



Courses in English, Winter 2019/20

at the School of Business and Economics,
Westfälische Wilhelms-Universität Münster

As of October 07, 2019
Changes/Updates may occur!

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Bachelor:

Business:

INTOP Business Simulation (English) (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Watrin

Link: <https://www.wiwi.uni-muenster.de/iub/de/studium/lehrveranstaltungen/lehrveranstaltungen-im-ws-20192020/intop-im-ws-20192020>

Module Title english:		International Operation Simulation			
Course Program:					
1	Module No: BWL	State: Compulsory	Language of Instruction: English		
2	Turn: each semester	Duration: 1 semester	Semester: 5 or 6	CP: 6	Workload (h): 180
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH) Self-Study (h)
	1	Seminar	INTOP Business Simulation	Compulsory	60 h (4 CH) 120
Module Contents:					
Background and relations to other courses:		In this seminar students have to apply the theoretical knowledge that they have gained during their Bachelor's degree or in the previous semesters to solve practical problems.			
Main topics and learning objectives:		INTOP (International Operations Simulation) is the first major business simulation to deal with the specific problems of multinational companies and worldwide business operations. INTOP derives its special significance from the fact, that the international market became an increasingly vital element of the business environment. INTOP simulates a supply oligopoly with a polyplistic demand structure. Because the participants, functioning as the executive boards of different publicly listed INTOP IV-companies, have the shareholders' capital at their disposal, they have to consider the interests of their investors when establishing a set of objectives. Therefore, the participants have the task to maximize their companies' cumulative profit under the constraint of a minimum equity ratio through the adjustment of decisions in the different company divisions. To take part in INTOP, interested students have to overcome an election process. Based on the written applications' evaluations 20-30 students will be elected. Selection criteria are high marks in former exams and an adequate knowledge achieved during previous education. The particular advantage of INTOP is the interdisciplinary aspect of the simulation: The decision-making process requires a number of truly			

	<p>entrepreneurial, strategic decisions relating to business objectives and operating principles. By providing the participants with a comprehensive set of given data, the business simulation emphasizes strategy, tactics and operational problems. With INTOP, the students have to determine the business size, target markets, marketing and production programs as well as the investment and finance policies and the company's organization. The major objective of INTOP is to enhance the understanding of problems of international business operations in general and of multinational enterprises in particular. The simulation is structured to provide training and education in both the fields of "general business administration" and "international management". In order to solve international entrepreneurial problems, the high level of realism of the simulation requires an advanced degree of analytical thinking, conceptual abilities and imagination.</p>												
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5	<p>Learning outcomes:</p> <p>Academic:</p> <p>The INTOP business simulation has various objectives: The participants must determine financial objectives, formulate accompanying strategies and make decisions each quarter according to their long-term strategy. The participants learn to establish the relationship between the decisions and their consequences and new decisions. The learning-by-doing-effect enables the participants to apply their prior knowledge.</p> <ul style="list-style-type: none"> • The students are encouraged to reduce the time for making decisions which helps to focus on the most relevant decision criteria. • Based on experience made throughout the course of the simulation, the students learn to judge the importance of relevant economic instruments. • In order to solve international entrepreneurial problems, the high level of realism of the simulation requires an advanced degree of analytical thinking, conceptual abilities and imagination. • Inside the group assignment, the students should demonstrate the ability to productively work in groups and their ability to coordinate with peers. <p>Soft skills:</p> <p>Students learn to solve complex problems in a team. They achieve advanced communication, presentation and conflict resolution skills.</p>												
6	<p>Description of possible electives within the modules:</p> <p>none</p>												
7	<p>Examination: Examinations for every part of the module</p>												

	Relevant Work:		
8	No	Number and Type; Connection to Course	Duration
	1	Term paper	8 - 10 pages
	2	paper on management decisions in business simulation INTOP	maximum 15 pages
	3	Presentation and discussion of thesis	0 min. & 25 min. discussion
9	Study Work:		
10	No	Number and Type; Connection to Course	Duration
	1	none	
11	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.		
	CP Assignment:		
	Presence	No 1	2.00 CP
		No 1	1.50 CP
12	Relevant Work		
		No 2	1.50 CP
		No 3	1.00 CP
	Study Work	No 1	-
	Total		6 CP
13	Weight of the module grade for the overall grade: 5% (6 of 120 CP)		
14	Module Prerequisites: The number of participants of the course "INTOP" can be restricted.		
	Presence: Presence is strongly recommended to warrant learning success		
15	Mobility/Acknowledgement:		
	Use of the module for other course programs	Master Business Administration	
	Module Title english	International Operation Simulation	
	English translation of module components from section 3	No 1: INTOP Business Simulation	
16	Responsible Lecturer: Professor Dr. Christoph Watrin		Department: University of Münster, School of Business

		and Economics
17	Misc.:	

Business Analysis (3 ECTS)

Term 1

Lecturer: Prof. Dr. Kajüter

This lecture is part of Advanced Controlling.

Link: <https://www.wiwi.uni-muenster.de/iur/de/lehre/lehrprogramm-ws-1920>

	Module Title english:	Advanced Accounting				
	Course Program:					
1	Module No: BWL	State: Elective	Language of Instruction: German, partly English			
2	Turn: each winter semester	Duration: 1 semester	Semester: 5 or 6	CP: 6	Workload (h): 180	
	Module Structure:					
3	No	Type	Course	State	Workload (h)	
					Presence (h + CH)	
	1	Lecture/ Exercise	Advanced Financial Accounting (german)	Compulsory	30 h (2 CH)	
	2	Lecture/ Exercise	Business Analysis	Compulsory	30 h (2 CH)	
	Module Contents:					
4	Background and relations to other courses: Advanced Financial Accounting: Companies are often subject to complex organizational structures. Therefore the individual financial statements of the companies involved are not informative for potential investors who conclusively request a consolidated financial statement to obtain a true and fair view on the group as a whole. Students in this course will learn how to prepare these requested consolidated financial statements in accordance with HGB (German-GAAP) as well as with the International Financial Reporting Standards (IFRS). Furthermore they will gain basic knowledge on IFRS. Knowledge in financial accounting is a prerequisite for this course. Business Analysis: This class incorporates two elements: Financial Statement Analysis on the one hand and Managerial Accounting on the other hand. Financial Statement Analysis is one of the most important valuation methods for companies performed not only by investors but also by internal managers to gain a deep understanding of the current economic situation the considered company faces. Therefore it is important to provide students with a profound understanding of the related techniques and interpretation guidelines. Beyond financial accounting, the students shall deepen their knowledge in managerial accounting and recognize connections between financial and managerial accounting. For this course basic knowledge in accounting is required.					
	Main topics and learning objectives: Advanced Financial Accounting: This lecture focuses mainly on consolidated financial statements prepared under HGB (German-GAAP) and IFRS. Therefore students will learn the basics and					

fundamentals of consolidated financial statements accompanied by several consolidation techniques like the purchase method, the proportional consolidation and the equity method. These techniques are trained on the basis of practical examples. Moreover legal requirements together with the preparation of consolidated financial statements will be covered as well as the scope of consolidated financial statements. Furthermore, specific questions with regard to consolidated financial statement like deferred taxes will be emphasized. Additionally, students will get a first overview about the International Financial Reporting Standards and about auditing. By the end of the class students should have gained a deeper knowledge on consolidation, be able to consolidate on their own and understand related problems corporations and audit firms face in their daily work. This course is intended to be a lecture and, as such, the primary responsibility for learning will rest with the students. There will be examples to explain how to apply theory in "real" life. The objective is to develop a working knowledge of the basic principles of IFRS and consolidated financial statements (IFRS and HGB) in order to be able to adopt this knowledge to concrete accounting situations as they apply to corporations and audit firms. Background information in form of additional reading material will be provided. The quality of students learning experience will depend on the extent of their motivation, initiative, preparation for class, and attention during class. The instructor's role will be to support the learning experience by providing a course structure, course materials, and lectures.

Business Analysis: Referring to Financial Statement Analysis this course will enable students to understand how economic situations and management decisions can influence the company's performance correlated with the impact on key ratios and the related interpretations. By the end of this course, it is expected that students are able to analyse companies on their own resulting in reasoned and founded investment decisions. Referring to Managerial Accounting this course is to develop a deepened understanding of financial and managerial accounting as well as their interrelations. Unlike in Anglophone countries, financial and managerial accounting are distinctive in Germany. This course is intended to be a lecture and, as such, the primary responsibility for learning will rest with the students. There will be examples to explain how to apply theory in "real" life. The objective is to develop a working knowledge of financial statement analysis and managerial accounting in order to be able to adopt this knowledge to concrete "real" life situations as they apply to corporations. Background information in form of additional reading material will be provided. The quality of students learning experience will depend on the extent of their motivation, initiative, preparation for class, and attention during class. The instructor's role will be to support the learning experience by providing a course structure, course materials, and lectures.

Learning outcomes:

Academic:

After the successful completion of the module, students have developed a comprehensive knowledge of accounting principles for consolidated financial statements under German GAAP. Furthermore, they have demonstrate the ability to analyse and interpret the economic situation of a company, compare and rank companies depending on their financial performance,

- to condense different ratios and information to an overall investment decision,
- to apply the technical ratios to individual cases.

5

Referring to Managerial Accounting students have developed comprehensive knowledge in accounting and controlling. Moreover, they are able to explain relationships between external and internal accounting.

Soft skills:

After the successful completion of the module, students are able to analyze sound theoretical issues as well as to identify practical problem areas and solve them adequately.

6

Description of possible electives within the modules:

none

7

Examination: Examinations for every part of the module

	Relevant Work:					
8	No	Number and Type; Connection to Course	Duration	Part of final mark in %		
	1	Written Exam Advanced Financial Accounting (No. 1)	60 min.	50 %		
	2	Written Exam Business Analysis (No. 2)	60 min.	50 %		
9	Study Work: none					
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.					
	CP Assignment:					
11	Presence	No 1	1.00 CP			
		No 2	1.00 CP			
	Relevant Work	No 1	2.00 CP			
		No 2	2.00 CP			
	Total		6 CP			
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)					
13	Module Prerequisites: Recommended: Knowledge based on the modules Financial Accounting/Taxation and Controlling					
14	Presence: Presence is strongly recommended to warrant learning success					
	Mobility/Acknowledgement:					
15	Use of the module for other course programs	Bachelor Business Administration, Bachelor Economics, Bachelor Information Systems				
	Module Title english	Advanced Accounting				
	English translation of module components from section 3	No 1: Advanced Financial Accounting				
		No 2: Business Analysis				
16	Responsible Lecturer: Professor Dr. Peter Kajüter, Prof. Dr. Hans-Jürgen Kirsch		Department: School of Business and Economics			
17	Misc.:					

International Financial Management (6 ECTS)

Term 1

Lecturer: Prof. Dr. Guenster

Link: <https://www.wiwi.uni-muenster.de/fcm/de/das-fcm/pifm/lehrveranstaltungen>

Module Title english:		International Financial Management			
Course Program:					
1	Module No: BWL	State: Elective	Language of Instruction: English		
2	Turn: each winter semester	Duration: 1 semester	Semester: 5 or 6	CP: 6	Workload (h): 180
3	Module Structure:				
	No	Type	Course	State	Workload (h)
	1	Lecture	International Financial Management	Compulsory	30 h (2 CH) 90
	2	Exercise	Tutorial on International Financial Management	Compulsory	15 h (1 CH) 45
4	Module Contents: Background and relations to other courses: The module “International Financial Management” adds an international, multi-country perspective to the modules “Finance” and “Governance and Management”. While these module largely deal with a single-country setting, the module “International Financial Management” focuses on complexities that specifically arise in cross-border financial and managerial decision making.				
	Main topics and learning objectives: The module “International Financial Management“ discusses relevant topics for the management of international and multinational enterprises. It covers classical topics in International Finance such as exchange rates and currency markets, derivatives and hedging, valuation of multinational firms, and international portfolio management and asset pricing. Further, this module provides first insights as to how differences in institutional arrangements and cultural norms affect financial decision making and shareholder value across countries.				
5	Learning outcomes: Academic: In this module, students obtain the basic knowledge needed to act successfully as managers and investors in a global economy. To this end, they obtain three core competencies. First, after successfully completing this module, students have a profound understanding of the functioning of international financial markets. Second, they understand how and why countries differ in their institutional settings. Third, students can apply this knowledge in cross-border operating, financing,				

	and investment decisions.													
6	Description of possible electives within the modules: none													
7	Examination: Final Module Exam													
8	Relevant Work: <table border="1"> <thead> <tr> <th>No</th> <th>Number and Type; Connection to Course</th> <th>Duration</th> <th>Part of final mark in %</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Final written exam</td> <td>120 min.</td> <td>100 %</td> </tr> </tbody> </table>			No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Final written exam	120 min.	100 %			
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9	Study Work: none													
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.													
11	CP Assignment: <table border="1"> <tr> <td rowspan="2">Presence</td> <td>No 1</td> <td>1.00 CP</td> </tr> <tr> <td>No 2</td> <td>0.50 CP</td> </tr> <tr> <td>Relevant Work</td> <td>No 1</td> <td>4.50 CP</td> </tr> <tr> <td>Total</td> <td></td> <td>6 CP</td> </tr> </table>			Presence	No 1	1.00 CP	No 2	0.50 CP	Relevant Work	No 1	4.50 CP	Total		6 CP
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Total		6 CP												
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)													
13	Module Prerequisites: Recommended: Module Corporate Finance													
14	Presence: Presence is strongly recommended to warrant learning success													
15	Mobility/Acknowledgement: <table border="1"> <tr> <td>Use of the module for other course programs</td> <td>Bachelor Business Administration, Bachelor Economics</td> </tr> <tr> <td>Module Title english</td> <td>International Financial Management</td> </tr> <tr> <td>English translation of module components from section 3</td> <td>No 1: International Financial Management No 2: Tutorial on International Financial Management</td> </tr> </table>			Use of the module for other course programs	Bachelor Business Administration, Bachelor Economics	Module Title english	International Financial Management	English translation of module components from section 3	No 1: International Financial Management No 2: Tutorial on International Financial Management					
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16	Responsible Lecturer: Professor Nadja Guenster	Department: School of Business and Economics												
17	Misc.:													

Business Cooperation: Governance (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Theurl

Link: <http://www.wiwi.uni-muenster.de/o6/nd/studium/lehrveranstaltungen/uebersicht/>

Module Title english:		Business Cooperation: Governance								
Course Program:										
1	Module No: BWL	State: Compulsory	Language of Instruction: German or English							
2	Turn: each winter semester	Duration: 1 semester	Semester: 6	CP: 6	Workload (h): 180					
3	Module Structure:									
	No	Type	Course	State	Workload (h)					
					Presence (h + CH)					
	1	Lecture	Business Cooperation: Governance	Elective	45 h (3 CH) 75					
	2	Exercise	Tutorial on Business Cooperation: Governance	Elective	15 h (1 CH) 45					
	3	Lecture	Business Cooperation: Governance (english)	Elective	45 h (3 CH) 75					
4	4	Exercise	Tutorial on Business Cooperation: Governance (english)	Elective	15 h (1 CH) 45					
	Module Contents:									
Background and relations to other courses:										
Modern information and communication technologies enable enterprises to create an increasing part of their output in co-operation with other enterprises. They are developing strategic alliances, joint ventures, long-term contractual arrangements, co-operatives or mutuals and a lot of other co-operative forms of business. Although business co-operation has a long tradition, it has not been in the focus of economics until recently. The module Business Cooperation: Governance deals with theories, which are also presented in other modules, as the theory in institutional economics (Mikroökonomie III). Furthermore business cooperation's are connected with some parts of marketing, innovation management, competition policy and game theory. In the modul Business Cooperation: Current Cases students apply their knowledge in a thesis analyzing a current case. The module Business Cooperation: Management can complement the module Business Corporation: Governance. Furthermore there are guest lectures presented by different companies with the objective of giving students an insight into practical work.										
Main topics and learning objectives:										
The lecture and its including exercises aim to introduce students to the new world of business co-										

	<p>operation. They provide students with the unique opportunity to learn why co-operation gains relevance in business, which economic factors determine business co-operation and which types of co-operation can be distinguished. They will provide criteria, when and how to form an alliance and what peculiarities have to be taken into account. Furthermore there are guest lectures presented by different companies with the objective of giving students an insight into practical work.</p>										
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5	<p>Learning outcomes:</p> <p>Academic: The students will achieve content-related competences of different types of co-operation and their advantages and disadvantages, of theoretical concepts for analyzing co-operative arrangements, of factors that shape co-operation and should demonstrate the ability, to apply this knowledge to examples, to give reasons for the selection of a special type of co-operation, to assess an economic situation and recommend a type of co-operation.</p> <p>Soft skills: In this module, students learn particularly the analysis of complex economic circumstances with multiple factors as well as abstract and lateral thinking. In the exercises, the practical solution competence for applied problems is encouraged. The self-responsible preparation of the exercises supports students in their development of an autonomous approach to problem solving. Additionally, the content of the course is applied in a real life context. For this purpose and throughout the course, specific case studies are referred to, so that students gain an understanding of the reasons and goals of recent cooperations, as well as their good governance. The module is available both in English and German language, which facilitates the students' improvement in a foreign language.</p>										
6	<p>Description of possible electives within the modules: Either the german course/exercise (No. 1 + No. 2) or the english course/exercise (No. 1 + No. 2) have to be absolved.</p>										
7	<p>Examination: Final Module Exam</p>										
8	<p>Relevant Work:</p> <table border="1"> <thead> <tr> <th>No</th><th>Number and Type; Connection to Course</th><th>Duration</th><th>Part of final mark in %</th></tr> </thead> <tbody> <tr> <td>1</td><td>Final written exam (German or English, depending on chosen lecture)</td><td>120 min.</td><td>100 %</td></tr> </tbody> </table>	No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Final written exam (German or English, depending on chosen lecture)	120 min.	100 %		
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9	Study Work: none																			
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.																			
11	CP Assignment: <table border="1"> <tr> <td>Presence</td><td>No 1</td><td>1.50 CP</td></tr> <tr> <td></td><td>No 2</td><td>0.50 CP</td></tr> <tr> <td></td><td>No 3</td><td>1.50 CP</td></tr> <tr> <td></td><td>No 4</td><td>0.50 CP</td></tr> <tr> <td>Relevant Work</td><td>No 1</td><td>4.00 CP</td></tr> <tr> <td>Total</td><td></td><td>8 CP</td></tr> </table>		Presence	No 1	1.50 CP		No 2	0.50 CP		No 3	1.50 CP		No 4	0.50 CP	Relevant Work	No 1	4.00 CP	Total		8 CP
Presence	No 1	1.50 CP																		
	No 2	0.50 CP																		
	No 3	1.50 CP																		
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Relevant Work	No 1	4.00 CP																		
Total		8 CP																		
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)																			
13	Module Prerequisites: none																			
14	Presence: Presence is strongly recommended to warrant learning success.																			
15	Mobility/Acknowledgement: <table border="1"> <tr> <td>Use of the module for other course programs</td><td>Bachelor Business Administration, Bachelor Economics, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Economics, Bachelor Mathematics, Bachelor Geography</td></tr> <tr> <td>Module Title english</td><td>Business Cooperation: Governance</td></tr> <tr> <td>English translation of module components from section 3</td><td> No 1: Business Cooperation: Governance No 2: Tutorial on Business Cooperation: Governance No 3: Business Cooperation: Governance (english) No 4: Tutorial on Business Cooperation: Governance (english) </td></tr> </table>		Use of the module for other course programs	Bachelor Business Administration, Bachelor Economics, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Economics, Bachelor Mathematics, Bachelor Geography	Module Title english	Business Cooperation: Governance	English translation of module components from section 3	No 1: Business Cooperation: Governance No 2: Tutorial on Business Cooperation: Governance No 3: Business Cooperation: Governance (english) No 4: Tutorial on Business Cooperation: Governance (english)												
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16	Responsible Lecturer: Prof. Dr. Theresia Theurl	Department: School of Business and Economics																		
17	Misc.:																			

Business Skills (3 ECTS) (each course can be taken separately)

Business English

Partly in German (translations etc.)

Term 1+2

Lecturer: John Gallagher

Link: <https://studium.uni-muenster.de/qisserver/rds?state=verpublish&status=init&vmfile=no&publishid=296428&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung>

Business French

Partly in German (translations etc.)

