teac	ning Method	Lecture and	tutorial		
_	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
돌	Lectur		24	50	
Workloa (hours)	Semin	ar	26	30	
Asses	ssment	In-course as	ssessment		
	Requirements		None		
 	Type(s) (duration)		Written examinations (examination 1: 45 minutes / examination 2: 60-90 minutes), written assignment (15 pages) and presentation (45 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
		10% written examination 1, 40% written examination 2, 40% written assignment, 10% presentation			
		Summer ser	mester		
Capacity 20					
	ning language	English			
Note F		For further n	nodule information and required	readings, see StudIP.	
		1			

02-V\	WL: MSc -V4-1	Integration	Economics	1 st – 3 rd semester 6 CP	
				·	
Cours	se	Integration Economics			
Code		02-VWL:MS	c-V4-1		
	ty / Department /	02 / Econom	nics / VWL IV – Transition and	d Integration Economics	
Chair					
Coord	dinator	Prof. Matthia	as Göcke		
	irements	None			
Course Contents		explaid proce indepregion formuland dintegr ability referent furthe stage micro histor institute	understanding and own application of economic-theoretical explanatory models related to political and economic integration processes independent critical reflection on specific integration processes and regions (such as European integration) formulation and argumentative defense of the economic advantages and disadvantages of individual integration measures or of different integration strategies ability to exchange ideas about problem areas and solutions with reference to the subject dealt with as well as to independently design further learning processes stages of economic integration micro and macroeconomic effects of integration history of European integration institutions of the European Union economic consequences of European integration		
Teac	ning Method	Lecture and	tary integration in Europe tutorial		
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Workloa (hours)	Lectur	е	30	60	
≥ €	Tutoria		30	60	
Asse	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Ass	Contribution to fin	al grade	100% written examination		
Frequency Su		Summer ser	nester		
Teac	ning language	German			
Note		For further n	nodule information and require	ed readings, see StudIP.	
		<u> </u>			

02-VWL: MSc -V4-2 Transition and Reform Economics 1 st – 3 rd semester 6			- 3 rd semester 6 CP	
Course	Course Transition and Reform Economics			
Code	-	02-VWL:MS		
Faculty Chair	y / Department /		ics / VWL IV – Transition and In	tegration Economics
Coordi	inator	Prof. Matthia	is Göcke	
Requir	rements	None		
	ng Outcomes	 understanding and own application of economic-theoretical explanatory models related to political and economic reform and transformation processes independent critical reflection on concrete economic systems as well as real reform processes, in particular on economic aspects of the political enforceability of reforms formulation and argumentative defense of the advantages and disadvantages of individual economic systems or of different reform strategies ability to exchange ideas about problem areas and solutions with reference to the subject dealt with as well as to independently design further learning processes 		
• c e • tt		market creative econo theory politice imples seque versus the econo	 economy theory of institutional change political-economic restrictions on reforms and methods of political implementation of reform measures sequencing of reforms and transformation strategies (e.g. big bang versus gradualism) the economics of secessions special problems with transformations (e.g. state capture and soft 	
Teachi	ing Method	Lecture and		
	Total		180 hours	
	Course		Attendance	Preview and review
Worklos (hours)	Lectur		30	60
	Tutoria		30	60
Assess		End-of-cours	se assessment	
	Requirements		None	
ent	Type(s) (duration)		Written examination (60-90 minutes)	
Ses	Type of reassessr		Equivalent to type of initial assessment	
			100% written examination	
	Frequency Winter seme		ester	
	Teaching language German			
Note	Note For fu		nodule information and required i	readings, see StudiP.