Term 1+2

Lecturer: John Desmond Gallagher

Please note: the number of participants for this course is limited, a registration in advance is necessary

Link: <https://studium.uni-muenster.de/qisserver/rds?state=verpublish&status=init&vmfile=no&publishid=296393&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung>

Developing Negotiation Skills (3 ECTS)

Term 1+2

Lecturer: Henning Höber

Link: <https://www.wiwi.uni-muenster.de/iur/lehre>

Management-Training mit Planspiel „OPEX“ (3 ECTS)

Term 2

Lecturer: Prof. Dr. Dr. Baetge

Link: <https://studium.uni-muenster.de/qisserver/rds?state=verpublish&status=init&vmfile=no&publishid=301112&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung>

Presentation and Communication (3 ECTS)

Term 1+2

Lecturer: Dr. Bloch

Link: <https://www.wiwi.uni-muenster.de/iur/lehre>

Scotiabank International Case Competition (SICC) (3 ECTS)

*Canada

Lecturer: Prof. Dr. Berens

Link: <https://studium.uni-muenster.de/qisserver/rds?state=verpublish&status=init&vmfile=no&publishid=296356&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung>

Businesssimulation TOPSIM (3 ECTS)

Term 1+2

Lecturer: Prof. Kajüter

Link: <https://www.wiwi.uni-muenster.de/iur/lehre>

Business and Intercultural Communication (3 ECTS)

Term 1+2

Lecturer: Hugo van Bremen

Link: <https://www.wiwi.uni-muenster.de/iub/de/studium/lehrveranstaltungen/lehrveranstaltungen-im-ws-20192020/business-intercultural-communication>

Module Title english:		Business Skills			
Course Program:		Master Exchange Master Austausch Master			
1	Module No: BWL	State: Compulsory	Language of Instruction: German or English		
2	Turn: each semester	Duration: 2 semesters	Semester: 1	CP: 9	Workload (h): 270
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH)
	1	Lecture	Business Languages	Compulsory	30 h (2 CH)
	2	Seminar	Business Skills I	Compulsory	30 h (2 CH)
4	3	Seminar	Business Skills II	Compulsory	60
	Module Contents: Main topics and learning objectives:				

	In this module knowledge in business languages and business skills relevant for the work in a company will be gained. As business languages can be chosen: English, Spanish, and French. Alternatively there is the possibility to absolve a basic course in Chinese with 4 h per week (instead of 2 h). In Business Skills I and II valuable personal skills for business practices, like presentation techniques, working in team, and problem-solving. The offer is always changing, therefore only course examples can be given, like Business Simulation Game COMPEX, Personality and Social Competence or scientific working.																		
5	<p>Learning outcomes:</p> <p>Academic: After completion of the language courses students have sound knowledge in the relevant business language and the necessary vocabulary. Alternatively students gain basic knowledge in Chinese.</p> <p>Soft skills: Students improve their self-, social- and technical-competence by understanding and applying the themes communication, presentation techniques, elocution, leadership, work-and self-organization and creative techniques. Further they will learn to structure problems, develop solutions and reflect the consequences of economic decisions.</p>																		
6	<p>Description of possible electives within the modules: A business language course or Chinese respectively have to be absolved. Business Skills I and II can be chosen from a broad offer.</p>																		
7	Examination: Final Module Exam																		
8	<p>Relevant Work:</p> <table border="1"> <thead> <tr> <th>No</th> <th>Number and Type; Connection to Course</th> <th>Duration</th> <th>Part of final mark in %</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Written exam in a business language</td> <td>60 min.</td> <td>100 %</td> </tr> </tbody> </table>	No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Written exam in a business language	60 min.	100 %										
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Relevant Work	No 1	2.00 CP																	
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	No 2	2.00 CP																	
Total		9 CP																	

12	Weight of the module grade for the overall grade: 7.5% (9 of 120 CP)							
13	Module Prerequisites: For business languages English, Spanish, French basic knowledge (from school) in the respective language.							
14	Presence: Depending on course. For business languages, presence is mandatory.							
15	Mobility/Acknowledgement: <table border="1"> <tr> <td>Use of the module for other course programs</td> <td>Bachelor Business Administration</td> </tr> <tr> <td>Module Title english</td> <td>Business Skills</td> </tr> <tr> <td>English translation of module components from section 3</td> <td>No 1: Business Languages No 2: Business Skills I No 3: Business Skills II</td> </tr> </table>		Use of the module for other course programs	Bachelor Business Administration	Module Title english	Business Skills	English translation of module components from section 3	No 1: Business Languages No 2: Business Skills I No 3: Business Skills II
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16	Responsible Lecturer: Professor Dr. Peter Kajüter	Department: School of Business and Economics						
17	Misc.:							

Information Systems for Business and Economics (6 ECTS)

Term 1+2

Lecturer: Dr. Räckers

Link: <https://www.wi.uni-muenster.de/de/studierende/lehrangebot>

Information on the course:

The lecture covers a broad range of information systems topics and provides students with a general understanding of the infomation systems discipline. Topics are:

- Ethical Questions of Information Systems
- Data Management
- Process Management
- Project Management
- Software Engineering
- IT-Security
- Application Systems
- Knowledge Management
- E-Business and E-Commerce
- SAP-Tutorial

Organizational Culture (6 ECTS)

Term 1

Lecturer: Prof. Dr. Schewe

Link: <https://www.wiwi.uni-muenster.de/orga/de/studium/lehrveranstaltungen/organizational-culture-ws-20192020>

Please note: the number of participants for this course is limited, a registration in advance is necessary.

In addition to the regular application at the Prüfungsamt you need to register directly at the chair. The registration form can be found here.

- Written exam (60 %)
- Group assignment (40 %)

Registration

ONLINE:

<https://www.wiwi.uni-muenster.de/orga/de/registration-organizational-culture-winter-term-20192020>

Business Ethics (6 ECTS)

Term 2 (only in December)

Lecturer: Prof. Dr. Watrin

Link: <https://www.wiwi.uni-muenster.de/iub/de/studium/lehrveranstaltungen/lehrveranstaltungen-im-ws-20192020/business-ethics-im-ws-1920>

Ethics in Finance (6 ECTS)

Seminar

Lecturer: Prof. Dr. Langer

Link: <https://www.wiwi.uni-muenster.de/fcm/de/studium/lehrveranstaltungen>

Course Structure: ONLINE Self-Study (ca. 60% of grade) + Face-to-Face (ca. 40% of grade)

Description:

Ethical practices are important as it instills public trust in the fairness of markets, thus allowing markets to function efficiently. Therefore, ethical practices by finance and investment professionals lead to increased investor confidence in the global capital markets. The material covered in this course provide a framework for the ethical conduct in the investment profession as presented by the CFA Institute Code of Ethics and Standard of Professional Conduct.

Foreign students will be preferred.

Supply Chain Logistics Management

Term 1+2

Lecturer: Prof. Dr. Hellingrath

Link: <https://www.wi.uni-muenster.de/de/studierende/lehrangebot>

Course description: Logistics often is defined as having the right item in the right quantity at the right time at the right place for the right price in the right condition to the right customer. Logistics incorporates all industry sectors and is of high importance for every company producing and selling goods. While logistics is having a focus onto the operative processes, supply chain managements deals with the design, planning, execution, control, and monitoring of supply chains across several organizations, thus having a broader view than logistics.

The course investigates traditional logistics within the context of the supply chain. Topics covered by the course are:

- Main definition of logistics
- Evolution of logistics
- Performance management systems
- Primary logistics activities
- Logistics within supply chain management
- Logistics in emerging countries
- Trends in logistics

This lecture/exercise is limited to 30 participants. In addition to the regular application at the Prüfungsamt you need to register directly at the chair.

The registration is open until 10th October 2019. The registration form can be found here:

<https://www.wi.uni-muenster.de/registration-supply-chain-logistics-management>

Written exam (70%) Group assignment (30%)

Course Structure:

The course will be structured in two phases. First within a pre-assignment, students will have to do some readings before the lectures will start, commencing the second phase. Within the lecturing phase, a presentation of the insights gained from the readings by the students is foreseen. Additionally, work on a case study will be carried out.

The pre-assigment (reading) phase is planned to start with a ***Kick-Off Meeting in November 2019 (will be announced later). During this meeting, the students will get all relevant information.*** The lectures/group work will take place from 07. January 2020 until 10. January 2020.

Economics:

Principles of Economics (3 ECTS)

Term 1+2

Lecturer: tba

Link: <https://studium.uni-muenster.de/qisserver/rds?state=verpublish&status=init&vmfile=no&publishid=296615&moduleCall=weblInfo&publishConfFile=weblInfo&publishSubDir=veranstaltung>

Module Title english:		Microeconomics I							
Course Program:									
1	Module No: VWL	State:	Language of Instruction: German						
2	Turn: each semester	Duration: 2 semesters	Semester:	CP: 12	Workload (h): 360				
Module Structure:									
3	No	Type	Course	State	Workload (h)				
					Presence (h + CH)				
	1	Lecture	Principles of Economics (German and English)	Compulsory	30 h (2 CH)				
	2	Exercise	Tutorial on Principles of Economics	Compulsory	30 h (2 CH)				
	3	Lecture	Microeconomics	Compulsory	60 h (4 CH)				
	4	Exercise	Exercises in Microeconomics	Compulsory	30 h (2 CH)				
Module Contents:									
4	Background and relations to other courses:								
	The modul 'Microeconomic I' is the foundation for most of the other economics moduls. This is especially true for the complementary modul 'Macroeconomics I', but also for the advanced microeconomically focussed moduls such as 'Microeconomic II'.								
	Main topics and learning objectives:								
The course "Principles of Economics" addresses basic principles of economics. These include basics of the national account system, fundamental concepts of macroeconomics, financial and capital markets as well as the principles of markets (especially the coherence of market supply and demand). The aim is to understand fundamental economic relationships and basic market mechanisms. The course "Microeconomics" deals with the theory of the household on the one hand									

	<p>(optimal household behavior, demand for goods, factor supply, insurance and uncertainty) and with the theory of the firm on the other (theory of production, least cost combination, supply of goods, factor demand). Moreover, theorems of welfare economics and incomplete markets are discussed. The aim of the exercises is to deepen the theoretical understanding acquired in the courses by providing problem sets that are solved by the students.</p> <table border="1"> <thead> <tr> <th>Themes</th><th>Learning objectives</th></tr> </thead> <tbody> <tr> <td>Households' Decision</td><td>-Preferences and constraints -Structuring of decision problems -solving and interpreting decision problems -understanding the relation between households' decision and demand function.</td></tr> <tr> <td>Producers' Decision</td><td>-Production Function -Deriving the cost function and explaining it - understanding the relation between cost function and supply function.</td></tr> <tr> <td>Fundamental Macroeconomics</td><td>-Economic cycle -Basics of the national accounts</td></tr> <tr> <td>Money and Capital</td><td>-Basics of the money and capital market -Understanding the role of money</td></tr> </tbody> </table>			Themes	Learning objectives	Households' Decision	-Preferences and constraints -Structuring of decision problems -solving and interpreting decision problems -understanding the relation between households' decision and demand function.	Producers' Decision	-Production Function -Deriving the cost function and explaining it - understanding the relation between cost function and supply function.	Fundamental Macroeconomics	-Economic cycle -Basics of the national accounts	Money and Capital	-Basics of the money and capital market -Understanding the role of money		
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Money and Capital	-Basics of the money and capital market -Understanding the role of money														
5	<p>Learning outcomes: Academic: Students acquire an overview over the basic concepts of economics, especially of macroeconomics and microeconomics. They are able to understand the fundamentals of markets and the coherence between supply and demand with respect to pricing. They are also able to understand and apply central theories and models. The courses of this module form a basis for more advanced courses. The structured presentation and analysis of the different decision problems is helpful in rationally solving similar/related problems Soft skills: Working on Problem sets in small scale class settings enables a self-structured working and enhances students' problem solving ability.</p>														
6	<p>Description of possible electives within the modules: none</p>														
7	<p>Examination: Examinations for every part of the module</p>														
8	<p>Relevant Work:</p> <table border="1"> <thead> <tr> <th>No</th><th>Number and Type; Connection to Course</th><th>Duration</th><th>Part of final mark in %</th></tr> </thead> <tbody> <tr> <td>1</td><td>Written exam on Principles of Economics</td><td>60 min.</td><td>25 %</td></tr> <tr> <td>2</td><td>Written exam on Microeconomics</td><td>120 min.</td><td>75 %</td></tr> </tbody> </table>			No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Written exam on Principles of Economics	60 min.	25 %	2	Written exam on Microeconomics	120 min.	75 %
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Presence	No 1	1.00 CP													

		No 2	1.00 CP
		No 3	2.00 CP
		No 4	1.00 CP
Relevant Work		No 1	2.00 CP
		No 2	5.00 CP
	Total		12 CP
12	Weight of the module grade for the overall grade: 10% (12 of 120 CP)		
13	Module Prerequisites: none		
14	Presence: Presence is strongly recommended to warrant learning success		
15	Mobility/Acknowledgement:		
	Use of the module for other course programs	Bachelor Business Administration, Bachelor Economics, Bachelor Mathematics, Bachelor Physics, Bachelor Geography	
	Module Title english	Microeconomics I	
	English translation of module components from section 3	No 1: Principles of Economics (German and English)	
		No 2: Tutorial on Principles of Economics	
		No 3: Microeconomics	
		No 4: Exercises in Microeconomics	
16	Responsible Lecturer: Professor Dr. Martin Bohl, Professor Dr. Andreas Löschel	Department: School of Business and Economics	
17	Misc.: The course “Principles in Economics” and the “Tutorial on Principles of Economics” are offered in each winter and summer term. The courses “Microeconomics” and “Exercises in Microeconomics “ each summer term.		

Advanced Statistics (6 ECTS)

Term 1

Lecturer: Prof. Dr. Wilfiling

Link: <https://www.wiwi.uni-muenster.de/cqe/de/studium/vorlesungen>

Econometrics (6 ECTS)

Term 2

Lecturer: Prof. Dr. Wilfiling

Link: <https://www.wiwi.uni-muenster.de/cqe/de/studium/vorlesungen>

Module Title english:		Econometrics								
Course Program:										
1	Module No: VWL 17	State:	Language of Instruction: German or English							
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6					
		Workload (h): 180								
3	Module Structure:									
	No	Type	Course	State	Workload (h)					
					Presence (h + CH)					
	1	Lecture	Econometrics	Compulsory	30 h (2 CH)					
	2	Exercise	Econometrics	Compulsory	60					
4	Module Contents:									
	Background and relations to other courses:									
This module deepens and enhances the material introduced in the module "Empirical Economics". It is recommended to attend the module "Advanced Statistics" before attending the module "Econometrics". A sound knowledge of econometrics is necessary for all empirical studies.										
Main topics and learning objectives:										
Topics: linear regression; t-test; F-test; omitted variable bias; nonlinearities; dummy variables; interactions; generalized least squares method (heteroskedasticity, autocorrelation); stochastic convergence and limit theorems; stochastic exogenous variables; instrumental variables; interdependent equations systems. Learning objectives: This module provides the elementary econometrics methods required for empirical economics. Students are being prepared for empirical economic research. They learn to assess the suitability of empirical methods. Students learn to use and assess scientific methods in empirical studies. Students are able to critically reflect on the methods used in empirical studies as well as on the results. Students learn to think about empirical										

	aspects of economic phenomena in a structured way.											
5	<p>Learning outcomes:</p> <p>Academic: The students are statistically and numerically literate. They recognize the importance and value of econometric thinking, training, and approach to problem solving. They are familiar with a variety of examples where econometrics helps to accurately explain abstract phenomena. They can recognize and appreciate the connections between theory and applications. Students learn to independently read econometric literature of various types, including survey articles, scholarly books, and online sources.</p> <p>Soft skills: Logic and Critical Thinking: Students have a facility with abstract reasoning, including the ability to abstract from concrete situations and make ideas precise by formulating them econometrically. They can analyze, test, and interpret technical arguments, and form independent judgements. This includes their own arguments and those of others, in both academic and non-academic contexts. Problem solving: The students use their training in econometrics to help guide possible lines of inquiry. They solve complex problems by identifying feasible divisions into simpler sub-problems. They gather and organize relevant information such as related problems, examples and counterexamples. They sharpen econometric questions as a problem solving strategy. They identify suitable existing methods of analysis and assess their strengths and weaknesses in the context of the problem being considered. They construct abstract models using appropriate economic and statistical tools. They use computers and software as exploratory, visualization, modelling and computational tools. The students undermine nonsensical regulations subversively. The students can engage their creativity in the quest for novel or elegant solutions. Communication: The students accept comments and feedback, and learn from them. They can explain fundamental concepts from econometrics to non-experts. They can justify choices made during problem solving and interpretation of results. The students present the results and assessment of a problem solving strategy. They communicate logical arguments both orally and in writing to a range of audiences.</p>											
6	<p>Description of possible electives within the modules: none</p>											
7	Examination: Final Module Exam											
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Presence	No 1		1.00 CP									
	No 2	1.00 CP										
Relevant Work	No 1	4.00 CP										
Total		6 CP										

12	Weight of the module grade for the overall grade: 3.33% (6 of 180 CP)						
13	Module Prerequisites: Recommended: Modules Statistics, Advanced Statistics.						
14	Presence: Presence is strongly recommended to warrant learning success						
15	<p>Mobility/Acknowledgement:</p> <table> <tr> <td>Use of the module for other course programs</td><td>Bachelor Business Administration, Bachelor Economics, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Economics, Bachelor Mathematics, Bachelor Geography</td></tr> <tr> <td>Module Title english</td><td>Econometrics</td></tr> <tr> <td>English translation of module components from section 3</td><td>No 1: Econometrics No 2: Econometrics</td></tr> </table>	Use of the module for other course programs	Bachelor Business Administration, Bachelor Economics, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Economics, Bachelor Mathematics, Bachelor Geography	Module Title english	Econometrics	English translation of module components from section 3	No 1: Econometrics No 2: Econometrics
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16	<p>Responsible Lecturer: Prof. Dr. Mark Trede, Professor Dr. Bernd Wilfling</p> <p>Department: School of Business and Economics</p>						
17	<p>Misc.: This module is taught in the second half of the winter term. It is advisable to attend the module Advanced Statistics in the first half of the term.</p>						

Trade Theory and Policy (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Kempa

Link: <https://www.wiwi.uni-muenster.de/iioe/de/studium/modulbeschreibungen>

Module Title english:		Trade Theory and Policy								
Course Program:										
1	Module No: VWL		State: Compulsory	Language of Instruction: English						
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6					
Module Structure:										
3	No	Type	Course	State	Workload (h)					
					Presence (h + CH)					
	1	Lecture	Trade Theory and Policy	Compulsory	30 h (2 CH) 60					
4	2	Exercise	Tutorial on Trade Theory and Policy	Compulsory	30 h (2 CH) 60					
	Module Contents:									
Background and relations to other courses:										
Over the last 60 years, most countries around the world have pursued a policy of incrementally removing barriers to international trade, reflecting the view that free trade is a force for prosperity. At the same time, worries about the effects of free trade on the international competitiveness of domestic industries have led many countries to engage in protectionist policies which limit or distort the free flow of goods and factors. Studying the causes and consequences of international trade integration therefore becomes an indispensable tool of assessing and evaluating the relative pros and cons of globalization.										
Main topics and learning objectives:										
This course provides an overview of the economics of international trade. The first part introduces the student to the subject of trade theory, which deals with questions of whether or not trade is better than autarky. To this end, the major models of international trade are developed and used to explain the structure of international trade as well as its consequences for factor markets and economic welfare. The second part of the lecture deals with trade policy issues which asks the question of whether restricted trade is better than free trade. To this end, the functioning of various trade policy instruments is analyzed and their impact on trade, factor allocation and welfare are evaluated.										
Themes		Learning objectives								
The Ricardo model		To learn about the concept of comparative advantage and its implications for trade patterns and welfare.								

	The Heckscher-Ohlin model	To investigate the effects of international trade on factor markets, factor prices and the distribution of income.		
	The new trade theory	To assess the trade and welfare effects of intra-industry trade.		
	Instruments of trade policy	To study the effects of trade barriers such as tariffs, quotas or subsidies on trade patterns, trade volumes, and economic welfare.		
	Strategic trade policy	To analyze the strategic interaction of firms and the role of rent-seeking trade policy.		
	International factor mobility	To contemplate the incentives and consequences for the international movement of capital and labor.		
5	Learning outcomes: Academic:	Upon completion of the course, students gain basic knowledge and skills in international economics and enables students to conduct independent economic policy arguments based on theoretical, model-based foundations and empirical research results. Students are able to explain trading patterns and driving forces and barriers to international trade. They are able to reflect current issues and to discuss the topics critically and controversially. This knowledge facilitates the ability of the students to participate in current debates and formulate solutions based on their theoretical background. This knowledge can be incorporate in numerous economic and business fields of economic activity, particularly in international organizations, foreign trade policy departments of ministries, research institutes and internationally operating companies.		
	Soft skills:	The analysis of interdependencies facilitates the ability of the students to identify and solve problems in a differentiated way and conveys the ability of abstract and cross-linked thinking. Upon completion of the course, the student is able to analyse theoretical issues in a rigor and relevant way and to identify problem areas. The students are able to reflect issues critically, classify tasks into a broader context and gain the ability to provide differentiated solutions. The obtained knowledge can be used in professional discussions and debates in political and expert circles, and thus, enhances the communication skills of the students.		
6	Description of possible electives within the modules:	none		
7	Examination:	Final Module Exam		
8	Relevant Work:			
	No	Number and Type; Connection to Course	Duration	Part of final mark in %
1	Written exam		90 min.	100 %
9	Study Work:	none		
10	Prerequisites for Credit Points:			
	The credit points will be granted after all relevant work and study work have been successfully completed.			
11	CP Assignment:			
	Presence	No 1	1.00 CP	

	No 2	1.00 CP
Relevant Work	No 1	4.00 CP
Total	6 CP	
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)	
13	Module Prerequisites: none	
14	Presence: Presence is strongly recommended to warrant learning success	
	Mobility/Acknowledgement:	
15	Use of the module for other course programs	Bachelor Business Administration, Bachelor Economics, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Economics, Bachelor Mathematics, Bachelor Geography
	Module Title english	Trade Theory and Policy
	English translation of module components from section 3	No 1: Trade Theory and Policy No 2: Tutorial on Trade Theory and Policy
16	Responsible Lecturer: Professor Dr. Bernd Kempa	Department: School of Business and Economics
17	Misc.:	

Business Cooperation: Current Cases (6 ECTS)

Seminar: Please, refer to the chairs website. Registration in advance is necessary.

Link: <http://www.wiwi.uni-muenster.de/o6/nd/studium/lehrveranstaltungen/uebersicht/>

Module Title english:		Business Cooperation: Current Cases							
Course Program:									
1	Module No: VWL 23	State:	Language of Instruction: German or English						
2	Turn: each semester	Duration: ¹ semester	Semester:	CP: 6	Workload (h): 180				
Module Structure:									
3	No	Type	Course	State	Workload (h)				
	1	Seminar	Seminar Business Cooperation: Current Cases	Compulsory	Presence (h + CH) Self-Study (h) 30 h (2 CH) 150				
Module Contents:									
Background and relations to other courses: Students will learn to analyse actual business cases regarding cooperative activities with applied economic theories. The seminar draws on courses on business cooperations (Governance and Management), on institutional economics and on the theory of the firm.									
Main topics and learning objectives: The seminar trains students in applying their knowledge on business co-operation to cases. The cases are selected out of a diverse range of industries like the automotive industry, the service industry, the financial industry, or the sports industry. Students will learn how to analyze a cooperative arrangement. They have to write an individual essay on a case study. After writing their essay students have to present their case study. They also have to discuss the result of the case studies presented to them. The learning experience crucially depends on their motivation for a self-sustained analysis of the case given to them and their preparation of the meetings where the case studies will be presented. Research assistants advise and discuss problems with the students during the period of preparing their essay.									
Themes		Learning objectives							
Essay		Literature research; executing an economic analysis							
Presentation		Presenting before an audience							
Discussion moderation		Moderating an economic discussion							
Discussion participation		Contributing adequate comments and questions							

	<p>Learning outcomes:</p> <p>Academic:</p> <p>The students have to write an individualized seminar thesis. Through the content-related competences acquired during their self-studies they will be able to analyze a current case in a cooperation theoretical and solid way. Furthermore, they will learn the application of New Institutional Economics, Industrial Economics as well as business administrative and legal approaches towards relevant cases, which will improve their methodical skills. Through these approaches students are able to evaluate and prepare established assessments of actual topics in a self-contained and suitable way, not only in the research area of business cooperations. By writing their thesis, students will get in touch with the elements of scientific work. This includes focused evaluation of literature, literature based transformation of contents, the ability of consistent argumentation and their verification towards conclusiveness as well as the acquirement of scientific terms and the study of essential components of scientific work.</p>									
5	<p>Soft skills:</p> <p>Through the formation of small groups during the seminar students will furthermore learn fundamental key qualifications. Besides the ability of organizing and structural working, the module will also promote the aspect of time management, because there are strict deadlines regarding to the submission of thesis and presentation. Beyond this, competences in teamwork and cooperation will be strengthened through a joint presentation with a fellow student. In this way students will also practice their debating and presentation skills as they have to jointly present their thesis in front of a critical and constructive audience. Afterwards every student gets a detailed feedback during the conversation with the respective supervisor regarding his/her overall performance. Thereby the students will get a comprehensive impression concerning their problem-solving abilities and their communication skills. The module is available both in English and German language, which facilitates the students' improvement in a foreign language.</p>									
6	<p>Description of possible electives within the modules:</p> <p>none</p>									
7	<p>Examination: Final Module Exam</p>									
8	<p>Relevant Work:</p> <table border="1"> <thead> <tr> <th>No</th><th>Number and Type; Connection to Course</th><th>Duration</th><th>Part of final mark in %</th></tr> </thead> <tbody> <tr> <td>1</td><td>Academic paper & presentation</td><td>15 pages + 90 min.</td><td>100 %</td></tr> </tbody> </table>	No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Academic paper & presentation	15 pages + 90 min.	100 %	
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1	Academic paper & presentation	15 pages + 90 min.	100 %							
9	<p>Study Work: none</p>									
10	<p>Prerequisites for Credit Points:</p> <p>The credit points will be granted after all relevant work and study work have been successfully completed.</p>									
11	<p>CP Assignment:</p> <table border="1"> <tbody> <tr> <td>Presence</td><td>No 1</td><td>1.00 CP</td></tr> <tr> <td>Relevant Work</td><td>No 1</td><td>5.00 CP</td></tr> <tr> <td>Total</td><td></td><td>6 CP</td></tr> </tbody> </table>	Presence	No 1	1.00 CP	Relevant Work	No 1	5.00 CP	Total		6 CP
Presence	No 1	1.00 CP								
Relevant Work	No 1	5.00 CP								
Total		6 CP								
12	<p>Weight of the module grade for the overall grade:</p> <p>3.33% (6 of 180 CP)</p>									

13	Module Prerequisites: There are restrictions concerning the combination with other Business/Economics Electives, see § 7 of the Examinaton Rules.	
14	Presence: Presence is strongly recommended to warrant learning success.	
15	Mobility/Acknowledgement:	
15	Use of the module for other course programs	Bachelor Business Administration, Bachelor Economics, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Economics, Bachelor Mathematics, Bachelor Geography
	Module Title english	Business Cooperation: Current Cases
	English translation of module components from section 3	No 1: Seminar Business Cooperation: Current Cases
16	Responsible Lecturer: Prof. Dr. Theresia Theurl	Department: School of Business and Economics
17	Misc.:	

Economic Policy for Business Students (6 ECTS)

Term 1+2

Lecturer: Jun.-Prof. Dr. Klein

Link: <https://studium.uni-muenster.de/qisserver/rds?state=verpublish&status=init&vmfile=no&publishid=296540&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung>

Introduction into Economic Regulation for Business Students (6 ECTS)

Term 1+2

Lecturer: Prof. Klein

Link: <https://studium.uni-muenster.de/qisserver/rds?state=verpublish&status=init&vmfile=no&publishid=296541&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung>

Environmental Economics (6 ECTS)

SEMINAR; Term 1+2

Lecturer: Prof. Dr. Löschel

Link: <https://www.wiwi.uni-muenster.de/ceres/en/studies/courses>

Applied Research in Economics: Economic Policy and Regulation (12 ECTS)

Term 1+2

Lecturer: Jun.-Prof. Dr. Klein

Link: <https://studium.uni-muenster.de/qisserver/rds?state=verpublish&status=init&vmfile=no&publishid=296539&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung>

The Economics of Political Instability (6 ECTS)

Term 1+2

Lecturer: Dr. Gerling

Link: <https://www.wiwi.uni-muenster.de/ciw/de/veranstaltungen/304729>

Information System:

Digital Business (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Klein

Link: <https://studium.uni-muenster.de/qisserver/rds?state=verpublish&status=init&vmfile=no&publishid=296620&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung>

Module Title english:		Digital Business			
Course Program:					
1	Module No: WI 6	State: Compulsory	Language of Instruction: English		
2	Turn: each winter semester	Duration: 1 semester	Semester: 5	CP: 6	Workload (h): 180
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH)
	1	Lecture	Digital Business	Compulsory	30 h (2 CH) 45
4	2	Exercise	Digital Business: Course Assignments, Presentations & Discussion	Compulsory	30 h (2 CH) 75
	Module Contents: Main topics and learning objectives: Digital Business is thriving and is making significant inroads in business and everyday life. In fact, doing business digitally has become an integral part of everyday life for public and private organisations, both large and small, across the globe. The course introduces business modelling and business model innovation. It reflects business transformation, including disruptive innovation, illustrated by current examples. As such the course combines an entrepreneurial (firm) perspective and a market perspective, by examining constellations of actors in a market environment. Given the increasing exposure of businesses to security threats, the course will provide a brief introduction into theoretical and practical security, security strategy and privacy.				
Themes		Learning objectives			
Digital Business and the Information Society		To learn about current debates on the social, economic and political role of digital innovation. To be able to critically assess the impact of			

		digital innovations and underlying mechanisms.												
	Business modelling and business model patterns	To understand the building blocks of business models, to be able to reconstruct existing business models and to develop a business model.												
	Business transformation	To comprehend the customer buying cycle and the notion of CRM. To assess the role of Prosuming and service configuration.												
	Security and privacy	To comprehend basic mechanisms of encryption and privacy protection and how they can be used for electronic communication.												
Learning outcomes:														
Academic: Upon completion of the course, students will be able to a) characterize the building blocks and pattern of business models, b) identify and critically examine mechanisms of disruptive innovation, c) assess the impact of digital innovation from the perspective of different stakeholders, d) understand and contribute to current debates about privacy, personalization, net and search neutrality, social cost and benefits of digital innovation. Soft skills: The student should demonstrate the ability <ul style="list-style-type: none"> • to productively work in groups and • to coordinate with peers. 														
6	Description of possible electives within the modules: none													
7	Examination: Final Module Exam													
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10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.													
CP Assignment: <table border="1"> <tbody> <tr> <td rowspan="2">Presence</td> <td>No 1</td> <td>1.00 CP</td> </tr> <tr> <td>No 2</td> <td>1.00 CP</td> </tr> <tr> <td>Relevant Work</td> <td>No 1</td> <td>2.00 CP</td> </tr> </tbody> </table>			Presence	No 1	1.00 CP	No 2	1.00 CP	Relevant Work	No 1	2.00 CP				
Presence	No 1	1.00 CP												
	No 2	1.00 CP												
Relevant Work	No 1	2.00 CP												

	No 2	1.50 CP
Study Work	No 1	0.50 CP
Total	6 CP	
12	Weight of the module grade for the overall grade: 3.39% (6 of 177 CP)	
13	Module Prerequisites: Working Knowledge of English	
14	Presence: Presence is strongly recommended to warrant learning success	
	Mobility/Acknowledgement:	
15	Use of the module for other course programs	none
	Module Title english	Digital Business
	English translation of module components from section 3	No 1: Digital Business No 2: Digital Business: Course Assignments, Presentations & Discussion
16	Responsible Lecturer: Prof. Dr. Stefan Klein	Department: School of Business and Economics
17	Misc.: This course is intended to be a seminar rather than a lecture course and, as such, the primary responsibility for learning will rest with the students. The philosophy behind the course is that the combination of reading, thinking, writing, presenting, discussing, and listening is highly effective for learning. Participation in well-prepared and thoughtful discussions is a powerful way of gaining an appreciation for the critical issues relating to the development and impact of electronic business and more generally an Internet Economy and Society. Consequently, the main class activity will be discussion. Students are expected to come to class having read the assigned reading materials, be prepared to discuss the major issues presented in the readings and to debate their (management) implications. The quality of students learning experience will depend on the extent of their motivation, initiative, preparation for class, and participation during class. The instructor's role will be to support the learning experience by providing a course structure, course materials, mini-lectures, facilitating the discussions, and providing feedback on the student's work.	

Master:

Accounting:

Strategic Management Accounting (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Artz

Link: https://www.wiwi.uni-muenster.de/con/ACMo1_2019

International Financial Reporting I (3 ECTS)

(Bachelor students are allowed to participate in this class!)

Term 1

Lecturer: Prof. Dr. Kajüter

Link: <https://www.wiwi.uni-muenster.de/iur/de/lehre>

Module Title english:		Financial Accounting			
Course Program:					
1	Module No: ACM	State:	Language of Instruction: German, partly English		
2	Turn: each winter semester	Duration: 1 semester	Semester:	CP: 6	Workload (h): 180
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH)
	1	Lecture/ Exercise	International Financial Reporting (English)	Compulsory	30 h (2 CH) 60
4		2	Lecture/ Exercise	Financial Reporting under German GAAP (German)	Compulsory 30 h (2 CH) 60
Module Contents:					

	<p>Background and relations to other courses: The module extends and deepens knowledge in the field of international financial reporting as well as under German GAAP.</p> <p>Main topics and learning objectives: The focal point of this module is financial accounting according to IFRS and German GAAP. It discusses in particular the principles of IFRS and German GAAP, the financial statements and the recognition, measurement and disclosure of balance sheet items. Moreover, the course deals with preparing consolidated financial statements. Evidence from empirical research is presented as well. Extensive practical exercises and case studies are integrated in the module.</p>													
5	<p>Learning outcomes:</p> <p>Academic: After completing the course, students have a profound knowledge of the IFRS and German GAAP, their development as well as their enforcement. They are capable of understanding financial statements and evaluating accounting options offered by the standards. In addition, students know the differences to the national financial accounting system (German GAAP) and they are able to assess potential consequences when adopting IFRS for the first time.</p> <p>Soft skills: Having passed the module students are able to analyze theoretical questions in a profound way and to identify and solve practical problems in a differentiated way.</p>													
6	<p>Description of possible electives within the modules: none</p>													
7	<p>Examination: Examinations for every part of the module</p>													
8	<p>Relevant Work:</p> <table border="1"> <thead> <tr> <th>No</th><th>Number and Type; Connection to Course</th><th>Duration</th><th>Part of final mark in %</th></tr> </thead> <tbody> <tr> <td>1</td><td>Written exam "International Financial Reporting"</td><td>60 min.</td><td>50 %</td></tr> <tr> <td>2</td><td>Written exam "Financial Reporting under German GAAP"</td><td>60 min.</td><td>50 %</td></tr> </tbody> </table>	No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Written exam "International Financial Reporting"	60 min.	50 %	2	Written exam "Financial Reporting under German GAAP"	60 min.	50 %	
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9	<p>Study Work: none</p>													
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	No 2	2.00 CP												
Total		6 CP												
12	<p>Weight of the module grade for the overall grade: 5% (6 of 120 CP)</p>													

13	Module Prerequisites: none						
14	Presence: Presence is strongly recommended to warrant learning success						
15	<p>Mobility/Acknowledgement:</p> <table border="1"> <tr> <td>Use of the module for other course programs</td><td>Master Business Administration, Master Information Systems, Master Mathematics, Master Physics</td></tr> <tr> <td>Module Title english</td><td>Financial Accounting</td></tr> <tr> <td>English translation of module components from section 3</td><td>No 1: International Financial Reporting (English) No 2: Financial Reporting under German GAAP (German)</td></tr> </table>	Use of the module for other course programs	Master Business Administration, Master Information Systems, Master Mathematics, Master Physics	Module Title english	Financial Accounting	English translation of module components from section 3	No 1: International Financial Reporting (English) No 2: Financial Reporting under German GAAP (German)
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Module Title english	Financial Accounting						
English translation of module components from section 3	No 1: International Financial Reporting (English) No 2: Financial Reporting under German GAAP (German)						
16	<p>Responsible Lecturer: Professor Dr. Peter Kajüter, Prof. Dr. Hans-Jürgen Kirsch</p>						
17	Department: School of Business and Economics						
	Misc.:						

INTOP Business Simulation (English) (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Watrin

Link: <https://www.wiwi.uni-muenster.de/iub/de/studium/lehrveranstaltungen/lehrveranstaltungen-im-ws-20192020/intop-im-ws-20192020>

Internationaler Fallstudienwettbewerb (Englisch) (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Berens

Link: <https://www.wiwi.uni-muenster.de/iur/de/internationales/internationale-fallstudienwettbewerbe>

Accounting Theory (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Watrin

Please note: This is a very advanced course in accounting and only for students with good knowledge in accounting!

Link: <https://www.wiwi.uni-muenster.de/iub/de/studium/lehrveranstaltungen/lehrveranstaltungen-im-ws-20192020/accounting-theory-im-ws-20192020>

Module Title english:		Accounting Theory							
Course Program:									
1	Module No:		State:	Language of Instruction: English					
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6 Workload (h): 180				
Module Structure:									
3	No	Type	Course	State	Workload (h)				
					Presence (h + CH) Self-Study (h)				
	1	Lecture	Accounting Theory	Compulsory	30 h (2 CH) 150				
Module Contents:									
Background and relations to other courses: The module deals with accounting information and their relationship with the capital market from an empirical point of view. Knowledge about the relevant accounting concepts and the capital market is expected. With regard to the empirical approach, statistical skills are beneficial.									
4	Main topics and learning objectives: The course provides an introduction to empirical research on the relation between capital markets and financial statements. The lecture provides an overview of the broad area of market-based accounting research. In doing so, the focus is on the following topics: Information content and value relevance of accounting numbers, determinants of market reactions to accounting news, tests of market efficiency with respect to accounting information, the role of accounting information in fundamental analysis and valuation, measurement and valuation implications of earnings quality. Since the focus is on archival studies, participants also explore and discuss basic research design issues that must be considered when conducting empirical studies in this area. The points of focus here are on: Repetition of the classical linear regression model and its underlying assumptions, consequences and remedy of the violation of some of the classical assumptions, running regressions using STATA and EViews, ARIMA time-series models, models of expectations, Dummy variable and truncated variable models.								
5	Learning outcomes: Academic: The objective of this course is to develop the participants' ability to critically evaluate existing								

	<p>research and to conduct own empirical research (master or doctoral thesis) in the above mentioned areas. Important elements of this course include developing: An appreciation for the role of accounting and finance theory in applied work; an understanding of research designs commonly used in accounting and finance research; the necessary skills to assess, design, and conduct empirical research in accounting and finance.</p> <p>Soft skills: Students learn to discuss empirical research in a profound way. Presentation skills are further developed.</p>												
6	Description of possible electives within the modules: none												
7	Examination: Examinations for every part of the module												
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12	<p>Weight of the module grade for the overall grade: 5% (6 of 120 CP)</p>												
13	<p>Module Prerequisites: none</p>												
14	<p>Presence: Presence is strongly recommended to warrant learning success</p>												
15	<p>Mobility/Acknowledgement:</p> <table border="1"> <tbody> <tr> <td>Use of the module for other course programs</td><td>Master Business Administration</td></tr> <tr> <td>Module Title english</td><td>Accounting Theory</td></tr> <tr> <td>English translation of module components from section 3</td><td>No 1: Accounting Theory</td></tr> </tbody> </table>	Use of the module for other course programs	Master Business Administration	Module Title english	Accounting Theory	English translation of module components from section 3	No 1: Accounting Theory						
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Module Title english	Accounting Theory												
English translation of module components from section 3	No 1: Accounting Theory												

16	Responsible Lecturer: Professor Dr. Christoph Watrin	Department: University of Münster, School of Business and Economics
17	Misc.:	

Performance Management and Strategy Execution (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Watrin

Link: <https://www.wiwi.uni-muenster.de/con/en/teaching/courses/acm-13-performance-management-and-strategy-execution>

Foundations of Economic Ethics (6 ECTS)

Term 1+2

Lecturer: Dr. Derpmann

Link: <https://studium.uni-muenster.de/qisserver/rds?state=verpublish&status=init&vmfile=no&publishid=297621&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung>

Information: The course introduces into the philosophical foundations of normative analyses of economic relations and institutions. The first part covers the basic terminology as well as the most important accounts of moral philosophy, and the special characteristics of 'economic' ethics. The second part presents major positions in contemporary political philosophy that address justifications of different modes of economic organisation and distributive principles. The third part turns to specific problems of individual economic action as they would be discussed in classical business ethics.

This lecture consists of **weekly** sessions as well as a block course in January. The introductory session will give information on the syllabus of the course and required readings. The slides to the lecture will be uploaded shortly before the course.

Seminar Management Accounting & Control (12 ECTS)

Term 1+2

Lecturer: Prof. Dr. Watrin

Link: <https://www.wiwi.uni-muenster.de/con/en/acm-0506-seminar-management-accounting-control-winter-term-201920>

Finance:

Introduction to Advanced Finance (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Guenster

Refreshment Tutorial 1st term

Link: <https://www.wiwi.uni-muenster.de/fcm/de/das-fcm/pifm/lehrveranstaltungen>

Please note: This is a very advanced course in finance and only for students with good knowledge in finance!

Module Title english:		Introduction to Advanced Finance			
Course Program:					
1	Module No: FCM		State: Compulsory	Language of Instruction: English	
2	Turn: each winter semester		Duration: 1 semester	Semester: 1	CP: 6
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH)
	1	Lecture	Introduction to Advanced Finance	Compulsory	30 h (2 CH) 60
4	2	Exercise	Tutorial on Introduction to Advanced Finance	Compulsory	30 h (2 CH) 60
	Module Contents: Background and relations to other courses: This module provides the fundamental contents in finance for more advanced classes of the Finance master program. The essential contents of the Bachelor program are refreshed and deepened, so that all students have a similar level of knowledge for the following classes.				
Main topics and learning objectives: In the module the students learn the main concepts in finance. The class mainly focuses on investment topics, but also comprises fundamentals of corporate finance. The investment part contains, for example, the investment environment, decision making (utility theory) and investment decisions (portfolio theory), the relation between risk and return, and single and multi-factor asset pricing models (theoretical derivations and empirical tests). The corporate finance part focuses on optimal capital structure theory and valuation. The lecture is supplemented by a tutorial which consists of exercises and case studies. All classes are taught in English.					