02-VWL:MSc-V5-1 Financi Macroe			arkets and International omics	1 st – 3 rd semester	6 CP
Cours	se	Financial Ma	arkets and International Macroe	conomics	
Code		02-VWL:MS	c-V5-1		
Facul Chair	ty / Department /	02 / Econom	nics / VWL V – Monetary Econo	omics	
	dinator	Prof. Peter T	- illmann		
Regu	irements	None			
and internation regional communication evaluation in new examination ability examination includes the ability examination ability examination in the ability			of theoretical knowledge and ap- onal macroeconomics resulting opetence (to be specified in initi- ation, interpretation and applical v and/or multidisciplinary context to structure advanced indepen- to integrate insights with know- ing societal and ethical context to conduct theoretical and app- to convey factual knowledge a rch with both lay and specialist	in improved methor al course session): ation of advanced so ats dent study and lead ledge gained in oth s lied research in this nd discuss state-of	cientific insights rning er modules, s field -the-art
Course Contents • c • ir • re			al flows and current accounts be emporal modelling of the current and nominal exchange rates and ange rate models: theory and er	alances it account: theory a d interest rate parity	nd evidence
Teac	hing Method Total	Lecture and	180 hours		
Workload (hours)	Course		Attendance	Preview ar	nd review
충형	Lectur	e	30	60)
≥ €	Tutoria		30	60	
Asse	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (90 minutes)		
Assessmer	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade			100% written examination		
Frequ	uency	Summer ser	nester		
Teac	hing language	English			
Note		For further m	nodule information and required	d readings, see Stu	dIP.

02-VWL: MSc -V5-2		Advanced N	Macroeconomics	3 rd semester	6 CP
Cours			lacroeconomics		
Code		02-VWL:MS			
Facul Chair	ty / Department /	02 / Econom	nics / VWL V – Monetary Eco	onomics	
Coor	dinator	Prof. Peter 7	<u> Fillmann</u>		
Requ	irements	None			
macroecond competence			of theoretical knowledge and applied skills in advanced mics resulting in improved methodological and objective (to be specified in initial course session): ation, interpretation and application of advanced scientific insights and/or multidisciplinary contexts to structure advanced independent study and learning to integrate insights with knowledge gained in other modules, ing societal and ethical contexts to conduct theoretical and applied research in this field to convey factual knowledge and discuss state-of-the-art rich with both lay and specialist audiences in this field		
	se Contents	advarmethonomir	nced theories and problems or ods for solving and simulating nal and financial frictions and ical evidence on macroecond	f business cycles dynamic macroed their consequence	conomic models
Teac	Total	Lecture and	180 hours		
Workload (hours)	Course		Attendance	Preview	v and review
Workloa (hours)	Lectur	·e	30		60
≥૬	Tutoria	al	30		60
Asse	ssment	End-of-cours	se assessment	<u>.</u>	
	Requirements		None		
ment	Type(s) (duration))	Written examination (90 min	utes)	
Assessm	Type of reassessi	ment	Equivalent to type of initial assessment		
Ass	Contribution to fin	al grade	100% written examination		
	iency	Winter seme	ester		
Teac	hing language	English			
Note For fu		For further n	nodule information and requir	ed readings, see S	StudIP.
		I			