	<p>Learning outcomes:</p> <p>Academic:</p> <p>The students become familiar with the main concepts in finance. In the investment part, the students gain knowledge about financial markets, in particular debt and equity. The students theoretically learn how to construct a portfolio and apply this knowledge in a case study. They also gain a fundamental understanding of the different asset pricing models and apply these models to evaluate portfolio performance. Both of these skills, portfolio construction and performance evaluation, are essential skills for students, who aim to pursue a career in an investment company. In the corporate finance part, students obtain a good understanding of the main determinants of capital structure decisions. They learn how to value a firm, using among other techniques the asset pricing models introduced in the investment part. This part of the class provides (some of) the relevant skills for students, who aim for a career in the finance department of an international corporation, consulting, or valuation (e.g., private equity). Students obtain a thorough understanding of the different topics in finance as preparation for more advanced classes of the program. Therefore, they possess the ability to connect the different fields of finance with each other. Furthermore, students can associate current problems with the relevant context and analyze them in a structured manner. They are able to explain and apply compiled knowledge from academic papers. They are familiar with the mathematical (e.g. optimization under constraints) and statistical (e.g. OLS regression) tools which are frequently used.</p> <p>Soft skills:</p> <p>The students complete case studies in small teams, which are presented to the class. In this process, they practice their team-working skills, academic writing skills, and presentation skills.</p>													
6	<p>Description of possible electives within the modules:</p> <p>none</p>													
7	<p>Examination: Examinations for every part of the module</p>													
8	<p>Relevant Work:</p> <table border="1"> <thead> <tr> <th>No</th><th>Number and Type; Connection to Course</th><th>Duration</th><th>Part of final mark in %</th></tr> </thead> <tbody> <tr> <td>1</td><td>Final written exam</td><td>120 min.</td><td>80 %</td></tr> <tr> <td>2</td><td>Case studies</td><td>2 x 10-15 pages</td><td>20 %</td></tr> </tbody> </table>	No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Final written exam	120 min.	80 %	2	Case studies	2 x 10-15 pages	20 %	
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2	Case studies	2 x 10-15 pages	20 %											
9	<p>Study Work: none</p>													
10	<p>Prerequisites for Credit Points:</p> <p>The credit points will be granted after all relevant work and study work have been successfully completed.</p>													
11	<p>CP Assignment:</p> <table border="1"> <tbody> <tr> <td rowspan="2">Presence</td><td>No 1</td><td>1.00 CP</td></tr> <tr> <td>No 2</td><td>1.00 CP</td></tr> <tr> <td rowspan="2">Relevant Work</td><td>No 1</td><td>3.00 CP</td></tr> <tr> <td>No 2</td><td>1.00 CP</td></tr> <tr> <td>Total</td><td></td><td>6 CP</td></tr> </tbody> </table>	Presence	No 1	1.00 CP	No 2	1.00 CP	Relevant Work	No 1	3.00 CP	No 2	1.00 CP	Total		6 CP
Presence	No 1		1.00 CP											
	No 2	1.00 CP												
Relevant Work	No 1	3.00 CP												
	No 2	1.00 CP												
Total		6 CP												
12	<p>Weight of the module grade for the overall grade:</p> <p>5% (6 of 120 CP)</p>													

13	Module Prerequisites: Students are required to have a basic knowledge about financial topics as provided in the Bachelor Finance courses at the University of Muenster or in the textbook “Principles of Corporate Finance”, 9th Edition, by Brealey, Myers and Allen.						
14	Presence: Presence is strongly recommended to warrant learning success						
15	<p>Mobility/Acknowledgement:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 5px;">Use of the module for other course programs</td><td style="padding: 5px;">Master Business Administration, Master Economics, Master Information Systems, Master Mathematics, Master Physics</td></tr> <tr> <td style="padding: 5px;">Module Title english</td><td style="padding: 5px;">Introduction to Advanced Finance</td></tr> <tr> <td style="padding: 5px;">English translation of module components from section 3</td><td style="padding: 5px;"> No 1: Introduction to Advanced Finance No 2: Tutorial on Introduction to Advanced Finance </td></tr> </table>	Use of the module for other course programs	Master Business Administration, Master Economics, Master Information Systems, Master Mathematics, Master Physics	Module Title english	Introduction to Advanced Finance	English translation of module components from section 3	No 1: Introduction to Advanced Finance No 2: Tutorial on Introduction to Advanced Finance
Use of the module for other course programs	Master Business Administration, Master Economics, Master Information Systems, Master Mathematics, Master Physics						
Module Title english	Introduction to Advanced Finance						
English translation of module components from section 3	No 1: Introduction to Advanced Finance No 2: Tutorial on Introduction to Advanced Finance						
16	Responsible Lecturer: Professor Nadja Guenster	Department: School of Business and Economics					
17	Misc.:						

Behavioral Finance (6 ECTS)

Term 1

Lecturer: Hannes Mohrschladt

Link: <https://www.wiwi.uni-muenster.de/fcm/de/studium/lehrveranstaltungen/lehrveranstaltungen-master>

Module Title english:		Behavioral Finance								
Course Program:										
1	Module No: FCM	State: Compulsory	Language of Instruction: English							
2	Turn: each winter semester	Duration: 1 semester	Semester:	CP: 6	Workload (h): 180					
		Module Structure:								
3	No	Type	Course	State	Workload (h)					
					Presence (h + CH)					
	1	Lecture	Behavioral Finance	Compulsory	30 h (2 CH) 60					
4	2	Exercise	Tutorial on Behavioral Finance	Compulsory	30 h (2 CH) 60					
	Module Contents:									
Main topics and learning objectives:										
The class delivers an introduction to the modern research field “behavioral finance”. Behavioral finance aims to explain and predict financial decision making and financial market data by incorporating behavioral insights on individual judgment and decision making. First, systematic errors in individual decision making will be presented and frequently used heuristics will be explained. Afterwards, the consequences of the biases and heuristics will be discussed in a financial context and supported by empirical and experimental research findings. Finally, the implications for financial markets (esp. security prices and turnover) will be considered and the relevance of behavioral findings in the context of the market efficiency hypothesis and arbitrage considerations will be discussed. The lecture will be supported by a seminar (“Vertiefungsseminar”), which comprises exercise sessions, case studies and lectures from visiting researchers as well as practitioners. This module will be taught in English.										
	Themes		Learning objectives							
	Motivation/Basic concepts of Behavioral Finance		To understand the key perspective of behavioral finance and to be able to evaluate it in the light of the traditional approaches							
	Systematic errors in individual decision making		To learn about systematic deviations from rational judgment and decision making by individuals.							
	Investor behavior		To understand the consequences of systematic errors in decision							

		making for investors, e.g. with respect to retirement provisions.								
	Behavioral Finance and markets	To comprehend the impact of irrational behavior on financial markets.								
	Behavioral Corporate Finance	To appreciate the role of behavioral insights in corporate decision making.								
Learning outcomes:										
Academic:										
5	The students will attain a modern view on financial markets, where not only perfectly rational decision makers (<i>homo oeconomicus</i>) act, but also real decision makers with all their flaws and weaknesses. The students become equipped to apply this perspective (behavioral economics) to many other fields, for example to discuss the effectiveness of incentive schemes or the design of contracts and products. By discussing current studies as well as the implementation of small experiments in the lecture and exercise sessions, the students will achieve strong skills of advanced research methodology.									
Soft skills:										
The self-preparation of the students for the lecture facilitates the ability of the students to manage themselves and their time in a more effective and efficient way. The analysis of complex financial problems helps them to solve problems in a structured way. The interactive character of the lectures and tutorials strengthens the student's discussion skills in the academic context. By the incorporation of literature from psychology, students are exposed to an interdisciplinary approach and learn to look at class content from different perspectives. As lecture and tutorial are taught in English, the students' 'Business English' is improved.										
6	Description of possible electives within the modules: none									
7	Examination: Final Module Exam									
Relevant Work:										
8	<table border="1"> <thead> <tr> <th>No</th><th>Number and Type; Connection to Course</th><th>Duration</th><th>Part of final mark in %</th></tr> </thead> <tbody> <tr> <td>1</td><td>Final written exam</td><td>120 min.</td><td>100 %</td></tr> </tbody> </table>	No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Final written exam	120 min.	100 %	
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1	Final written exam	120 min.	100 %							
9	Study Work: none									
Prerequisites for Credit Points:										
10	The credit points will be granted after all relevant work and study work have been successfully completed.									
CP Assignment:										
11	Presence	No 1	1.00 CP							
		No 2	1.00 CP							
	Relevant Work	No 1	4.00 CP							
	Total		6 CP							
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)									

13	Module Prerequisites: none	
14	Presence: Presence is recommended to warrant learning success	
15	Mobility/Acknowledgement:	
	Use of the module for other course programs	Master Business Administration, Master Economics, Master Mathematics, Master Physics
	Module Title english	Behavioral Finance
	English translation of module components from section 3	No 1: Behavioral Finance No 2: Tutorial on Behavioral Finance
16	Responsible Lecturer: Professor Dr. Thomas Langer	Department: School of Business and Economics
17	Misc.:	

Derivatives I (6 ECTS)

Term 2

Lecturer: Prof. Dr. Branger

Link: <http://www.wiwi.uni-muenster.de/fcm/fcm/studium/index.php>

Module Title english:		Derivatives I			
Course Program:					
1	Module No: FCM		State:	Language of Instruction: English	
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6 Workload (h): 180
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH) Self-Study (h)
	1	Lecture	Derivatives I	Compulsory	30 h (2 CH) 60
4	2	Exercise	Tutorial on Derivatives I	Compulsory	30 h (2 CH) 60
	Module Contents: Background and relations to other courses: The lecture teaches the foundation of derivatives pricing. Main topics and learning objectives: Within the scope of the class “Derivatives I” the students will be taught the basics of pricing and hedging contingent claims. The main focus is on equity derivatives, where we discuss both plain-vanilla products and more exotic derivatives. With regard to contents, the emphasis is on the discrete-time binomial model and the continuous-time model of Black-Scholes. Besides the pricing, this course also deals with the hedging of derivatives. Furthermore, we introduce the smile observed at the market and discuss possible explanations. The lecture is supplemented by a tutorial, which may consist of exercises and case studies, talks of visiting researchers and practitioners as well as thorough discussions of main contributions from the literature. All classes will be held in English.				
5	Learning outcomes: Academic: Upon completion of the course the student knows the relevant tools to price equity derivatives in the standard option pricing models in discrete and continuous time, and has the competence to transfer his or her knowledge to new derivatives. The student is familiar with the main concepts of derivatives pricing and thus possesses the ability to deal with more complex option pricing models. Furthermore, the student knows the mathematical tools frequently used in this area, in particular the basic concepts of stochastic calculus, and the student has also gained some first experience in implementing these models. The student is able to reflect pricing models for derivatives critically. Soft skills: Independent study				

6	Description of possible electives within the modules: none													
7	Examination: Final Module Exam													
8	Relevant Work: <table border="1"> <thead> <tr> <th>No</th> <th>Number and Type; Connection to Course</th> <th>Duration</th> <th>Part of final mark in %</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Final written exam</td> <td>120 min.</td> <td>100 %</td> </tr> </tbody> </table>			No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Final written exam	120 min.	100 %			
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1	Final written exam	120 min.	100 %											
9	Study Work: none													
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12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)													
13	Module Prerequisites: none													
14	Presence: Presence is strongly recommended to warrant learning success													
15	Mobility/Acknowledgement: <table border="1"> <tr> <td>Use of the module for other course programs</td> <td>Master Business Administration, Master Economics, Master Information Systems, Master Mathematics, Master Physics</td> </tr> <tr> <td>Module Title english</td> <td>Derivatives I</td> </tr> <tr> <td>English translation of module components from section 3</td> <td>No 1: Derivatives I No 2: Tutorial on Derivatives I</td> </tr> </table>			Use of the module for other course programs	Master Business Administration, Master Economics, Master Information Systems, Master Mathematics, Master Physics	Module Title english	Derivatives I	English translation of module components from section 3	No 1: Derivatives I No 2: Tutorial on Derivatives I					
Use of the module for other course programs	Master Business Administration, Master Economics, Master Information Systems, Master Mathematics, Master Physics													
Module Title english	Derivatives I													
English translation of module components from section 3	No 1: Derivatives I No 2: Tutorial on Derivatives I													
16	Responsible Lecturer: Professor Dr. Nicole Branger	Department: School of Business and Economics												
17	Misc.:													

Empirical Lab I (6 ECTS)

Term 1

Lecturer: Dr. Goedde-Menke

Link: <https://www.wiwi.uni-muenster.de/fcm/de/studium/lehrveranstaltungen>

Module Title english:		Empirical Lab I				
Course Program:						
1	Module No: FCM	State:	Language of Instruction: English			
2	Turn: each winter semester	Duration: 1 semester	Semester:	CP: 6	Workload (h): 180	
Module Structure:						
3	No	Type	Course	State	Workload (h)	
	1	Lecture/ Exercise	Empirical Lab I	Compulsory	Presence (h + CH) 45 h (3 CH) Self-Study (h) 135	
Module Contents: Main topics and learning objectives:						
4	Core element of the course is to learn how to use databases and statistical software in order to enable students to conduct their own empirical analyses. At the same time, students learn important statistical methods and practice them by applying the learned concepts to practical examples. The lecture is supplemented with presentations and discussions of the methodological background (empirical capital market research, simulations, experimental research) of current research projects at the Finance Center.					
5	Learning outcomes: Academic:		The students acquire the skills to conduct fundamental empirical studies using statistical software. In the lecture, basic concepts are taught in order to put the students in a position to acquire more advanced knowledge (as taught e.g. in module FCM12, Empirical Lab II).			
	Soft skills:		Students gain first insights into capital market databases - a key competence in investment banking and almost all other business fields, too. The self-preparation of the students for the lecture facilitates the ability of the students to manage themselves and their time in a more effective and efficient way. The strongly interactive character of the lectures and tutorials strengthens the student's discussion-skills in a scientific context. As the class is taught in English, the students' 'Business English' is improved.			
6	Description of possible electives within the modules: none					

7	Examination: Examinations for every part of the module			
	Relevant Work:			
8	No	Number and Type; Connection to Course	Duration	Part of final mark in %
	1	Written solutions to exercises and possibly presentations during the course. Details on the assessment criteria and the definite weighting scheme for the final grade will be announced before the start of the module.	3 X 4-5 p., 1 x 10-15 min.	25 %
	2	Written exam	90 min.	75 %
9	Study Work: none			
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.			
	CP Assignment:			
11	Presence	No 1	1.50 CP	
	Relevant Work	No 1	1.50 CP	
		No 2	3.00 CP	
	Total		6 CP	
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)			
13	Module Prerequisites: none			
14	Presence: Presence is strongly recommended to warrant learning success			
	Mobility/Acknowledgement:			
15	Use of the module for other course programs	Master Business Administration		
	Module Title english	Empirical Lab I		
	English translation of module components from section 3	No 1: Empirical Lab I		
16	Responsible Lecturer: Professor Dr. Thomas Langer	Department: School of Business and Economics		
17	Misc.:			

Empirical Lab II (6 ECTS)

Term 2

Lecturer: Dr. Goedde-Menke

Link: <https://www.wiwi.uni-muenster.de/fcm/de/studium/lehrveranstaltungen>

Module Title english:		Empirical Lab II			
Course Program:					
1	Module No: FCM	State:	Language of Instruction: English		
2	Turn: each winter semester	Duration: 1 semester	Semester:	CP: 6	Workload (h): 180
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH)
	1	Lecture/ Exercise	Empirical Lab II	Compulsory	45 h (3 CH) 135
Module Contents:					
4	Main topics and learning objectives:				
	This course builds upon the basic course FCM11 (Empirical Lab I). The fundamentals concerning statistical methods and the use of databases and statistical software are extended to more complex models and practical examples in this course. This enables students to perform more extensive empirical analyses. Students learn to apply their knowledge and skills by solving case studies. The lecture is supplemented with presentations and discussions of the methodological background (empirical capital market research, simulations, experimental re-search) of current research projects at the Finance Center.				
5	Learning outcomes:				
	Academic: The students possess the skills to conduct empirical, experimental, or simulation-based studies on their own. These skills exceed the basic knowledge acquired in module FCM11 (Empirical Lab I). More advanced methodological knowledge and practical skills in the use of market databases and statistical software offer many fields of application.				
Soft skills: Students gain a sound knowledge of how to use capital market databases - a key competence in investment banking and almost all other business fields, too. The self-preparation of the students for the lecture facilitates the ability of the students to manage themselves and their time in a more effective and efficient way. The strongly interactive character of the lectures and tutorials strengthens the student's discussion-skills in a scientific context. As the class is taught in English, the students' 'Business English' is improved.					

6	Description of possible electives within the modules: none															
7	Examination: Examinations for every part of the module															
8	Relevant Work: <table border="1"> <thead> <tr> <th>No</th> <th>Number and Type; Connection to Course</th> <th>Duration</th> <th>Part of final mark in %</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Written solution to a case study and possibly presentation of the solution during the course. Details on the assessment criteria and the definite weighting scheme for the final grade will be announced before the start of the module.</td> <td>1 X 12 -15 p., 1 X 10-15 min.</td> <td>25 %</td> </tr> <tr> <td>2</td> <td>Written exam</td> <td>90 min.</td> <td>75 %</td> </tr> </tbody> </table>				No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Written solution to a case study and possibly presentation of the solution during the course. Details on the assessment criteria and the definite weighting scheme for the final grade will be announced before the start of the module.	1 X 12 -15 p., 1 X 10-15 min.	25 %	2	Written exam	90 min.	75 %
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Relevant Work	No 1	1.50 CP														
	No 2	3.00 CP														
Total		6 CP														
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)															
13	Module Prerequisites: Recommended: Module 'Empirical Lab I'															
14	Presence: Presence is strongly recommended to warrant learning success															
15	Mobility/Acknowledgement: <table border="1"> <tr> <td>Use of the module for other course programs</td> <td>Master Business Administration</td> </tr> <tr> <td>Module Title english</td> <td>Empirical Lab II</td> </tr> <tr> <td>English translation of module components from section 3</td> <td>No 1: Empirical Lab II</td> </tr> </table>				Use of the module for other course programs	Master Business Administration	Module Title english	Empirical Lab II	English translation of module components from section 3	No 1: Empirical Lab II						
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Module Title english	Empirical Lab II															
English translation of module components from section 3	No 1: Empirical Lab II															
16	Responsible Lecturer: Professor Dr. Thomas Langer	Department: School of Business and Economics														

Derivatives II (6 ECTS)

Term 1

Lecturer: Prof. Dr. Branger

Link: <https://www.wiwi.uni-muenster.de/fcm/de/studium/lehrveranstaltungen/295871>

Management:

Customer-Centric Innovation (6 ECTS)

Term 1

Lecturer: Dr. Schäfer

Link: <https://www.wiwi.uni-muenster.de/uf/en/customer-centric-innovation-o>

Marketing:

Advanced Market Research (6 ECTS)

Term 1

Lecturer: Dr. Gensler-Wiesel

Link: <https://www.marketingcenter.de/en/study/courses/296821>

Module Title english:		Advanced Market Research			
Course Program:					
1	Module No: MCM		State:	Language of Instruction: English	
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6 Workload (h): 180
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH) Self-Study (h)
	1	Lecture	Advanced Market Research	Compulsory	30 h (2 CH) 60
4	2	Exercise	Computer-based tutorial	Compulsory	30 h (2 CH) 60
	Module Contents: Background and relations to other courses: This course teaches multivariate methods that allow for addressing empirical research questions in marketing. The different methods are applied during a computer tutorial to improve the learning experience.				
5	Main topics and learning objectives: - Analysis of variance - Regression analysis - Logistic regression - Factor analysis - Cluster analysis - Conjoint analysis Course objective: It is the objective of this course that students learn how to apply the different methods in a competent manner, and how to derive managerial insights based on the results of empirical research.				
	Learning outcomes: Academic: After following this course, you are able to... - decide what market research method is the most appropriate one to address a market research problem, - apply different market research methods in a competent manner with the help of statistical software, - interpret the outcomes of the different market research methods, and - give advice for managerial decision making. Soft skills: - You can improve your ability to extract relevant information from empirical data (analytical skill). - You analyze data and have to argue why you made certain decisions. This way you can improve your problem-solving and communication skills. - The group work allows you for improving your collaboration skills. - You can improve your project management skills by coordinating the group				

	work and meeting the deadlines.		
6	Description of possible electives within the modules: none		
7	Examination: Examinations for every part of the module		
8	Relevant Work:		
No	Number and Type; Connection to Course	Duration	Part of final mark in %
1	Work in teams (written papers)	3 x 15 pages	33 %
2	Written exam	90 min.	67 %
9	Study Work: none		
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.		
11	CP Assignment:		
Presence		No 1	1.00 CP
		No 2	1.00 CP
Relevant Work		No 1	1.50 CP
		No 2	2.50 CP
Total			6 CP
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)		
13	Module Prerequisites: none		
14	Presence: Presence is strongly recommended to warrant learning success.		
15	Mobility/Acknowledgement:		
Use of the module for other course programs		Master Business Administration, Master Information Systems, Master Mathematics, Master Physics	
Module Title english		Advanced Market Research	
English translation of module components from section 3		No 1: Advanced Market Research No 2: Computer-based tutorial	
16	Responsible Lecturer: Dr. Sonja Gensler-Wiesel	Department: School of Business and Economics	