economy resulting in improved methodological and object competence (to be specified in initial course session): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • ability to structure advanced independent study and learning • ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • international borrowing and lending of small open economies • asset pricing and risk premia • risk sharing and financial markets • debt and default • financial and currency crises • the international financial architecture Teaching Method Lecture with student presentations Total 180 hours Course Attendance Preview and review Student presentations 20 40 Assessment In-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) and presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade 70% written examination and 30% student presentation Frequency Winter semester Capacity 30 students Teaching language English	02-V\	NL: MSc -V5-3	Risk and th	e Open Economy	1 st - 3 rd semester 6 CP		
Code			1				
Faculty / Department / Chair Chair Prof. Peter Tillmann Requirements To be announced in course notice Learning Outcomes 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): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • ability to structure advanced independent study and learning • ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field Course Contents • international borrowing and lending of small open economies • asset pricing and risk premia • risk sharing and financial markets • debt and default • financial and currency crises • the international financial architecture Teaching Method Lecture with student presentations Total Course Attendance Preview and review Student presentations Assessment In-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) and presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade 70% written examination and 30% student presentation Frequency Winter semester Capacity 30 students Facility Valuents							
Chair Coordinator Coordinator Requirements Learning Outcomes 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): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • ability to structure advanced independent study and learning • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field Course Contents • international borrowing and lending of small open economies • asset pricing and risk premia • risk sharing and financial markets • debt and default • financial and currency crises • the international financial architecture Teaching Method Lecture with student presentations Total Course Attendance Preview and review Assessment In-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) and presentation Type(s) (duration) Written examination and 30% student presentation Frequency Contribution to final grade Frequency Winter semester Capacity 30 students Feglish							
Requirements Learning Outcomes Learning Outcomes 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): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • ability to structure advanced independent study and learning • ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field Course Contents Course Contents • international borrowing and lending of small open economies • asset pricing and risk premia • risk sharing and financial markets • debt and default • financial and currency crises • the international financial architecture Teaching Method Lecture with student presentations Total Course Attendance Attendance Preview and review Assessment In-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) and presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade 70% written examination and 30% student presentation Frequency Winter semester Capacity 30 students Feaching language English			02 / Econom	nics / VWL V – Monetary Eco	onomics		
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): - evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts - ability to structure advanced independent study and learning - ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts - ability to conduct theoretical and applied research in this field - ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field Course Contents - international borrowing and lending of small open economies - asset pricing and risk premia - risk sharing and financial markets - debt and default - financial and currency crises - the international financial architecture Teaching Method - Lecture with student presentations - Total - Course - Attendance - Preview and review - Student presentations - Attendance - Preview and review - Student presentations - None - Type(s) (duration) - Written examination (90 minutes) and presentation - Type of reassessment - Equivalent to type of initial assessment - Contribution to final grade - 70% written examination and 30% student presentation - Type of reassessment - Contribution to final grade - Type of reassessment - Contribution to final grade - Type of reassessment - Contribution to final grade - Type of reassessment - Contribution to final grade - Type of reassessment - Contribution to final grade - Type of reassessment - Contribution to final grade - Type of reassessment - Contribution to final grade - Type of reassessment - Contribution to final grade - Type of reassessment - Contribution to final grade - Type of reassessment - Contribution to final grade - Type of reassessment - Contribution to final grade - Type of reassessment - Contribution to final grade - Type of reassessment - Contribution to final grade - Type of reasse	Coor	dinator	Prof. Peter T	illmann			