Innovation Management (6 ECTS)

Term 1

Lecturer: Prof. Dr. Wiesel

Link: <https://www.marketingcenter.de/en/study/courses/296834>

Module Title english:		Innovation Management								
Course Program:										
1	Module No: MCM	State: Compulsory	Language of Instruction: English							
2	Turn: each winter semester	Duration: 1 semester	Semester: 1	CP: 6	Workload (h): 180					
Module Structure:										
3	No	Type	Course	State	Workload (h)					
					Presence (h + CH)					
	1	Lecture	Innovation Management	Compulsory	30 h (2 CH) 60					
4	2	Exercise	Tutorial Innovation Management	Compulsory	30 h (2 CH) 60					
	Module Contents:									
Background and relations to other courses:										
This course teaches how to create value through products and services (value equity) by (technology-driven) innovation in both entrepreneurial and established firms. We examine innovation-based strategies as a source of competitive advantage and then examine how to build organizations that excel at identifying, building and commercializing technological innovations. The course examines how entrepreneurs can shape their firms so that they continuously build and commercialize valuable innovations. Many of the examples also focus on how established firms can become more entrepreneurial in their approach to innovation.										
Main topics and learning objectives:										
Main topics: - Innovation process - Creating an organizational environment that rewards innovation and entrepreneurship - Internal and external sources of innovation - Structuring entrepreneurial and established organizations for effective innovation Course objective: It is the objective of this course that students learn the main issues in innovation management in order to successfully create value through products and services (value equity) in both entrepreneurial and established firms.										
5	Learning outcomes:									
	Academic:									
	After following this course, you are able to... - Discuss current topics in strategic innovation management, - Understand the innovation process, several organizational structures to foster innovations, and the challenges of innovation in large and small firms, - Apply these concepts directly to real world situations.									
Soft skills:										

	<ul style="list-style-type: none"> - Case discussions improve your problem-solving skills. - allows you improving your argumentation and communication skills. - The group work helps you to improve your collaboration and presentation skills. 														
6	Description of possible electives within the modules: none														
7	Examination: Examinations for every part of the module														
8	Relevant Work: <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>No</th> <th>Number and Type; Connection to Course</th> <th>Duration</th> <th>Part of final mark in %</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Written report (group work when indicated)</td> <td>maximum of 50 pages</td> <td>100 %</td> </tr> </tbody> </table>	No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Written report (group work when indicated)	maximum of 50 pages	100 %						
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9	Study Work: <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>No</th> <th>Number and Type; Connection to Course</th> <th>Duration</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>none</td> <td></td> </tr> </tbody> </table>	No	Number and Type; Connection to Course	Duration	1	none									
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10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.														
11	CP Assignment: <table border="1" style="width: 100%; border-collapse: collapse;"> <tbody> <tr> <td rowspan="2">Presence</td> <td>No 1</td> <td>1.00 CP</td> </tr> <tr> <td>No 2</td> <td>1.00 CP</td> </tr> <tr> <td>Relevant Work</td> <td>No 1</td> <td>4.00 CP</td> </tr> <tr> <td>Study Work</td> <td>No 1</td> <td>-</td> </tr> <tr> <td>Total</td> <td></td> <td>6 CP</td> </tr> </tbody> </table>	Presence	No 1	1.00 CP	No 2	1.00 CP	Relevant Work	No 1	4.00 CP	Study Work	No 1	-	Total		6 CP
Presence	No 1		1.00 CP												
	No 2	1.00 CP													
Relevant Work	No 1	4.00 CP													
Study Work	No 1	-													
Total		6 CP													
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)														
13	Module Prerequisites: none														
14	Presence: Presence is strongly recommended to warrant learning success.														
15	Mobility/Acknowledgement: <table border="1" style="width: 100%; border-collapse: collapse;"> <tbody> <tr> <td>Use of the module for other course programs</td> <td>Master Business Administration</td> </tr> <tr> <td>Module Title english</td> <td>Innovation Management</td> </tr> <tr> <td rowspan="2">English translation of module components from section 3</td> <td>No 1: Innovation Management</td> </tr> <tr> <td>No 2: Tutorial Innovation Management</td> </tr> </tbody> </table>	Use of the module for other course programs	Master Business Administration	Module Title english	Innovation Management	English translation of module components from section 3	No 1: Innovation Management	No 2: Tutorial Innovation Management							
Use of the module for other course programs	Master Business Administration														
Module Title english	Innovation Management														
English translation of module components from section 3	No 1: Innovation Management														
	No 2: Tutorial Innovation Management														

16	Responsible Lecturer: Professor Dr. Thorsten Wiesel	Department: University of Münster, School of Business and Economics
17	Misc.:	

Customer Relationship Management and Direct Marketing (6 ECTS)

Term 2

Lecturer: Prof. Dr. Krafft

Link: <https://www.marketingcenter.de/en/study/courses/295825>

Module Title english:		Customer Relationship Management and Direct Marketing			
Course Program:					
1	Module No: MCM		State:	Language of Instruction: English	
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6 Workload (h): 180
		Module Structure:			
3	No	Type	Course	State	Workload (h)
					Presence (h + CH) Self-Study (h)
	1	Lecture	Customer Relationship Management	Compulsory	30 h (2 CH) 60
4	2	Exercise	Tutorial on Customer Relationship Management and Direct Marketing	Compulsory	30 h (2 CH) 60
		Module Contents:			
Main topics and learning objectives: This course focuses on how companies can design and influence customer relationships and thereby acquire relationship equity. Therefore, the conceptual and methodical foundations of customer relationship management (CRM) and direct marketing are introduced. The students will obtain a broad overview of the planning, implementation, and integration of various direct marketing media. Moreover, the application of modern market research tools in the field of CRM and direct marketing are discussed. Further emphasis is placed on value-oriented planning and optimization of direct marketing activities and the monitoring of its success. Main topics: The course will cover the following topics: - Introduction to foundations of CRM and direct marketing - Characteristics of direct marketing media - Interplay of customer relationship management and direct marketing - Value orientation of direct marketing - Direct marketing controlling and accountability Course objective: The lecture aims to provide students with an advanced understanding of customer relationship management and direct marketing. Thereby, the lecture covers the opportunities and challenges of both topics in a data driven company.					
		Learning outcomes:			
5	Academic: - Students are able to value customers with different approaches (Customer Lifetime Value (CLV), Recency, Frequency, Monetary Value (RFM)) - Students are able to plan and execute direct marketing campaigns - Students learn how to handle the data available in companies (legal,				

	<p>methodological, strategic)</p> <p>Soft skills:</p> <ul style="list-style-type: none"> - Cooperation and teamwork: part of the assignments is done via group work - - Presentation skills: assignments have to be presented in front of the class - Communication skills: tutorials include discussion sessions 													
6	<p>Description of possible electives within the modules:</p> <p>none</p>													
7	<p>Examination: Examinations for every part of the module</p>													
8	<p>Relevant Work:</p> <table border="1"> <thead> <tr> <th>No</th><th>Number and Type; Connection to Course</th><th>Duration</th><th>Part of final mark in %</th></tr> </thead> <tbody> <tr> <td>1</td><td>Written assignments and presentations (in group)</td><td>1 x 5 pages, 1 x 15 pages, 2 x 20 min.</td><td>33 %</td></tr> <tr> <td>2</td><td>Written exam</td><td>90 min.</td><td>67 %</td></tr> </tbody> </table>	No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Written assignments and presentations (in group)	1 x 5 pages, 1 x 15 pages, 2 x 20 min.	33 %	2	Written exam	90 min.	67 %	
No	Number and Type; Connection to Course	Duration	Part of final mark in %											
1	Written assignments and presentations (in group)	1 x 5 pages, 1 x 15 pages, 2 x 20 min.	33 %											
2	Written exam	90 min.	67 %											
9	<p>Study Work: none</p>													
10	<p>Prerequisites for Credit Points:</p> <p>The credit points will be granted after all relevant work and study work have been successfully completed.</p>													
11	<p>CP Assignment:</p> <table border="1"> <tbody> <tr> <td rowspan="2">Presence</td><td>No 1</td><td>1.00 CP</td></tr> <tr><td>No 2</td><td>1.00 CP</td></tr> <tr> <td rowspan="2">Relevant Work</td><td>No 1</td><td>1.50 CP</td></tr> <tr><td>No 2</td><td>2.50 CP</td></tr> <tr> <td>Total</td><td></td><td>6 CP</td></tr> </tbody> </table>	Presence	No 1	1.00 CP	No 2	1.00 CP	Relevant Work	No 1	1.50 CP	No 2	2.50 CP	Total		6 CP
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Relevant Work	No 1	1.50 CP												
	No 2	2.50 CP												
Total		6 CP												
12	<p>Weight of the module grade for the overall grade:</p> <p>5% (6 of 120 CP)</p>													
13	<p>Module Prerequisites:</p> <p>none</p>													
14	<p>Presence:</p> <p>Presence is strongly recommended to warrant learning success.</p>													
15	<p>Mobility/Acknowledgement:</p> <table border="1"> <tbody> <tr> <td>Use of the module for other course programs</td><td>Master Business Administration</td></tr> <tr> <td>Module Title english</td><td>Customer Relationship Management and Direct Marketing</td></tr> </tbody> </table>	Use of the module for other course programs	Master Business Administration	Module Title english	Customer Relationship Management and Direct Marketing									
Use of the module for other course programs	Master Business Administration													
Module Title english	Customer Relationship Management and Direct Marketing													

	English translation of module components from section 3	No 1: Customer Relationship Management No 2: Tutorial on Customer Relationship Management and Direct Marketing
16	Responsible Lecturer: Professor Dr. Manfred Krafft	Department: School of Business and Economics
17	Misc.:	

Sales Management (6 ECTS)

Term 2

Lecturer: Prof. Dr. Krafft

Link: <https://www.marketingcenter.de/en/study/courses/296543>

Module Title english:		Sales Management			
Course Program:					
1	Module No: MCM		State:	Language of Instruction: English	
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6 Workload (h): 180
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH) Self-Study (h)
	1	Lecture	Sales Management	Compulsory	30 h (2 CH) 60
4	2	Exercise	Tutorial on Sales Management	Compulsory	30 h (2 CH) 60
	Module Contents:				
	Background and relations to other courses: This course deals with the main aspects of planning, implementing and controlling sales activities. Next to strategic aspects referring to the design of multiple sales channels, the coordination and integration of marketing and sales, the sales territory design and territory alignment, the assessment and compensation of the sales force is discussed.				
5	Main topics and learning objectives: Main topics: - Selecting and Managing (multiple) Sales Channels - Coordination and Integration of Sales and Marketing - Sales Force Organization - Sales Territory Design - Sales Force Sizing - The Selling Process and Selling Approaches - Salesperson Selection - Motivating and Compensating the Sales Forces - Call Time Allocation and Tour Planning - Evaluation and Control of Sales Force Performance Course objective: The course aims at a comprehensive understanding of the sales management process and at applying core concepts to current challenges.				
	Learning outcomes: Academic: - Students are able to deal with selected methods and practical tools for sales management and personal selling - By the use of theoretical concepts and decision support models in lectures and case studies students foster their analytical and decision-making skills Specific decision problems can be solved by applying quantitative, analytic models Soft skills: - Cooperation and teamwork: part of the assignments is done via group work - Presentation skills: assignments have to be presented in front of the class				

	Communication skills: tutorials include discussion sessions					
6	Description of possible electives within the modules: none					
7	Examination: Examinations for every part of the module					
8	Relevant Work:					
9	No	Number and Type; Connection to Course	Duration	Part of final mark in %		
	1	Written assignments and presentations (in group)	4 x 5 to 7 pages and 2 x 20 min.	33 %		
10	2	Written exam	90 min.	67 %		
	Study Work: none					
Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.						
11	CP Assignment:					
	Presence	No 1	1.00 CP			
12		No 2	1.00 CP			
Relevant Work	No 1	1.50 CP				
	13		No 2	2.50 CP		
Total		6 CP				
14	Weight of the module grade for the overall grade: 5% (6 of 120 CP)					
15	Module Prerequisites: none					
16	Presence: Presence is strongly recommended to warrant learning success.					
17	Mobility/Acknowledgement:					
	Use of the module for other course programs		Master Business Administration			
18	Module Title english		Sales Management			
	English translation of module components from section 3		No 1: Sales Management No 2: Tutorial on Sales Management			
19	Responsible Lecturer: Professor Dr. Manfred Krafft		Department: School of Business and Economics			

Consumer Behavior (6 ECTS)

Term 1

Lecturer: Jun.-Prof. Dr. Krafft

Link: <https://www.marketingcenter.de/en/study/courses/296542>

Module Title english:		Consumer Behavior			
Course Program:					
1	Module No: MCM		State: Compulsory	Language of Instruction: English	
2	Turn: each winter semester		Duration: 1 semester	Semester: 1	CP: 6
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH)
	1	Lecture	Consumer Behavior	Compulsory	30 h (2 CH) 60
4	2	Exercise	Tutorial on Consumer Behavior	Compulsory	30 h (2 CH) 60
	Module Contents:				
Main topics and learning objectives: This course provides students with a detailed understanding of the internal processes which determine the human behavior, especially purchasing behavior. The determinants of consumer behavior (e.g. activation, involvement, emotions, needs, attitudes, image and satisfaction) are introduced with the objective to make use of the gained knowledge in marketing. The gained theoretical and conceptual knowledge is applied in the accompanying tutorial via case studies and recent academic publications. Main topics: - Consumer Behavior Introduction and Choice Architecture - Irrational Behavior - Behavioral Pricing - Price Promotions - Product Innovation Management Course objective: The objective of the course is to provide students with a deep understanding of consumer behavior in order to increase the success of related marketing activities.					
5	Learning outcomes: Academic: - Each participant will get a detailed understanding of the internal processes which determine human behavior - Students are able to apply behavioral theories and concepts on an abstract level and connect those problems to decision-making in marketing practice Soft skills: - Cooperation and teamwork: the research project is done via group work - Presentation skills: results of the group work have to be presented in front of the class				
	6 Description of possible electives within the modules: none				

7	Examination: Examinations for every part of the module															
8	Relevant Work: <table border="1"> <thead> <tr> <th>No</th> <th>Number and Type; Connection to Course</th> <th>Duration</th> <th>Part of final mark in %</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Group work (written) and presentation</td> <td>5 - 7 pages and 20 min.</td> <td>40 %</td> </tr> <tr> <td>2</td> <td>Written exam</td> <td>90 min.</td> <td>60 %</td> </tr> </tbody> </table>			No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Group work (written) and presentation	5 - 7 pages and 20 min.	40 %	2	Written exam	90 min.	60 %	
No	Number and Type; Connection to Course	Duration	Part of final mark in %													
1	Group work (written) and presentation	5 - 7 pages and 20 min.	40 %													
2	Written exam	90 min.	60 %													
9	Study Work: none															
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.															
11	CP Assignment: <table border="1"> <tbody> <tr> <td rowspan="2">Presence</td> <td>No 1</td> <td>1.00 CP</td> </tr> <tr> <td>No 2</td> <td>1.00 CP</td> </tr> <tr> <td rowspan="2">Relevant Work</td> <td>No 1</td> <td>1.50 CP</td> </tr> <tr> <td>No 2</td> <td>2.50 CP</td> </tr> <tr> <td>Total</td> <td></td> <td>6 CP</td> </tr> </tbody> </table>			Presence	No 1	1.00 CP	No 2	1.00 CP	Relevant Work	No 1	1.50 CP	No 2	2.50 CP	Total		6 CP
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Relevant Work	No 1	1.50 CP														
	No 2	2.50 CP														
Total		6 CP														
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)															
13	Module Prerequisites: Advanced Market Research has to be passed (see § 9 Abs. 4)															
14	Presence: Presence is strongly recommended to warrant learning success															
15	Mobility/Acknowledgement: <table border="1"> <tbody> <tr> <td>Use of the module for other course programs</td> <td>Master Business Administration, Master Information Systems, Master Mathematics, Master Physics</td> </tr> <tr> <td>Module Title english</td> <td>Consumer Behavior</td> </tr> <tr> <td rowspan="2">English translation of module components from section 3</td> <td>No 1: Consumer Behavior</td> </tr> <tr> <td>No 2: Tutorial on Consumer Behavior</td> </tr> </tbody> </table>			Use of the module for other course programs	Master Business Administration, Master Information Systems, Master Mathematics, Master Physics	Module Title english	Consumer Behavior	English translation of module components from section 3	No 1: Consumer Behavior	No 2: Tutorial on Consumer Behavior						
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Module Title english	Consumer Behavior															
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16	Responsible Lecturer: Professor Dr. Manfred Krafft	Department: School of Business and Economics														
17	Misc.:															

Media Marketing (6 ECTS)

(Bachelor students in their 4th year of studies are allowed to participate in this class!)

Term 1

Lecturer: Prof. Dr. Hennig-Thurau

Link: <https://www.marketingcenter.de/en/study/courses/296103>

Module Title english:		Media Marketing			
Course Program:					
1	Module No: MCM		State:	Language of Instruction: English	
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6 Workload (h): 180
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH) Self-Study (h)
	1	Lecture	Media Marketing	Compulsory	30 h (2 CH) 60
4	2	Exercise	Tutorial on Media Marketing	Compulsory	30 h (2 CH) 60
	Module Contents: Background and relations to other courses: The module Media Marketing deals with the specifics of media markets and the characteristics of the production and consumption of media products. Further it discusses the economic and strategic marketing implications for value creation in media markets.				
Main topics and learning objectives: <ul style="list-style-type: none"> - Key characteristics of media products - Typical structures of media markets (e.g. motion pictures industry, music industry, games industry, publishing industry) - Distinguishing features of media markets (e.g. network effects) - Characteristics of the production and consumption of media products (e.g. the role of creativity and culture) - Fundamental marketing strategies for marketing of media products - Typical revenue models in media markets - Specific marketing challenges for marketing of media products (e.g. multichannel distribution and piracy) - Risk management in the media industry <p>Course objective: The aim of this module is that students understand the characteristics of media markets and are able to manage marketing activities accordingly.</p>					
5	Learning outcomes: Academic: Upon completion of the course the student is able to... understand and discuss the constitutive characteristics of media products, media markets and media consumption and reflect on current corresponding developments in theory and practice. evaluate and apply the media market, product and consumption characteristics in real-world settings .. develop integrative strategies for media marketing and media management.				

	Soft skills: Upon completion of the course the student is able to... .. apply the knowledge acquired, to make decisions and argue for them (competence in problem solving and discussion). .. behave in a group constellation in a socially-desirable way; work effectively in a group on academic and practical problems; develop and coordinate strategies and decisions in a group and present them to an audience; deal with potential conflicts. .. organize a case analysis and corresponding presentation as well as a paper discussion in a group (project management). .. participate and lead topic-specific discussions in English.																
6	Description of possible electives within the modules: none																
7	Examination: Examinations for every part of the module																
	Relevant Work:																
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Presence	No 1		1.00 CP														
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Relevant Work	No 1	1.50 CP															
	No 2	2.50 CP															
Study Work	No 1	-															
Total		6 CP															
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)																
13	Module Prerequisites: none																
14	Presence: Presence is strongly recommended to warrant learning success.																