economy resulting in improved methodological and object competence (to be specified in initial course session): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • ability to structure advanced independent study and learning • ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • international borrowing and lending of small open economies • asset pricing and risk premia • risk sharing and financial markets • debt and default • financial and currency crises • the international financial architecture Teaching Method Lecture with student presentations Total Course Attendance Preview and review Attendance Preview and review Lecture Student presentations Assessment In-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) and presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade 70% written examination and 30% student presentation Frequency Winter semester Capacity 30 students Feaching language English	Requ	irements	To be annou	inced in course notice			
Teaching Method Lecture with student presentations Total 180 hours Course Attendance Preview and review	Learning Outcomes Acquisition of theoretical knowledge and applied skills in risk and the operation of the economy resulting in improved methodological and object competence (specified in initial course session): • evaluation, interpretation and application of advanced scientific in in new and/or multidisciplinary contexts • ability to structure advanced independent study and learning • ability to integrate insights with knowledge gained in other module including societal and ethical contexts • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field Course Contents • international borrowing and lending of small open economies • asset pricing and risk premia • risk sharing and financial markets • debt and default • financial and currency crises			ication of advanced scientific insights texts endent study and learning owledge gained in other modules, exts pplied research in this field and discuss state-of-the-art list audiences in this field g of small open economies			
Total 180 hours Course Attendance Preview and review Lecture 40 80 Student presentations 20 40 Assessment In-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) and presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade 70% written examination and 30% student presentation Frequency Winter semester Capacity 30 students Teaching language English	Teac	hina Method			uic		
Course Attendance Preview and review Lecture 40 80 Student presentations 20 40 Assessment In-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) and presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade 70% written examination and 30% student presentation Frequency Winter semester Capacity 30 students Teaching language English	1000		Locialo With				
Assessment In-course assessment Requirements None	load s)				Preview and review		
Assessment In-course assessment Requirements None	or S	Lectur	<u></u>	40	80		
Assessment In-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) and presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade 70% written examination and 30% student presentation Frequency Winter semester Capacity 30 students Teaching language English	ڪ ≲ ا	Student prese	entations	20	40		
Requirements Type(s) (duration) Written examination (90 minutes) and presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade Town written examination and 30% student presentation Frequency Winter semester Capacity Teaching language Requirements None None Written examination (90 minutes) and presentation Equivalent to type of initial assessment Winter examination and 30% student presentation Frequency Suppose the properties of the	Asse			sessment			
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 70% written examination and 30% student presentation Frequency Winter semester Capacity 30 students Teaching language English		Requirements		None			
Frequency Winter semester Capacity 30 students Teaching language English	aut .	Type(s) (duration)		Written examination (90 mir	utes) and presentation		
Frequency Winter semester Capacity 30 students Teaching language English	essme	Type of reassessr	ment	Equivalent to type of initial assessment			
Capacity 30 students Teaching language English	Asse	Contribution to fin	al grade	70% written examination and 30% student presentation			
Capacity 30 students Teaching language English	Frequency Winter sem		ester				
	1 /		30 students				
			English				
	Note			nodule information and requi	red readings, see StudIP.		