	Mobility/Acknowledgement:
15	Use of the module for other course programs Master Business Administration, Master Information Systems, Master Mathematics, Master Physics
	Module Title english Media Marketing
	English translation of module components from section 3 No 1: Media Marketing
	No 2: Tutorial on Media Marketing
16	Responsible Lecturer: Univ.-Prof. Dr. Thorsten Hennig-Thurau
	Department: School of Business and Economics
17	Misc.:

Entertainment Media Marketing (6 ECTS)

Term 2

Lecturer: Prof. Dr. Henning-Thurau

Link: <https://www.marketingcenter.de/en/study/courses/296129>

Module Title english:		Entertainment Media Marketing				
Course Program:						
1	Module No: MCM	State:	Language of Instruction: English			
2	Turn: each winter semester	Duration: 1 semester	Semester:	CP: 6	Workload (h): 180	
Module Structure:						
3	No	Type	Course	State	Workload (h)	
					Presence (h + CH)	
	1	Lecture	Entertainment Media Marketing	Compulsory	30 h (2 CH) 60	
4	2	Exercise	Tutorial on Entertainment Media Marketing	Compulsory	30 h (2 CH) 60	
	Module Contents:					
Main topics and learning objectives: The module Entertainment Media Marketing deals with the particularities of Entertainment Media products, which are mainly consumed for hedonic benefits. In the module, we take both the consumers' and the managers' perspective by focusing on aspects such as hedonic consumption, branding and communication. Main topics: - Role of emotions, imagery, and multisensory cues - Factors influencing the success of hedonic media products - Importance of brands for entertainment media product success - Role of communication and information in hedonic media marketing: Cascades, Word of Mouth, and Third-Party Information Course objective: The aim of this module is that students understand the theoretical and practical implications of managing entertainment media products and are able to steer marketing activities accordingly.						
5	Learning outcomes:					
	Academic: Upon completion of the course the student is able to... understand and discuss consumer behavior in an entertainment media context, the role of communication and information in hedonic media marketing and the factors influencing the success of hedonic media products with an emphasis on brands and branding strategies. ... understand the theoretical and practical implications of managing entertainment media products, evaluate and apply this knowledge and steer marketing activities accordingly.					
Soft skills: Upon completion of the course the student is able to... behave in a group constellation in a socially-desirable way; work effectively in a group on academic and practical problems; develop and						

	coordinate strategies and decisions in a group and present them to an audience; deal with potential conflicts. ... organize a case analysis and corresponding presentation as well as a paper discussion in a group (project management). ... participate in and lead topic-specific discussions in English.																
6	Description of possible electives within the modules: none																
7	Examination: Examinations for every part of the module																
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Presence	No 1		3.00 CP														
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Module Title english	Entertainment Media Marketing																

	English translation of module components from section 3	No 1: Entertainment Media Marketing
		No 2: Tutorial on Entertainment Media Marketing
16	Responsible Lecturer: Univ.-Prof. Dr. Thorsten Hennig-Thurau	Department: School of Business and Economics
17	Misc.:	

Marketing Analytics and Data-Driven Business Strategies (12 ECTS)

Term 1+2 (Seminar)

Lecturer: Dr. Böing

Link: <https://www.marketingcenter.de/en/study/courses/295757>

(Digital) Marketing Reloaded? (12 ECTS)

Term 1+2 (Seminar)

Lecturer: Prof. Dr. Krafft

Link: <https://www.marketingcenter.de/en/study/courses/294797>

IWM Seminar: KnowIT! (12 ECTS)

Term 1+2 (Seminar)

Lecturer: Dr. Gensler

Link: <https://www.marketingcenter.de/en/study/courses/295002>

Social Media and Political Marketing: Will Democracy Survive the Internet? (12 ECTS)

Term 1+2 (Seminar)

Lecturer: Prof. Dr. Kübler

Link: <https://www.marketingcenter.de/en/study/courses/303900>

Privacy Issues and Data Protection in the Age of Big Data (12 ECTS)

Term 2

Lecturer: Jun.-Prof. Dr. Lobschat

Link: <https://www.marketingcenter.de/en/study/courses/304836>

Seminar Marketing II (12 ECTS)

Lecturer: Prof. Dr. Henning- Thurau

Link: <https://www.marketingcenter.de/en/study/courses>

Module Title english:		Seminar Marketing II			
Course Program:					
1	Module No: MCM	State:	Language of Instruction: German or English		
2	Turn: each winter semester	Duration: 1 semester	Semester:	CP: 12 Workload (h): 360	
Module Structure:					
3	No	Type	Course	State	
				Workload (h)	
	1	Seminar	Seminar Marketing	Compulsory 30 h (2 CH) 330	
Module Contents:					
4	Main topics and learning objectives:				
	Current questions in marketing will be treated by students through an individual academic paper and or case studies that are also relevant for practice. Students organize themselves in groups in order to exchange and discuss research results. The results will be presented and discussed. The subjects are from research of the chair/institute who is offering the seminar, in order to integrate current research results into the seminar and discuss it. Empirical and/or theoretical- methodical analysis from students and the integration of international aspects is supported.				
5	Learning outcomes:				
	Academic: Students are able to produce a scientific paper or a written case study solution and they can present and defend it in a critical discussion. They employ - depending on the research question - either qualitative-analytical or formal-methodical instruments. Soft skills: They master relevant skills, especially communication-, presentation- and rhetorical skills.				
6	Description of possible electives within the modules:			none	
7	Examination: Examinations for every part of the module				
8		Relevant Work:			
8	No	Number and Type; Connection to Course	Duration	Part of final mark in %	
	1	Academic paper or case studies,	approx. 12 pages and	100 %	

	presentation, discussion, feed-back	approx. 20 min.										
9	Study Work: none											
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.											
	CP Assignment: <table border="1"> <tr> <td>Presence</td><td>No 1</td><td>1.00 CP</td></tr> <tr> <td>Relevant Work</td><td>No 1</td><td>11.00 CP</td></tr> <tr> <td>Total</td><td></td><td>12 CP</td></tr> </table>			Presence	No 1	1.00 CP	Relevant Work	No 1	11.00 CP	Total		12 CP
Presence	No 1	1.00 CP										
Relevant Work	No 1	11.00 CP										
Total		12 CP										
12	Weight of the module grade for the overall grade: 10% (12 of 120 CP)											
13	Module Prerequisites: none											
14	Presence: Attendance is mandatory. An attendance of 80% is required.											
	Mobility/Acknowledgement: <table border="1"> <tr> <td>Use of the module for other course programs</td><td>Master Business Administration</td></tr> <tr> <td>Module Title english</td><td>Seminar Marketing II</td></tr> <tr> <td>English translation of module components from section 3</td><td>No 1: Seminar Marketing</td></tr> </table>			Use of the module for other course programs	Master Business Administration	Module Title english	Seminar Marketing II	English translation of module components from section 3	No 1: Seminar Marketing			
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English translation of module components from section 3	No 1: Seminar Marketing											
16	Responsible Lecturer: Univ.-Prof. Dr. Thorsten Hennig-Thurau, Professor Dr. Manfred Krafft, Professor Dr. Thorsten Wiesel	Department: School of Business and Economics										
17	Misc.:											

Economics:

Microeconomics (6 ECTS)

(Bachelor students are allowed to participate in this class!)

Term 1+2

Lecturer: Prof. Dr. Becker

Link: <http://www.wiwi.uni-muenster.de/iff1/studieren/vorlesungen-start.html>

Module Title english:		Microeconomics							
Course Program:									
1	Module No: BWL	State:	Language of Instruction: English						
2	Turn: each winter semester	Duration: 1 semester	Semester:	CP: 6	Workload (h): 180				
Module Structure:									
3	No	Type	Course	State	Workload (h)				
					Presence (h + CH) Self-Study (h)				
	1	Lecture/ Exercise	Microeconomics	Compulsory	60 h (4 CH) 120				
Module Contents:									
4	Background and relations to other courses: Knowledge of basic microeconomic theory is a cornerstone for large parts of the curriculum.								
	Main topics and learning objectives: This course introduces students to microeconomic theory at an intermediate level. The course will cover the following subjects: Consumer theory, theory of the firm, partial and general equilibrium theory, as well as basics of game theory and information economics.								
5	Learning outcomes:								
	Academic: During this module students will acquire knowledge of the formal methods of standard microeconomic theory which are essential for subsequent master-level courses. Students will be able to translate economic problems into a mathematical framework. Moreover, participants learn how to interpret results from such economic models.								
Soft skills: Students learn how to cope with basic economic problems in a formal model. By working on the problem sets and by reading the related literature students will acquire a larger degree of self-motivation and self-organization. As most of the literature is in English, language skills will be improved.									

6	Description of possible electives within the modules: none											
7	Examination: Final Module Exam											
8	Relevant Work: <table border="1"> <thead> <tr> <th>No</th> <th>Number and Type; Connection to Course</th> <th>Duration</th> <th>Part of final mark in %</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Final exam</td> <td>60 min.</td> <td>100 %</td> </tr> </tbody> </table>			No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Final exam	60 min.	100 %	
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Module Title english	Microeconomics											
English translation of module components from section 3	No 1: Microeconomics											
16	Responsible Lecturer: Professor Dr. Johannes Becker	Department: School of Business and Economics										
17	Misc.:											

Macroeconomics (6 ECTS)

(Bachelor students are allowed to participate in this class!)

Term 1+2

Lecturers: Prof. Dr. Bohl, Prof. Dr. Kempa

Link: <https://www.wiwi.uni-muenster.de/iioe/de/studium/veranstaltungen>

Module Title english:		Macroeconomics							
Course Program:									
1	Module No: VWL	State:	Language of Instruction: English						
2	Turn: each winter semester	Duration: 1 semester	Semester:	CP: 6	Workload (h): 180				
Module Structure:									
3	No	Type	Course	State	Workload (h)				
					Presence (h + CH)				
	1	Lecture/ Exercise	Macroeconomics	Compulsory	60 h (4 CH) 120				
Module Contents:									
Background and relations to other courses:									
The course Macroeconomics gives an introduction to advanced topics and methods of modern macroeconomic theory. The module is based on the Bachelor courses in macroeconomics.									
Main topics and learning objectives:									
The course covers the topics growth theory and empirics and New Keynesian macroeconomics. Theoretical as well as empirical methods are discussed. The students gain an overall understanding of the interdependencies of different macroeconomic subjects.									
4	Themes	Learning objectives							
	Growth theory and empirics	The knowledge of growth theory is deepened and extended.							
	New Keynesian Macroeconomics	Introduction to the model structure of macroeconomic general equilibrium models. To deepen the knowledge of this class of models, detailed analyses are conducted by means of a two-period model. The students are enabled to understand the different mechanisms at work in this model and transfer the knowledge to more complex models.							
5	Learning outcomes:								

	<p>Academic: The module conveys advanced methods in theoretical and quantitative macroeconomics, which are of special interest in various economic fields of work, such as in economic divisions of government departments, research institutes and firms. After completing the module, students are prepared for both further advanced studies in macroeconomics and for an employment in a comparable or related field of activity.</p> <p>Soft skills: The methodological knowledge enables the students to understand and solve a certain class of macroeconomic models on their own. The analysis and profound discussion of complex models strengthen the ability to solve problems and the ability for abstract thinking.</p>									
6	<p>Description of possible electives within the modules: none</p>									
7	<p>Examination: Final Module Exam</p>									
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12	<p>Weight of the module grade for the overall grade: 5% (6 of 120 CP)</p>									
13	<p>Module Prerequisites: none</p>									
14	<p>Presence: Presence is strongly recommended to warrant learning success</p>									
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	section 3	
16	Responsible Lecturer: Professor Dr. Martin Bohl, Professor Dr. Bernd Kempa	Department: School of Business and Economics
17	Misc.:	

Regulatory Economics (6 ECTS)

Term 1+2

Dozent: Jun.-Prof. Dr. Stühmeier

Link: <https://www.wiwi.uni-muenster.de/cawm/veranstaltungen/lehrveranstaltungen/297070>

Module Title english:		Regulatory Economics			
Course Program:					
1	Module No: VWL		State:	Language of Instruction: English	
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6 Workload (h): 180
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH) Self-Study (h)
	1	Lecture	Economics of Regulation	Compulsory	30 h (2 CH) 90
		2	Exercise	Tutorial/Case Studies/Discussion of current developments	Compulsory 15 h (1 CH) 45
Module Contents:					
4	Background and relations to other courses:				
	The module "Economics of Regulation" is based on the bachelor module "Applied Research in Economics: Economic Policy and Regulation". The theoretical foundations are formed by the microeconomic modules. The module is related to the module "Economic Policy" and - regarding to the application in the electricity industry - to the module of energy economics.				
	Main topics and learning objectives:				
The course will show how to regulate network industries. The advantages and disadvantages of various regulatory instruments will be presented. Students will learn how to assess the impact of regulatory instruments in selected network industries and how to implement these instruments in practice. There is a special emphasis on the problems that may occur in the implementation process.					
Themes		Learning objectives			
Theory of regulation		To learn when to regulate and how to identify monopolistic bottlenecks. To understand that the regulatory process is not frictionless and that players in the process follow their self-interests. To comprehend and distinguish different targets of regulation.			
Instruments in		To learn different regulatory instruments and to understand their			

	regulation	advantages and disadvantages. To evaluate the suitability of certain instruments.								
	General application in network industries	To understand the characteristics of network industries. To learn regulatory regimes and to analyze their advantages and disadvantages.								
	Application in telecommunication industry	To understand the characteristics of telecommunication industry and their implications for regulating this industry. To learn recent regulations on the European and national level. To assess the effectiveness of these regulations and to analyze other regulatory options.								
	Application in electricity industry	To understand the characteristics of electricity industry and their implications for regulating this industry. To learn recent regulations on the European and national level. To assess the effectiveness of these regulations and to analyze other regulatory options.								
Learning outcomes:										
<p>Academic: In the examination the student should demonstrate the knowledge of the regulatory process, the characteristics of network industries in general and measures to evaluate regulative instruments. The students should demonstrate the ability to apply this knowledge to real-world examples, to construct suitable regulation mechanism, to elaborate the pros and cons of these suggested regulative actions.</p> <p>Soft skills: In this module, students learn particularly the analysis of complex economic circumstances with multiple influencing factors as well as abstract and lateral thinking. In the exercises, the practical solution competence for applied problems is encouraged. The self-responsible preparation of the exercises supports students in their development of an autonomous approach to problem solving. Additionally, the content of the course is applied in a real life context. For this purpose and throughout the course, specific case studies are referred to, so that students gain an understanding for regulation.</p>										
5										
6	Description of possible electives within the modules: none									
7	Examination: Final Module Exam									
8	<p>Relevant Work:</p> <table border="1"> <thead> <tr> <th>No</th> <th>Number and Type; Connection to Course</th> <th>Duration</th> <th>Part of final mark in %</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Final written exam</td> <td>90 min.</td> <td>100 %</td> </tr> </tbody> </table>		No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Final written exam	90 min.	100 %
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Presence	No 1	1.00 CP								
	No 2	0.50 CP								

	Relevant Work	No 1	4.50 CP
	Total		6 CP
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)		
13	Module Prerequisites: none		
14	Presence: Presence is strongly recommended to warrant learning success.		
	Mobility/Acknowledgement:		
15	Use of the module for other course programs	Master Business Administration, Master Economics, Master Mathematics, Master Human Geography	
	Module Title english	Regulatory Economics	
	English translation of module components from section 3	No 1: Economics of Regulation No 2: Tutorial/Case Studies/Discussion of current developments	
16	Responsible Lecturer: Prof. Dr. Theresia Theurl	Department: School of Business and Economics	
17	Misc.:		

Advanced Microeconomics I (6 ECTS)

Term 1+2

Lecturer: Dr. Lingens

Link: <https://studium.uni-muenster.de/qisserver/rds?state=verpublish&status=init&vmfile=no&publishid=296665&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung>

Module Title english:		Advanced Microeconomics I							
Course Program:									
1	Module No: VWL	State: Compulsory	Language of Instruction: English						
2	Turn: each winter semester	Duration: 1 semester	Semester: 1	CP: 6	Workload (h): 180				
Module Structure:									
3	No	Type	Course	State	Workload (h)				
					Presence (h + CH)				
	1	Lecture/ Exercise	Advanced Microeconomics I	Elective	60 h (4 CH) 120				
Module Contents:									
Background and relations to other courses:									
The focus of economics as a science is decision and decision problems. Making decisions without considering uncertainty is generally not possible. The module 'Fortgeschrittene Mikroökonomik/Advanced Microeconomics I' lays out the foundation of these decisions under uncertainty can be systematically analyzed. This knowledge is important for a number of modules for example the more finance oriented modules such as 'Advanced Corporate Finance' or 'Derivative I'. Additionally, many methods and insights that are laid out in this module are important for understanding 'Dynamic Macroeconomics'.									
Main topics and learning objectives:									
Together with the course "Advanced Microeconomics II", the course "Advanced Microeconomics I" aims at a comprehensive and formal training in microeconomics. Its structure and topics are comparable to that of internationally renowned Graduate schools. "Advanced Microeconomics I" deals with the implications and effects of uncertainty. To this end, the foundations in the form of a preference ordering under uncertainty are laid out. Based on this we will discuss the classification of risk and the household's attitudes towards risk. Students will learn different metrics that help in classifying these effects. Finally, we will discuss applications of the general structure (Savings Choice, Portfolio choice, Insurance decision). The choice of the Modul 'Advanced Microeconomics II' is helpful.									
Themes		Learning objectives							

	Expected utility theory	Understand how decisions under uncertainty can be modeled in microeconomics								
	Measurement of uncertainty	Understand how different uncertainty situations can be compared								
	Measurement of risk aversion	Get insights into the connection between risk aversion and the utility function								
	Household behavior under uncertainty	Understand demand for insurance, portfolio selection and saving decisions and get to know about problems on insurance markets under uncertainty.								
	Firm behavior under uncertainty	Understand how uncertainty changes profit maximization behavior of firms.								
5	<p>Learning outcomes:</p> <p>Academic:</p> <p>The module gives insights into advanced methods in microeconomic theory according to international standards. The module provides the basis for further academic work such as a doctoral thesis and is therefore of special use for students with interest in an academic career. As such, the module aims at two core competencies. For one, student methodologically learn how decision situation change (and how the mode structure changes) once uncertainty is taken into account. This is helpful when it comes to understanding different decision situations and context in which this is relevant. Second, content wise, students learn to now a number of applications of the general structure. These competencies put students in a position to gain an integrated understanding of key microeconomic concepts and the ability to understand and reflect modern literature.</p> <p>Soft skills:</p> <p>Besides the pure economic skills, this module also aims at endowing students with a number of key skills which are selfstructured learning, ability to discuss and reflect and problem solving competencies. The latter two skills are mainly the focus of the accompanying class in which problems sets related to the content of the lecture are discussed and solved.</p>									
6	<p>Description of possible electives within the modules:</p> <p>none</p>									
7	<p>Examination: Final Module Exam</p>									
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	Total	6 CP
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)	
13	Module Prerequisites: none	
14	Presence: Presence is strongly recommended to warrant learning success	
15	Mobility/Acknowledgement:	
	Use of the module for other course programs	Master Business Administration, Master Economics, Master Mathematics, Master Human Geography
	Module Title english	Advanced Microeconomics I
	English translation of module components from section 3	No 1: Advanced Microeconomics I
16	Responsible Lecturer: Dr. Jörg Peter Lingens	Department: School of Business and Economics
17	Misc.:	

International Macroeconomics (6 ECTS)

(Bachelor students are allowed to participate in this class!)

Term 1+2

Lecturer. Prof. Dr. Kempa

Link: <https://www.wiwi.uni-muenster.de/iioe/de/studium/veranstaltungen/296463>

Module Title english:		International Macroeconomics			
Course Program:					
1	Module No: VWL		State: Compulsory	Language of Instruction: English	
2	Turn: each winter semester		Duration: 1 semester	Semester: 1	CP: 6
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH)
	1	Lecture	International Macroeconomics	Compulsory	30 h (2 CH) 90
4	2	Exercise	Tutorial International Macroeconomics	Compulsory	30 h (2 CH) 30
	Module Contents: Background and relations to other courses: The course offers an introduction to advanced topics and methods in international finance. The module builds upon the Bachelor module Macroeconomics III. Main topics and learning objectives:				
5	Themes			Learning objectives	
	Modelling interdependencies in money, goods, and FX markets, intertemporal macroeconomics, new open economy models.			Theoretical and empirical methods in the field of international macroeconomics.	
Learning outcomes: Academic: After completing the module, students have a profound knowledge of modern macroeconomics. They acquire knowledge about the specific challenges and interactions between the money, commodity and financial markets. The module deepens and broadens theoretical and quantitative methods in macroeconomics, which are relevant in many fields of Business and Economics, especially ministries, research institutes, and private enterprises. The module also prepares for an economics PhD thesis. Soft skills:					

	<p>After completing the module, students are familiar with topics and methods of modern macroeconomics. Students are able to analyse and discuss current questions in international economics in a profound way. Thus, students strengthen both, their individual problem-solving ability and their capability for abstract and logical reasoning. Providing solutions to economic policy problems both individually and in the classroom promotes the co-operation, as well as organizational and communication skills.</p>													
6	<p>Description of possible electives within the modules: none</p>													
7	<p>Examination: Examinations for every part of the module</p>													
8	<p>Relevant Work:</p> <table border="1"> <thead> <tr> <th>No</th> <th>Number and Type; Connection to Course</th> <th>Duration</th> <th>Part of final mark in %</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Final written exam</td> <td>90 min.</td> <td>70 %</td> </tr> <tr> <td>2</td> <td>Problem sets</td> <td>3 x 6-10 pages</td> <td>30 %</td> </tr> </tbody> </table>	No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Final written exam	90 min.	70 %	2	Problem sets	3 x 6-10 pages	30 %	
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9	<p>Study Work: none</p>													
10	<p>Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.</p>													
11	<p>CP Assignment:</p> <table border="1"> <tbody> <tr> <td rowspan="2">Presence</td> <td>No 1</td> <td>1.00 CP</td> </tr> <tr> <td>No 2</td> <td>1.00 CP</td> </tr> <tr> <td rowspan="2">Relevant Work</td> <td>No 1</td> <td>3.00 CP</td> </tr> <tr> <td>No 2</td> <td>1.00 CP</td> </tr> <tr> <td>Total</td> <td></td> <td>6 CP</td> </tr> </tbody> </table>	Presence	No 1	1.00 CP	No 2	1.00 CP	Relevant Work	No 1	3.00 CP	No 2	1.00 CP	Total		6 CP
Presence	No 1		1.00 CP											
	No 2	1.00 CP												
Relevant Work	No 1	3.00 CP												
	No 2	1.00 CP												
Total		6 CP												
12	<p>Weight of the module grade for the overall grade: 5% (6 of 120 CP)</p>													
13	<p>Module Prerequisites: none</p>													
14	<p>Presence: Presence is strongly recommended to warrant learning success</p>													
15	<p>Mobility/Acknowledgement:</p> <table border="1"> <tbody> <tr> <td>Use of the module for other course programs</td> <td>Master Business Administration, Master Economics, Master Mathematics, Master Human Geography</td> </tr> <tr> <td>Module Title english</td> <td>International Macroeconomics</td> </tr> <tr> <td>English translation of module components from</td> <td>No 1: International Macroeconomics</td> </tr> </tbody> </table>	Use of the module for other course programs	Master Business Administration, Master Economics, Master Mathematics, Master Human Geography	Module Title english	International Macroeconomics	English translation of module components from	No 1: International Macroeconomics							
Use of the module for other course programs	Master Business Administration, Master Economics, Master Mathematics, Master Human Geography													
Module Title english	International Macroeconomics													
English translation of module components from	No 1: International Macroeconomics													

	section 3	No 2: Tutorial International Macroeconomics
16	Responsible Lecturer: Professor Dr. Bernd Kempa, Dr. Jana Riedel	Department: School of Business and Economics
17	Misc.:	

Business Cooperation: Mergers and Acquisitions (6 ECTS)

(Bachelor students are allowed to participate in this class!)