02-V\	WL: MSc -V6-1	Microecono	omics and Game Theory	1st – 3rd semester 6 CP
Course Microeconomics and Game Theory				
Code		02-VWL:MS		
	ty / Department /		nics / VWL VI – Behavioral an	d Institutional Economics
Chair	•			a mediadenal Economico
	dinator	Prof. Max Al	lbert	
	irements	None		
ir fo • a e		includ found • ability expla	anced knowledge of neoclassical economics and game theory uding its methodological, decision-theoretic and mathematical ndations ity to interpret models from this area and to critically discuss their lanatory value nputational skills necessary for handling such models	
Cours	se Contents	non-ligener	linear optimization and decision theory eral equilibrium theory e theory	
Teac	ning Method	Lecture		
7	Total		180 hours	
) (3)	Course		Attendance	Preview and review
Workload (hours)	Lectur	е	60	120
Asses	ssment	End-of-cours	urse assessment	
	Requirements		None	
int	Type(s) (duration)		Written examination (90 minutes)	
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment	
\mathcal{E} Contribution to final grade 100		100% written examination		
Frequ	iency	Winter seme	ester	
	hing language	German		
Note For further modu		nodule information and requir	ed readings, see StudIP.	

Course	02-VWL: MSc -V6-2		Behavioral	Economics	1 st – 3 rd semester 6 CP	
Code	Cours	se	Behavioral F	Economics		
Faculty / Department / Chair						
Chair					d Institutional Economics	
Requirements None	Chair				a modulational Edditioning	
Learning Outcomes - advanced knowledge of behavioral and experimental economics in contrast to neoclassical economics including their methodological, decision-theoretic and mathematical foundations and their historical development - ability to interpret models from this area and to critically discuss their explanatory value - computational skills necessary for handling such models Course Contents - introduction to behavioural and experimental economics - decision theory: alternative approaches and experimental results - game theory: alternative approaches and experimental results Teaching Method - Lecture - Total - Tota				bert		
contrast to neoclassical economics including their methodological, decision-theoretic and mathematical foundations and their historical development ability to interpret models from this area and to critically discuss their explanatory value computational skills necessary for handling such models Course Contents introduction to behavioural and experimental economics decision theory: alternative approaches and experimental results game theory: alternative approaches and experimental results Teaching Method Lecture Total Course Attendance Preview and review Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade Total Type of reassessment Equivalent to type of initial assessment Frequency Summer semester Teaching language German						
Course Contents introduction to behavioural and experimental economics decision theory: alternative approaches and experimental results game theory: alternative approaches and experimental results Teaching Method Lecture Total Course Attendance Preview and review Assessment Requirements None Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade Teaching language Summer semester Teaching language German	• 6			contrast to neoclassical economics including their methodological, decision-theoretic and mathematical foundations and their historical development ability to interpret models from this area and to critically discuss their explanatory value		
Total 180 hours Course Attendance Preview and review Lecture 60 120 Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% written examination Frequency Summer semester Teaching language German			 introduction to behavioural and experimental economics decision theory: alternative approaches and experimental results 			
Course Attendance Preview and review Lecture 60 120 Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% written examination Frequency Summer semester Teaching language German	Teacl		Lecture			
Lecture 60 120		Total				
Assessment End-of-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% written examination Frequency Summer semester Teaching language German	load 's)	Course		Attendance	Preview and review	
Requirements None Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade Townser semester Teaching language German	Work (hour	Lectur	е	60	120	
Type(s) (duration) Written examination (90 minutes) Type of reassessment Equivalent to type of initial assessment Contribution to final grade Tomorrow Type of reassessment Contribution to final grade Teaching language German	Asses	ssment	End-of-cours	se assessment		
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% written examination Frequency Summer semester Teaching language German		Requirements		None		
Frequency Summer semester Teaching language German	ant	Type(s) (duration))	Written examination (90 minutes)		
Frequency Summer semester Teaching language German	essme	Type of reassessr	ment	Equivalent to type of initial assessment		
Teaching language German	Ass	Contribution to fin	al grade	100% written examination		
Teaching language German	Frequ	iency	Summer ser	nester		
			For further n	nodule information and require	ed readings, see StudIP.	

02-V\ 1	WL/BWL: MSc -St-	Advanced E	Econometrics	1 st – 3 rd semester	6 CP
Course Advanced Econometrics Code 02-VWL/BWL:MSc-St-1 Faculty / Department / 02 / Economics / VWL VII – Statistics and Econometrics Coordinator Prof. Peter Winker Requirements None Learning Outcomes Acquisition of theoretical knowledge and applied seconometrics, resulting in improved methodological specified in initial course session): • evaluation, interpretation and application of in new and/or multidisciplinary contexts • ability to independently structure further lea			Econometrics applied skills in advacted cation of advanced texts rther learning	anced nce (to be scientific insights	
Course Contents • t			to integrate insights with knowledge gained in other modules, rom societal and ethical contexts to carry out theoretical and applied research projects in this field to convey factual knowledge and discuss state-of-the-art with both lay and specialist audiences in this field s of micro econometric analysis ation procedures and tests of hypothesis		
Teac	ning Method	 mode 	odels for panel data odels including discrete variables and bounded dependent variables and tutorial		
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview a	and review
창	Lectur	e	30	(60
کے کے	Tutoria		30		60
Asses	ssment	In-course as		· · · · · · · · · · · · · · · · · · ·	
	Requirements		None		
ent	Type(s) (duration)	ľ	Written examination (90 minutes) and midterm tests (20-30 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
			50-70% written examination and 30-50% midterm tests		
Frequency Winter seme		ester			
Teaching language English					
Note		For further n	nodule information and require	ed readings, see St	udIP.