Term 1+2

Lecturer: Prof. Dr. Theurl

Link: <http://www.wiwi.uni-muenster.de/06/nd/studium/lehrveranstaltungen/uebersicht/>

Module Title english:		Business Cooperation: Mergers and Acquisitions								
Course Program:										
1	Module No: VWL		State:	Language of Instruction: German or English						
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6 Workload (h): 180					
Module Structure:										
3	No	Type	Course	State	Workload (h)					
					Presence (h + CH)					
	1	Lecture	Business Cooperation: Mergers and Acquisitions	Elective	45 h (3 CH) Self-Study (h)					
	2	Exercise	Tutorial: Business Cooperation: Mergers and Acquisitions	Elective	15 h (1 CH) 45					
	3	Lecture	Business Cooperation: Mergers and Acquisitions (english)	Elective	45 h (3 CH) 75					
4	4	Exercise	Tutorial: Business Cooperation: Mergers and Acquisitions (english)	Elective	15 h (1 CH) 45					
	Module Contents:									
Background and relations to other courses:										
Mergers & Acquisitions are a widespread phenomenon in the world's globalized economy. Merging and/or acquiring firms accelerate external corporate growth, facilitate foreign market entries and help to gain knowledge and new technologies. Thus, managing both the M&A process and the subsequent post merger integration has become an important task in the field of strategic management. The module is linked to other fields of economics and business administration. It draws on courses on institutional economics, theory of the firm and competition policy as well as courses on business cooperations, organization theory and strategic management. The course knowledge can be applied in a seminar on current M&A transactions.										
Main topics and learning objectives:										
Lecture and exercises aim to introduce students to the world of mergers & acquisitions. Therefore it starts with an overview of the historic and actual developments in the M&A market. Furthermore, motives for M&A and external influences on the market are presented. The course will put forward										

	<p>the economic analysis of competitive impacts of acquisition activities and how those are covered by European and national law. Moreover, the challenges of M&A management, adequate management approaches as well as success and failure factors are discussed.</p> <table border="1"> <thead> <tr> <th>Themes</th><th>Learning objectives</th></tr> </thead> <tbody> <tr> <td>1. Recent M&A trends</td><td>To learn about the latest developments in global M&A under the impact of the current financial crisis.</td></tr> <tr> <td>2. M&A history</td><td>To learn that M&A is a cyclical phenomenon and to understand the main economic drivers for each merger wave.</td></tr> <tr> <td>3. The economic impact of M&A</td><td>To understand the rationale for M&A and learn which external factors influence the market for M&A.</td></tr> <tr> <td>4. Regulation</td><td>To understand the economic purpose of governmental regulations and the relationship between European and national regulation.</td></tr> <tr> <td>5. M&A management – Requirements, contents, implementation</td><td>To understand the requirements for managing mergers & acquisitions. To derive the contents of M&A management. To learn different options for implementing M&A management in a company.</td></tr> <tr> <td>6. Post Merger Integration</td><td>To examine the factors which affect the successful integration of inbound acquisitions.</td></tr> </tbody> </table>	Themes	Learning objectives	1. Recent M&A trends	To learn about the latest developments in global M&A under the impact of the current financial crisis.	2. M&A history	To learn that M&A is a cyclical phenomenon and to understand the main economic drivers for each merger wave.	3. The economic impact of M&A	To understand the rationale for M&A and learn which external factors influence the market for M&A.	4. Regulation	To understand the economic purpose of governmental regulations and the relationship between European and national regulation.	5. M&A management – Requirements, contents, implementation	To understand the requirements for managing mergers & acquisitions. To derive the contents of M&A management. To learn different options for implementing M&A management in a company.	6. Post Merger Integration	To examine the factors which affect the successful integration of inbound acquisitions.
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6. Post Merger Integration	To examine the factors which affect the successful integration of inbound acquisitions.														
5	<p>Learning outcomes:</p> <p>Academic: After completing that module, students have content-related competences in the area of Mergers & Acquisitions. They are able to recognize the macroeconomic consequences of a M&A transaction as well as the motives of a company sale or merger. They are familiar with the characteristics of the market for companies and able to interpret developments correctly. Students master the instruments for the steering of a M&A process and based on this knowledge, they are able to make the correct economic organizational choice.</p> <p>Soft skills: Students learn to analyse complex problems with multiple factors as well as abstract and integrated thinking. In the exercises, the practical solution competence for applied problems is encouraged. The self-responsible preparation of the exercises supports students in their development of an autonomous approach to problem solving. Additionally, the content of the course is applied in a real life context. For this purpose and throughout the course, specific case studies are referred to, so that students gain an understanding of the goals, effects and regulation of recent M&A transactions, as well as their best-practice management. The M&A module is available both in English and German language, which facilitates the students' improvement in a foreign language.</p>														
6	<p>Description of possible electives within the modules: Either the german course/exercise (No. 1 + No. 2) or the english course/exercise (No. 3 + No. 4) have to be absolved.</p>														
7	<p>Examination: Final Module Exam</p>														
8	<p>Relevant Work:</p> <table border="1"> <thead> <tr> <th>No</th><th>Number and Type; Connection to Course</th><th>Duration</th><th>Part of final mark in %</th></tr> </thead> <tbody> <tr> <td>1</td><td>Final written exam (in German or English, depending on chosen course)</td><td>120 min.</td><td>100 %</td></tr> </tbody> </table>	No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Final written exam (in German or English, depending on chosen course)	120 min.	100 %						
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	No 3	1.50 CP																		
	No 4	0.50 CP																		
Relevant Work	No 1	4.00 CP																		
Total		8 CP																		
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)																			
13	Module Prerequisites: Basic knowledge of business cooperations.																			
14	Presence: Presence is strongly recommended to warrant learning success.																			
15	Mobility/Acknowledgement: <table border="1"> <tr> <td>Use of the module for other course programs</td><td>Master Business Administration, Master Economics, Master Mathematics, Master Human Geography</td></tr> <tr> <td>Module Title english</td><td>Business Cooperation: Mergers and Acquisitions</td></tr> <tr> <td>English translation of module components from section 3</td><td>No 1: Business Cooperation: Mergers and Acquisitions</td></tr> <tr> <td></td><td>No 2: Tutorial: Business Cooperation: Mergers and Acquisitions</td></tr> <tr> <td></td><td>No 3: Business Cooperation: Mergers and Acquisitions (english)</td></tr> <tr> <td></td><td>No 4: Tutorial: Business Cooperation: Mergers and Acquisitions (english)</td></tr> </table>		Use of the module for other course programs	Master Business Administration, Master Economics, Master Mathematics, Master Human Geography	Module Title english	Business Cooperation: Mergers and Acquisitions	English translation of module components from section 3	No 1: Business Cooperation: Mergers and Acquisitions		No 2: Tutorial: Business Cooperation: Mergers and Acquisitions		No 3: Business Cooperation: Mergers and Acquisitions (english)		No 4: Tutorial: Business Cooperation: Mergers and Acquisitions (english)						
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16	Responsible Lecturer: Prof. Dr. Theresia Theurl	Department: School of Business and Economics																		
17	Misc.:																			

Business Cooperation: Current Cases (6 ECTS)

Seminar: Please, refer to the chairs website. Registration in advance is necessary.

Link: <http://www.wiwi.uni-muenster.de/o6/nd/studium/lehrveranstaltungen/uebersicht/>

Module Title english:		Business Cooperation: Current Cases					
Course Program:							
1	Module No: VWL 23	State:	Language of Instruction: German or English				
2	Turn: each semester	Duration: 1 semester	Semester:	CP: 6	Workload (h): 180		
Module Structure:							
3	No	Type	Course	State	Workload (h)		
					Presence (h + CH)		
4	1	Seminar	Seminar Business Cooperation: Current Cases	Compulsory	30 h (2 CH) 150		
	Module Contents:						
Background and relations to other courses: Students will learn to analyse actual business cases regarding cooperative activities with applied economic theories. The seminar draws on courses on business cooperations (Governance and Management), on institutional economics and on the theory of the firm.							
Main topics and learning objectives: The seminar trains students in applying their knowledge on business co-operation to cases. The cases are selected out of a diverse range of industries like the automotive industry, the service industry, the financial industry, or the sports industry. Students will learn how to analyze a cooperative arrangement. They have to write an individual essay on a case study. After writing their essay students have to present their case study. They also have to discuss the result of the case studies presented to them. The learning experience crucially depends on their motivation for a self-sustained analysis of the case given to them and their preparation of the meetings where the case studies will be presented. Research assistants advise and discuss problems with the students during the period of preparing their essay.							
		Themes	Learning objectives				
Essay		Literature research; executing an economic analysis					
Presentation		Presenting before an audience					
Discussion moderation		Moderating an economic discussion					
Discussion participation		Contributing adequate comments and questions					

	<p>Learning outcomes:</p> <p>Academic:</p> <p>The students have to write an individualized seminar thesis. Through the content-related competences acquired during their self-studies they will be able to analyze a current case in a cooperation theoretical and solid way. Furthermore, they will learn the application of New Institutional Economics, Industrial Economics as well as business administrative and legal approaches towards relevant cases, which will improve their methodical skills. Through these approaches students are able to evaluate and prepare established assessments of actual topics in a self-contained and suitable way, not only in the research area of business cooperations. By writing their thesis, students will get in touch with the elements of scientific work. This includes focused evaluation of literature, literature based transformation of contents, the ability of consistent argumentation and their verification towards conclusiveness as well as the acquirement of scientific terms and the study of essential components of scientific work.</p>									
5	<p>Soft skills:</p> <p>Through the formation of small groups during the seminar students will furthermore learn fundamental key qualifications. Besides the ability of organizing and structural working, the module will also promote the aspect of time management, because there are strict deadlines regarding to the submission of thesis and presentation. Beyond this, competences in teamwork and cooperation will be strengthened through a joint presentation with a fellow student. In this way students will also practice their debating and presentation skills as they have to jointly present their thesis in front of a critical and constructive audience. Afterwards every student gets a detailed feedback during the conversation with the respective supervisor regarding his/her overall performance. Thereby the students will get a comprehensive impression concerning their problem-solving abilities and their communication skills. The module is available both in English and German language, which facilitates the students' improvement in a foreign language.</p>									
6	<p>Description of possible electives within the modules:</p> <p>none</p>									
7	<p>Examination: Final Module Exam</p>									
8	<p>Relevant Work:</p> <table border="1"> <thead> <tr> <th>No</th><th>Number and Type; Connection to Course</th><th>Duration</th><th>Part of final mark in %</th></tr> </thead> <tbody> <tr> <td>1</td><td>Academic paper & presentation</td><td>15 pages + 90 min.</td><td>100 %</td></tr> </tbody> </table>	No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Academic paper & presentation	15 pages + 90 min.	100 %	
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9	<p>Study Work: none</p>									
10	<p>Prerequisites for Credit Points:</p> <p>The credit points will be granted after all relevant work and study work have been successfully completed.</p>									
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Presence	No 1	1.00 CP								
Relevant Work	No 1	5.00 CP								
Total		6 CP								
12	<p>Weight of the module grade for the overall grade:</p> <p>3.33% (6 of 180 CP)</p>									

13	Module Prerequisites: There are restrictions concerning the combination with other Business/Economics Electives, see § 7 of the Examinaton Rules.	
14	Presence: Presence is strongly recommended to warrant learning success.	
15	Mobility/Acknowledgement:	
15	Use of the module for other course programs	Bachelor Business Administration, Bachelor Economics, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Economics, Bachelor Mathematics, Bachelor Geography
	Module Title english	Business Cooperation: Current Cases
	English translation of module components from section 3	No 1: Seminar Business Cooperation: Current Cases
16	Responsible Lecturer: Prof. Dr. Theresia Theurl	Department: School of Business and Economics
17	Misc.:	

International Public Economics (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Becker

Link: <https://www.wiwi.uni-muenster.de/iff1/teaching/courses/296342>

Module Title english:	International Public Economics													
Course Program:														
1	Module No: VWL MWP15	State	Language of Instruction: English											
2	Turn: each winter semester	Duration: 1 semester	Semester:	CP: 6 Workload (h): 180										
3	Module Structure: <table border="1"> <thead> <tr> <th>No</th><th>Type</th><th>Course</th><th>State</th><th>Workload (h)</th></tr> </thead> <tbody> <tr> <td>1</td><td>Lecture/ Exercise</td><td>Advanced Public Economics (Lecture with tutorial)</td><td>Compulsory</td><td>60 h (4 CH) 120</td></tr> </tbody> </table>				No	Type	Course	State	Workload (h)	1	Lecture/ Exercise	Advanced Public Economics (Lecture with tutorial)	Compulsory	60 h (4 CH) 120
No	Type	Course	State	Workload (h)										
1	Lecture/ Exercise	Advanced Public Economics (Lecture with tutorial)	Compulsory	60 h (4 CH) 120										
4	Module Contents: Main topics and learning objectives: In this course students will discuss scientific papers in public economics. The main focus is on the methodology of recent research in this field. This includes mathematical models and estimation procedures. The course aims at research-orientated master students and graduate students.													
5	Learning outcomes: Academic: The course gives an overview of the most recent research papers and methods in public economics. Participants will be able to read, analyse and classify scientific papers. Learning how to work with formal models and apply recent estimation techniques is an important requirement for the students' own research within a master or doctoral thesis. Soft skills: Participants will learn how to think at a highly formal and abstract level.													
6	Description of possible electives within the modules: none													
7	Examination: Final Module Exam													
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	1	8 home assignments to be handed in during the course	approx. 3 pages each	100 %									
9	Study Work: none												
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.												
11	CP Assignment: <table border="1"> <tr> <td>Presence</td><td>No 1</td><td>2.00 CP</td></tr> <tr> <td>Relevant Work</td><td>No 1</td><td>4.00 CP</td></tr> <tr> <td>Total</td><td></td><td>6 CP</td></tr> </table>				Presence	No 1	2.00 CP	Relevant Work	No 1	4.00 CP	Total		6 CP
Presence	No 1	2.00 CP											
Relevant Work	No 1	4.00 CP											
Total		6 CP											
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)												
13	Module Prerequisites: Good knowledge in microeconomic theory and econometrics, strong interest in scientific research, participation in the course ‘Public Economics’ is recommended but not required.												
14	Presence: Presence is strongly recommended to warrant learning success.												
15	Mobility/Acknowledgement: <table border="1"> <tr> <td>Use of the module for other course programs</td><td>Master Business Administration, Master Economics, Master Public Policy, Master Mathematics, Master Human Geography</td></tr> <tr> <td>Module Title english</td><td>International Public Economics</td></tr> <tr> <td>English translation of module components from section 3</td><td>No 1: Advanced Public Economics (Lecture with tutorial)</td></tr> </table>				Use of the module for other course programs	Master Business Administration, Master Economics, Master Public Policy, Master Mathematics, Master Human Geography	Module Title english	International Public Economics	English translation of module components from section 3	No 1: Advanced Public Economics (Lecture with tutorial)			
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Module Title english	International Public Economics												
English translation of module components from section 3	No 1: Advanced Public Economics (Lecture with tutorial)												
16	Responsible Lecturer: Professor Dr. Johannes Becker		Department: School of Business and Economics										
17	Misc.:												

Microeometrics (6 ECTS)

Terms 1 + 2

Lecturer: Dr. Böhm

Link: <https://www.wiwi.uni-muenster.de/insiwo/de/studium/vorlesungen/294696>

Module Title english:		Applied Microeconomics						
Course Program:								
1	Module No: VWL		State: Compulsory	Language of Instruction: English				
2	Turn: each winter semester		Duration: 1 semester	Semester: 1	CP: 6			
		Workload (h): 180						
		Module Structure:						
3	No	Type	Course	State	Workload (h)			
					Presence (h + CH)			
	1	Lecture	Microeconomics	Compulsory	30 h (2 CH) 60			
4	2	Exercise	Tutorial Microeconomics	Compulsory	30 h (2 CH) 60			
	Module Contents:							
	Background and relations to other courses: This course builds on the courses statistics, empirical methods, advanced statistics and econometrics I & II.							
Main topics and learning objectives: The course introduces the most common methods used in modern microeconometric applications and shows how these methods can be implemented using statistical software.								
5	Themes		Learning objectives					
	Instrumental variables Regression Discontinuity Design Panel-data models Quantile regression Limited dependent variables		During the lectures I will introduce econometric methods and their applications. In the tutorial, we will implement those methods using real world data.					
Learning outcomes:								
Academic: Participants should be able (i) to identify appropriate estimation methods in specific economic applications and (ii) implement those methods practically using statistical software.								
	Soft skills: You get experience in analyzing complex economic problems by conducting small scale econometric projects independently.							

6	Description of possible electives within the modules: none													
7	Examination: Final Module Exam													
8	Relevant Work: <table border="1"> <thead> <tr> <th>No</th> <th>Number and Type; Connection to Course</th> <th>Duration</th> <th>Part of final mark in %</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Final written exam</td> <td>90 min.</td> <td>100 %</td> </tr> </tbody> </table>			No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Final written exam	90 min.	100 %			
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Presence	No 1	1.00 CP												
	No 2	1.00 CP												
Relevant Work	No 1	4.00 CP												
Total		6 CP												
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)													
13	Module Prerequisites: Recommended: Statistics, Empirical Methods (Master's level), Advanced Statistics, Econometrics (Bachelor's level)													
14	Presence: Presence is strongly recommended.to warrant learning success													
15	Mobility/Acknowledgement: <table border="1"> <tbody> <tr> <td>Use of the module for other course programs</td> <td>Master Business Administration, Master Economics, Master Mathematics, Master Human Geography</td> </tr> <tr> <td>Module Title english</td> <td>Applied Microeconomics</td> </tr> <tr> <td>English translation of module components from section 3</td> <td>No 1: Microeconomics No 2: Tutorial Microeconomics</td> </tr> </tbody> </table>			Use of the module for other course programs	Master Business Administration, Master Economics, Master Mathematics, Master Human Geography	Module Title english	Applied Microeconomics	English translation of module components from section 3	No 1: Microeconomics No 2: Tutorial Microeconomics					
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Module Title english	Applied Microeconomics													
English translation of module components from section 3	No 1: Microeconomics No 2: Tutorial Microeconomics													
16	Responsible Lecturer: Dr. Tobias Böhm	Department: School of Business and Economics												
17	Misc.:													

Time Series Analysis (6 ECTS)

(Bachelor students are allowed to participate in this class!)