02-VWL: MSc -St-2			s Econometrics and Based Methods	1 st – 3 rd semester	6 CP
Cour	se	Time Series	Econometrics and Computer B	ased Methods	
Code	!	02-VWL:MS			
Facu Chair	ty / Department /	02 / Econom	nics / VWL VII – Statistics and E	conometrics	
Coor	dinator	Prof. Peter V	Vinker		
Requ	irements	None			
econometri methodolog		econometric methodologi	of theoretical knowledge and applied skills in time series is and computer based methods resulting in improved cal competence (to be specified in initial course session): ation, interpretation and application of advanced scientific insights of and/or multidisciplinary contexts to independently structure further learning to integrate insights with knowledge gained in other modules and societal and ethical contexts to carry out theoretical and applied research projects in this field to convey factual knowledge and discuss state-of-the-art rich with both lay and specialist audiences in this field		
• co • no		compnon-limode	rariate dynamic models uter based methods (e.g. Boots near models Iling of financial market data	trap)	
Teac	hing Method	Lecture and			
	Total		180 hours	1	
Workload (hours)	Course		Attendance	Preview ar	nd review
or local	Lectur	е	30	60)
≥ ∈	Tutoria	al	30	60)
Asse	ssment	In-course as	sessment		
	Requirements		None		
Ħ	Type(s) (duration)) 	Written examination (60-90 minutes), project assignment and presentation		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
		30% written examination, 20% presentation and 50% project assignment			
Frequency Summer ser		mester			
Capa	city	25 students			
Teac	hing language	German			
Note		For further n	nodule information and required	readings, see Stu	dIP.
		1	·		

02-VV	WL: MSc -V8-1	Global Heal	th Economics and Policy	1 st – 3 rd semester 6 CP	
Cours			h Economics and Policy		
Code		02-VWL:MS			
	ty / Department /	02 / General	Economics / VWL VIII – Hea	Ith Economics	
Chair					
	dinator	Prof. Christia	an Gissel		
	irements	None			
Learn	ing Outcomes		ledge and systematic underst		
				luding an international perspective	
			ecent developments.		
Cours	se Contents		tive systems and price regular		
			ation, digitalization, mobile he		
			 impact of globalization and networking in public health advanced methods of health economics 		
Toool	ning Mathad	Lecture and		ornics	
Teaching Method Lecture and Total			180 hours		
	Course		Attendance	Preview and review	
0ac	Course		Attendance	Fleview and leview	
Workload (hours)	Lectur	<u>е</u>	30	60	
ا کے خ	Tutoria		30	60	
Asses	ssment	End-of-cours	se assessment		
	Requirements	1	None		
	Type(s) (duration))	Written examination (90 minutes)		
ent			,		
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment		
ses					
Ass	Contribution to fin	al grade	100% written examination		
Frequ	Frequency Irregular				
	ning language	German			
Note			nodule information and require	ed readings, see StudIP.	
			·	-	

Course	02-VWL: MSc -V9-1		Economics	of Digitalisation	1 st – 3 rd semester 6 CP	
Code						
Faculty / Department / Chair O2 / General Economics / WWL IX – Economics of Digitalisation Chair Prof. Irene Bertschek Requirements None - ability to describe and understand digitalization and its impact on economic processes - knowledge about theoretical concepts as well as empirical approaches to measure digitalization and to analyze its economic impact. - ability to describe, interpret and assess empirical results - ability to critically discuss the economic and social consequences of digitalization - ability to critically discuss the economic and social consequences of digitalization - ability to critically discuss the economic and social consequences of digitalization - ability to critically discuss the economic and social consequences of digitalization on firms - impact of digitalization on firms - impact of digitalization on employees - digital markets and platforms - ability to describe and tutorial						
Chair Coordinator Prof. Irene Bertschek						
Coordinator Prof. Irene Bertschek Requirements None			02 / General	Economics / VWL IX – Econ	omics of Digitalisation	
Requirements None						
Learning Outcomes - ability to describe and understand digitalization and its impact on economic processes - knowledge about theoretical concepts as well as empirical approaches to measure digitalization and to analyze its economic impact ability to describe, interpret and assess empirical results - ability to describe, interpret and assess empirical results - ability to critically discuss the economic and social consequences of digitalization Course Contents - information and communication technologies (ICT) as general purpose technologies - impact of digitalization on firms - impact of digitalization on employees - digital markets and platforms Teaching Method - Lecture and tutorial - Total - Course - Attendance - Preview and review Attendance - Preview and review Attendance - Preview and review Tutorial - 30 - 60 - 60 - Assessment - In-course assessment - Requirements - None - Type(s) (duration) - Written examination (90 minutes) and written assignment including presentation - Type of reassessment - Equivalent to type of initial assessment - Contribution to final grade - Go-70% written examination, 30-40% written assignment - Frequency - Irregular - Teaching language - English				Bertschek		
economic processes knowledge about theoretical concepts as well as empirical approaches to measure digitalization and to analyze its economic impact. ability to describe, interpret and assess empirical results ability to describe, interpret and assess empirical results ability to critically discuss the economic and social consequences of digitalization Course Contents information and communication technologies (ICT) as general purpose technologies impact of digitalization on firms impact of digitalization on employees digital markets and platforms Teaching Method Lecture and tutorial Total Course Attendance Preview and review Attendance Preview and review Lecture 30 60 Assessment In-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) and written assignment including presentation Type of reassessment Equivalent to type of initial assessment Frequency Irregular Teaching language English						
technologies	ecor • knov to m • abili • abili		econd • knowl to me • ability • ability digita	emic processes ledge about theoretical concepts as well as empirical approaches asure digitalization and to analyze its economic impact. To describe, interpret and assess empirical results To critically discuss the economic and social consequences of lization		
Teaching Method Lecture and tutorial Total 180 hours Course Attendance Preview and review Lecture 30 60 Tutorial 30 60 Assessment In-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) and written assignment including presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade 60-70% written examination, 30-40% written assignment Frequency Irregular Teaching language English	tec imp imp		techn impac impac	nologies ct of digitalization on firms ct of digitalization on employees		
Total 180 hours Course Attendance Preview and review Lecture 30 60 Tutorial 30 60 Assessment In-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) and written assignment including presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade 60-70% written examination, 30-40% written assignment Frequency Irregular Teaching language English	Teacl	nina Method				
Lecture 30 60 Tutorial 30 60 Assessment In-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) and written assignment including presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade 60-70% written examination, 30-40% written assignment Frequency Irregular Teaching language English			•	180 hours		
Assessment In-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) and written assignment including presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade 60-70% written examination, 30-40% written assignment Frequency Irregular Teaching language English	load 's)	Course		Attendance	Preview and review	
Assessment In-course assessment Requirements None Type(s) (duration) Written examination (90 minutes) and written assignment including presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade 60-70% written examination, 30-40% written assignment Frequency Irregular Teaching language English	S I	Lectur	е	30	60	
Requirements None Type(s) (duration) Written examination (90 minutes) and written assignment including presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade Frequency Irregular Teaching language English	≥ €	Tutoria	al	30	60	
Type(s) (duration) Written examination (90 minutes) and written assignment including presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade Frequency Irregular Teaching language English	Asses		In-course as	sessment		
including presentation Type of reassessment Equivalent to type of initial assessment Contribution to final grade 60-70% written examination, 30-40% written assignment Frequency Irregular Teaching language English		Requirements		None		
Frequency Irregular Teaching language English	ent	Type(s) (duration)				
Frequency Irregular Teaching language English	essm	Type of reassessr	nent			
Teaching language English	Ass	Contribution to fin	al grade	60-70% written examination, 30-40% written assignment		
		Frequency Irregular				
Note For further module information and required readings, see StudIP.		ning language		-		
	Note		For further n	nodule information and requir	ed readings, see StudIP.	

02-Q: MSc -Englisch-2		Business Ethics		1 st – 3 rd semester 6 CP		
Cours		Business Et	hian			
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 pre-intermediate (B1 CEFR) level				
Learning Outcomes		 ability to view business actions as embedded into broader, normative ethical contexts self-critical review of one's own management role improved critical thinking and socio-emotional skills improved rhetorical and argumentative skills in English 				
Course Contents		formulating, applying and critically evaluating essential normative ethical theories, concepts and principles with reference to management practice				
Teach	ning Method	Seminar				
	Total		180 hours			
Workload (hours)	Course		Attendance	Preview and review		
Workloa (hours)	Seminar		45	90		
≥ €	Independent study		15	30		
Assessment		In-course assessment				
Assessment	Requirements		Regular attendance and active participation			
	Type(s) (duration)		Written assessment (90-135 minutes) and student presentation (20 minutes)			
	Type of reassessment		Equivalent to type of initial assessment			
	Contribution to final grade		60% written assessment, 40% presentation			
Frequency		Winter semester				
Capacity		20				
Teaching language		English				
Note		For further module information and required readings, see StudIP.				

02-Q: MSc -Englisch-3		Rhetoric for Managers		1 st – 3 rd semester 6 CP			
Course		Photorio for Managara					
Code		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 pre-intermediate (B1 CEFR) level					
Learning Outcomes		ability to view business actions as embedded into broader					
		communicative contexts					
		ability to tailor one's own communicative action to rhetorical requirements					
		improved critical thinking and communicative competence					
		improved rhiteal thinking and communicative competence improved rhetorical and argumentative skills in English					
Cours	se Contents	formulating, applying and critically evaluating essential theories,					
Course Contents		concepts and principles of classical rhetoric with reference to					
		management practice					
Teacl	ning Method	Seminar					
	Total		180 hours				
Workload (hours)	Course		Attendance	Preview and review			
Worklos (hours)	Semina	ar	45	90			
≥ ∈	Independent study		15	30			
Assessment		In-course assessment					
Assessment	Requirements	,	Regular attendance and active participation				
	Type(s) (duration)		Project assignment, paper and active participation				
	Type of reassessment		Equivalent to type of initial assessment				
	Contribution to final grade		50% written assessment, 50% oral assessment				
Frequency		Winter semester					
Capacity		20					
Teaching language		English					
Note		For further module information and required readings, see StudIP.					

Additional courses (for subsidiary students)

02-Wiwi:NF-VWL-1		on to Economics / omics for subsidiary	1 st semester (for subsidiary students)	6 CP		
Caura	Introduction	to Conomica / Microscopomi	aa far aubaidiam, atu	donto		
		n to Economics / Microeconomics for subsidiary students				
Code	02-Wiwi:NF		l luta anation Cooper	-:		
Faculty / Department / Chair	02 / Economics / VWL IV – Transition and Integration Economics					
Coordinator		Prof. Matthias Göcke				
Recommended prior	None	None				
coursework						
Learning Outcomes	 Knowledge and systematic reproduction of fundamental economics Understanding for lines of economic reasoning (Practical) implementation of first calculations and evaluations of questions of economic theory and policy This lecture is the basis for other courses of the department that can be chosen as subsidiary. 					
Course Contents	The complete explained. The presentation nism in mare being dealt politics. Mare plained as with addition the More details.	The complexity of the market and price system of an economy is being explained. The microeconomic view of an economic system is based on the presentation of consumer and producer's decisions and of the price mechanism in markets for goods and factors. Allocation efficiency on markets is being dealt with and combined with distribution problems in theory and politics. Market failures (externalities, public goods) are theoretically explained as well as political consequences in the field of environmental policy. In addition to the lecture, exercise classes to prepare for exam are offered. More detailed information is available via coordinator's notices and announcements.				
Teaching Method	Lecture and	ecture and tutorial				
Assessment	In-course a	ssessment				
Total		180 hours	nours			
Of which		Lecture	Tutorial			
⊈ A Course						
ဥ Aa Attendance		30	30			
A Course Aa Attendance Ab Preview and	review, in-	45	45			
	ent					
© course assessm B Independent s C End-of-course	tudy					
O Liid-oi-codisc	assessment	30				
Requirements		None				
⊤ype(s) (duration)	າ)	Written examination (60-90 minutes)				
Type(s) (duration Type of alternation assessment Type of reassess Contribution to fi	ve					
assessment						
Type of reassess	sment	Equivalent to type of initial assessment				
Contribution to fi	nal grade	100% examination				
Frequency Summer sen		nester				
Teaching Language German						
		module information and required readings, see StudIP				