Term 1+2

Lecturer: Dr. Segnon

Link: <https://www.wiwi.uni-muenster.de/oew/de/studium/veranstaltungen-wise-20192020>

Module Title english:		Time Series Analysis			
Course Program:					
1	Module No: VWL	State: Compulsory	Language of Instruction: English		
2	Turn: each winter semester	Duration: 1 semester	Semester: 1	CP: 6	Workload (h): 180
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH)
	1	Lecture	Time Series Analysis	Compulsory	30 h (2 CH) 60
4	2	Exercise	Time Series Analysis	Compulsory	30 h (2 CH) 60
	Module Contents:				
	<p>Background and relations to other courses: This module introduces the basic methodological devices required for understanding the time series analysis approaches used in empirical economics.</p>				
5	<p>Main topics and learning objectives: Topics: Univariate times series; stochastic processes; stationarity; moment functions; ergodicity; random walks; white noise; ARMA processes; estimation methods; unit root tests; GARCH processes. Learning goals: Active and passive comprehension of the methods of time series analysis.</p>				
	Learning outcomes:				
	<p>Academic: The students are statistically and numerically literate. They recognize the importance and value of statistical thinking, training, and approach to problem solving. They are familiar with a variety of examples where econometrics or statistics help accurately explain abstract phenomena. They can recognize and appreciate the connections between theory and applications. Students learn to independently read time series literature of various types, including survey articles, scholarly books, and online sources.</p>				
Soft skills:	<p>Logic and Critical Thinking: Students have a facility with abstract reasoning, including the ability to abstract from concrete situations and make ideas precise by formulating them statistically. They can analyze, test, and interpret technical arguments, and form independent judgements. This includes their own arguments and those of others, in both academic and non-academic contexts. Problem solving: The students use their training in time series analysis to help guide possible lines of inquiry.</p>				

	<p>They solve complex problems by identifying feasible divisions into simpler sub-problems. They gather and organize relevant information such as related problems, examples and counterexamples. They sharpen time series questions as a problem solving strategy. They identify suitable existing methods of analysis and assess their strengths and weaknesses in the context of the problem being considered. They construct abstract models using appropriate economic and statistical tools. They use computers and software as exploratory, visualization, modelling and computational tools. The students can engage their creativity in the quest for novel or elegant solutions. Communication: The students accept comments and feedback, and learn from them. They can explain fundamental concepts from time series analysis to non-experts. They can justify choices made during problem solving and interpretation of results. The students present the results and assessment of a problem solving strategy. They communicate logical arguments both orally and in writing to a range of audiences.</p>											
6	<p>Description of possible electives within the modules: none</p>											
7	<p>Examination: Final Module Exam</p>											
8	<p>Relevant Work:</p> <table border="1"> <thead> <tr> <th>No</th><th>Number and Type; Connection to Course</th><th>Duration</th><th>Part of final mark in %</th></tr> </thead> <tbody> <tr> <td>1</td><td>Final written exam</td><td>90 min.</td><td>100 %</td></tr> </tbody> </table>	No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Final written exam	90 min.	100 %			
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9	<p>Study Work: none</p>											
10	<p>Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.</p>											
11	<p>CP Assignment:</p> <table border="1"> <tbody> <tr> <td rowspan="2">Presence</td><td>No 1</td><td>1.00 CP</td></tr> <tr> <td>No 2</td><td>1.00 CP</td></tr> <tr> <td>Relevant Work</td><td>No 1</td><td>4.00 CP</td></tr> <tr> <td>Total</td><td></td><td>6 CP</td></tr> </tbody> </table>	Presence	No 1	1.00 CP	No 2	1.00 CP	Relevant Work	No 1	4.00 CP	Total		6 CP
Presence	No 1		1.00 CP									
	No 2	1.00 CP										
Relevant Work	No 1	4.00 CP										
Total		6 CP										
12	<p>Weight of the module grade for the overall grade: 5% (6 of 120 CP)</p>											
13	<p>Module Prerequisites: Recommended: Sound knowledge of the basics of statistics and econometrics (modules Statistics, Empirical Economics, Advanced Statistics, Econometrics at the Bachelor level, Empirical Methods at the Master level).</p>											
14	<p>Presence: Presence is strongly recommended to warrant learning success</p>											
15	<p>Mobility/Acknowledgement:</p> <table border="1"> <tr> <td>Use of the module for other course programs</td><td>Master Business Administration, Master</td></tr> </table>	Use of the module for other course programs	Master Business Administration, Master									
Use of the module for other course programs	Master Business Administration, Master											

	Economics, Master Mathematics, Master Human Geography
	Module Title english Time Series Analysis
	English translation of module components from section 3 No 1: Time Series Analysis No 2: Time Series Analysis
16	Responsible Lecturer: Prof. Dr. Mark Trede, Professor Dr. Bernd Wilfling
17	Department: School of Business and Economics
	Misc.:

Advanced Time Series Analysis (6 ECTS)

Term 1+2

Lecturer: Dr. Beccarini

Link: <https://www.wiwi.uni-muenster.de/oew/de/studium/veranstaltungen-wise-20192020>

Selected Topics in Econometrics, Statistics and Empirical Economics II (6 ECTS)

Panel data Economics

Term 1+2

Lecturer: Dr. Beccarini

Link: <https://www.wiwi.uni-muenster.de/oeew/de/studium/veranstaltungen-wise-20192020>

Applied Macroeconomics

Term 1+2

Lecturer: Dr. Beccarini

Link: <https://www.wiwi.uni-muenster.de/oeew/de/studium/veranstaltungen-wise-20192020>

Dynamic Optimization

Term 1+2

Lecturer: Prof. Dr. Trede

Link: <https://www.wiwi.uni-muenster.de/oeew/de/studium/veranstaltungen-wise-20192020>

Introduction to R

Term 1

Lecturer: Prof. Dr. Trede

Link: <https://www.wiwi.uni-muenster.de/oeew/de/studium/veranstaltungen-wise-20192020>

Module Title english:	Selected Topics in Econometrics, Statistics and Empirical Economics II			
Course Program:				
1	Module No: vwl	State: Compulsory	Language of Instruction: English	
2	Turn: each semester	Duration: 1 semester	Semester:	CP: 6 Workload (h): 180
3	Module Structure:			

	No	Type	Course	State	Workload (h)																	
					Presence (h + CH)	Self-Study (h)																
	1	Lecture	Course on Selected Topics in Econometrics, Statistics and Empirical Economics II	Elective	30 h (2 CH)	60																
	2	Exercise	Class on Selected Topics in Econometrics, Statistics and Empirical Economics II	Elective	30 h (2 CH)	60																
	3	Seminar	Seminar on Selected Topics in Econometrics, Statistics and Empirical Economics II	Elective	30 h (2 CH)	150																
4	<p>Module Contents: Background and relations to other courses: This course builds on the basic courses in econometrics. Main topics and learning objectives: Selected current topics in econometrics, statistics or empirical economics.</p>																					
	<table border="1"> <thead> <tr> <th>Themes</th><th>Learning objectives</th></tr> </thead> <tbody> <tr> <td>Current topics in econometrics, statistics or empirical economics.</td><td>To understand and to be able to apply advanced econometric methods.</td></tr> </tbody> </table>						Themes	Learning objectives	Current topics in econometrics, statistics or empirical economics.	To understand and to be able to apply advanced econometric methods.												
Themes	Learning objectives																					
Current topics in econometrics, statistics or empirical economics.	To understand and to be able to apply advanced econometric methods.																					
5	<p>Learning outcomes: Academic: Knowledge of current literature and research, reproduction of relevant papers, perform elementary own research Soft skills: Clear Thinking</p>																					
	<p>Description of possible electives within the modules: You have to visit either the lectures and classes and sit the final written exam, or the seminar and write and present a paper</p>																					
6	<p>Examination: Examinations for every part of the module</p>																					
8	<p>Relevant Work:</p> <table border="1"> <thead> <tr> <th>No</th><th>Number and Type; Connection to Course</th><th>Duration</th><th>Part of final mark in %</th></tr> </thead> <tbody> <tr> <td>1</td><td>Final Written Exam</td><td>90 min.</td><td>100 %</td></tr> <tr> <td>2</td><td>OR (visit of Seminar): paper</td><td>ca. 20 pages</td><td>50 %</td></tr> <tr> <td>3</td><td>Presentation</td><td>45 min.</td><td>50 %</td></tr> </tbody> </table>						No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Final Written Exam	90 min.	100 %	2	OR (visit of Seminar): paper	ca. 20 pages	50 %	3	Presentation	45 min.	50 %
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1	none																					

10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.	
11	CP Assignment:	
	Presence	No 1 3.00 CP
		No 2 3.00 CP
		No 3 6.00 CP
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)	
13	Module Prerequisites: Recommended: Good basic knowledge in Econometrics/Statistics (Modules Statistics, Empiricau Economics, Advanced Statistics, Econometrics from Bachelor's level, Empirical Methods from Master's level)	
14	Presence: Attendance is recommended.	
15	Mobility/Acknowledgement:	
	Use of the module for other course programs	Master Business Administration, Master Economics, Master Mathematics, Master Human Geography
	Module Title english	Selected Topics in Econometrics, Statistics and Empirical Economics II
	English translation of module components from section 3	No 1: Course on Selected Topics in Econometrics, Statistics and Empirical Economics II
		No 2: Class on Selected Topics in Econometrics, Statistics and Empirical Economics II
		No 3: Seminar on Selected Topics in Econometrics, Statistics and Empirical Economics II
16	Responsible Lecturer: Prof. Dr. Mark Trede, Professor Dr. Bernd Wilfling	Department: School of Business and Economics
17	Misc.:	

Seminar Advanced Monetary Theory and Policy (6 ECTS)

(Bachelor students are allowed to participate in this class)

Lecturer: Prof. Dr. Bohl

A registration in advance is necessary, the number of participants is limited.

Link: <https://www.wiwi.uni-muenster.de/me/de/studium/vorlesungen>

Module Title english:		Current Topics in Monetary Economics							
Course Program:									
1	Module No: VWL		State:	Language of Instruction: English					
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6 Workload (h): 180				
Module Structure:									
3	No	Type	Course	State	Workload (h)				
					Presence (h + CH) Self-Study (h)				
	1	Seminar	Seminar Advanced Monetary Theory and Policy	Compulsory	30 h (2 CH) 150				
Module Contents:									
4	Main topics and learning objectives: Students are expected to combine skills acquired in other by accomplishing an applied and independent case study (term paper) on a current research topic. Theoretical, empirical and methodological aspects have to be combined and the results of the individual papers have to be presented and discussed in front of the class.								
5	Learning outcomes: Academic: This module enables students to empirically apply knowledge from previous lectures. Soft skills: The seminar's participants write a term paper and present their findings in front of the class. Hence, key skills for successful and scientific research are acquired and extended. Special focus is given to the critical examination and discussion of the students' findings.								
6	Description of possible electives within the modules: none								
7	Examination: Examinations for every part of the module								
8	Relevant Work:								

	No	Number and Type; Connection to Course	Duration	Part of final mark in %		
	1	Term paper	10-15 pages	80 %		
	2	Presentation	20 min.	20 %		
9	Study Work:					
9	No	Number and Type; Connection to Course	Duration			
	1	none				
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.					
11	CP Assignment:					
	Presence	No 1	6.00 CP			
	Relevant Work	No 1	-			
		No 2	-			
	Study Work	No 1	-			
	Total		6 CP			
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)					
13	Module Prerequisites: none					
14	Presence: Presence is strongly recommended to warrant learning success.					
15	Mobility/Acknowledgement:					
	Use of the module for other course programs	Master Business Administration, Master Economics, Master Mathematics, Master Human Geography				
	Module Title english	Current Topics in Monetary Economics				
	English translation of module components from section 3	No 1: Seminar Advanced Monetary Theory and Policy				
16	Responsible Lecturer: Professor Dr. Martin Bohl		Department: School of Business and Economics			
17	Misc.:					

Dynamic Macroeconomics: Economic Growth (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Pfister

Link: <https://www.wiwi.uni-muenster.de/cqe/de/studium/vorlesungen>

Economics of Fairness and Cooperation (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Löschel

Link: <https://www.wiwi.uni-muenster.de/ceres/en/studies/courses/304712>

Econometric Policy Evaluation (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Trede

Link: <https://www.uni-muenster.de/LearnWeb/learnweb2/course/view.php?id=39505>

Introduction to STATA (6 ECTS)

Term 1

Lecturer: Jingjing Lyu

Link: <https://studium.uni-muenster.de/qisserver/rds?state=verpublish&status=init&vmfile=no&publishid=304575&moduleCall=weblInfo&publishConfFile=weblInfo&publishSubDir=veranstaltung>

Information Systems:

Information Management: Managing the Information Age Organization (6 ECTS)

Term 1+2

Lecturer: Dr. Schellhammer, Prof. Dr. Klein

Link: <https://www.wi.uni-muenster.de/de/studierende/lehrangebot/296621>

Module Title english:		Information Management: Managing the Information Age Organization			
Course Program:					
1	Module No: WI		State:	Language of Instruction: English	
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6 Workload (h): 180
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH)
	1	Lecture	Managing the Information Age Organization	Compulsory	30 h (2 CH) 90
4	2	Exercise	Tutorial on Managing the Information Age Organization	Compulsory	30 h (2 CH) 30
	Module Contents: Background and relations to other courses: The lecture Managing the Information Age Organization assumes that students have a basic understanding of Business Administration, Management Studies, and business applications of information technology as conveyed in Bachelor Programs in IS and related fields.				
5	Main topics and learning objectives: The lecture provides students with a sound understanding of management and management theories as well as with the foundations of the information society. On the basis of this understanding, students are confronted with management challenges prevalent in the information age. While doing this, special emphasis is laid on how information technology affects the capabilities of an organization to compete in the information economy. Teaching is conducted through traditional lectures complemented with case study work and discussions in the classroom. Additional reading material is provided in order to allow students to review parts of the content at their leisure and to extend their knowledge in areas of personal interest.				
	Learning outcomes: Academic: After attending the course students should be familiar with the foundations of management, i.e. (strategic) planning, controlling, organization, and leadership. They should understand the specific conditions organizations are exposed to in the “Information Age” and be able to explain the technological, social and economic phenomena constituting it. Furthermore, they are expected to have an idea of how the information age challenges traditional management concepts and what appropriate responses to these challenges might look like. Soft skills: The course introduces students to the analysis of case studies in small groups and furthers their ability to actively participate in classroom discussions.				

6	Description of possible electives within the modules: The module can be taken as part of the track Information Management or as an elective. Within the electives a minimum of 2 seminars has to be taken.														
7	Examination: Final Module Exam														
8	Relevant Work: <table border="1"> <thead> <tr> <th>No</th> <th>Number and Type; Connection to Course</th> <th>Duration</th> <th>Part of final mark in %</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Final written exam</td> <td>up to 120 min.</td> <td>100 %</td> </tr> </tbody> </table>			No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Final written exam	up to 120 min.	100 %				
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Total		6 CP													
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)														
13	Module Prerequisites: none														
14	Presence: Presence is strongly recommended to warrant learning success														
15	Mobility/Acknowledgement: <table border="1"> <tr> <td>Use of the module for other course programs</td> <td>Master Business Administration, Master Information Systems</td> </tr> <tr> <td>Module Title english</td> <td>Information Management: Managing the Information Age Organization</td> </tr> <tr> <td>English translation of module components from section 3</td> <td>No 1: Managing the Information Age Organization No 2: Tutorial on Managing the Information Age Organization</td> </tr> </table>			Use of the module for other course programs	Master Business Administration, Master Information Systems	Module Title english	Information Management: Managing the Information Age Organization	English translation of module components from section 3	No 1: Managing the Information Age Organization No 2: Tutorial on Managing the Information Age Organization						
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Module Title english	Information Management: Managing the Information Age Organization														
English translation of module components from section 3	No 1: Managing the Information Age Organization No 2: Tutorial on Managing the Information Age Organization														
16	Responsible Lecturer: Prof. Dr. Stefan Klein, Dr. Stefan Schellhammer	Department: School of Business and Economics													
17	Misc.:														

Information Management: Tasks and Techniques (6 ECTS)

Term 1+2

Dozent: Dr. Teubner

Link: <https://www.wi.uni-muenster.de/de/studierende/lehrangebot/296622>

Module Title english:		Information Management: Tasks and Techniques			
Course Program:					
1	Module No: WI	State: Compulsory	Language of Instruction: English		
2	Turn: each winter semester	Duration: 1 semester	Semester:	CP: 6	Workload (h): 180
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH)
	1	Lecture	Tasks and Techniques	Compulsory	30 h (2 CH) 90
4	2	Exercise	Exercise on Tasks and Techniques	Compulsory	30 h (2 CH) 30
	Module Contents: Background and relations to other courses: The course requires a sound understanding of both management studies and information processing in business. This course interlinks with the course “Managing the Information Age Organization”, which deepens the students’ understanding of management basics that this course builds upon. In order to provide students from a non IS-background with the managerial understanding of information processing necessary for participating successfully in this course, an extensive script on this subject is provided at the beginning of the semester.				
5	Main topics and learning objectives: The lecture provides students with an overview of executives’ duties in managing an organization’s information and communication capabilities. These duties include tasks such as strategic information planning, strategy implementation, as well as sourcing and organizing the information function. These tasks are structured in a comprehensive framework based on management theory. While identifying critical IM tasks and responsibilities, the course presents methods and techniques that can be applied to deal with them. Class discussions on case studies give students the opportunity to consolidate their newly acquired knowledge and apply the techniques presented to typical problems. In addition, occasional discussions with IT executives allow students to reflect their conceptual knowledge in light of real world practices.				
	Learning outcomes: Academic: The course provides students with skills indispensable for an IT executive. In particular, students will obtain a comprehensive overview of the field of IT management and get acquainted with the typical tasks IT managers are charged with. They will also get to know prominent frameworks and				

	<p>techniques to solve IM tasks as proposed in textbooks.</p> <p>Soft skills:</p> <p>In addition to expertise in the fields mentioned above, students will deepen their skills in constructively analyzing and solving case studies in both classroom settings and as part of individual assignments.</p>														
6	<p>Description of possible electives within the modules:</p> <p>The module can be taken as part of the track Information Management or as an elective. Within the electives a minimum of 2 seminars has to be taken.</p>														
7	<p>Examination: Final Module Exam</p>														
8	<p>Relevant Work:</p> <table border="1"> <thead> <tr> <th>No</th> <th>Number and Type; Connection to Course</th> <th>Duration</th> <th>Part of final mark in %</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Final written exam</td> <td>up to 120 min.</td> <td>100 %</td> </tr> </tbody> </table>	No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Final written exam	up to 120 min.	100 %						
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Relevant Work	No 1	3.00 CP													
Study Work	No 1	1.00 CP													
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12	<p>Weight of the module grade for the overall grade: 5% (6 of 120 CP)</p>														
13	<p>Module Prerequisites: none</p>														
14	<p>Presence: Presence is strongly recommended to warrant learning success</p>														
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Use of the module for other course programs	Master Business Administration, Master Information Systems														
Module Title english	Information Management: Tasks and Techniques														

	English translation of module components from section 3	No 1: Tasks and Techniques No 2: Exercise on Tasks and Techniques
16	Responsible Lecturer: Prof. Dr. Stefan Klein, Dr. Alexander Teubner	Department: School of Business and Economics
17	Misc.:	

Process Management: Information Modeling (6 ECTS)

(Bachelor students are allowed to participate in this class)

Term 1+2

Lecturer: several

Link: <https://sso.uni-muenster.de/LearnWeb/learnweb2/enrol/index.php?id=28021>

Module Title english:		Process Management: Information Modeling				
Course Program:						
1	Module No: WI		State:	Language of Instruction: English		
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6 Workload (h): 180	
Module Structure:						
3	No	Type	Course	State	Workload (h)	
					Presence (h + CH) Self-Study (h)	
	1	Lecture	Information Modeling	Compulsory	30 h (2 CH) 60	
4	2	Exercise	Exercise on Information Modeling	Compulsory	30 h (2 CH) 60	
	Module Contents:					
	Background and relations to other courses: The lecture is on one of the core topic areas in Information Systems and Business Process Management: Conceptual Modeling (i.e., process modeling, data modeling, organizational modeling etc.) with a focus on the use and reuse of conceptual models in business. Hence, the focus is not on how to create a conceptual model, but on what are the preconditions of models to really be usable in practice and on approaches and methodologies supporting model use and reuse, especially model analysis. The lecture therefore provides a theoretical basis for courses applying modeling techniques, such as PM2, PM3, BI1, ISD1, ISD2, ISD3, PR1, PR2, and PR3.					
Main topics and learning objectives:						
4	Themes		Learning objectives			
	Meta modeling / meta meta modeling / meta modeling tools		To be able to design modeling languages with meta models, and to be able to design modeling tools and meta modeling tools with meta model and meta model-based databases.			
	Modeling frameworks		To be able to provide an overview of modeling frameworks, to be able to evaluate and compare them, and to be able to apply selected parts of them.			
	Model variant		To be able to apply selected approaches on model variant management			

	management	onto models of different modeling languages.								
	Model disambiguation	To know why unambiguous models are a precondition for actually using them for business purposes, and to apply selected methodologies on model disambiguation.								
	Model analysis	To know different areas of model analysis, for instance process improvement, process compliance, model transformation, model comparison, model integration, and to be able to apply selected approaches on model analysis. The focus is on pattern-based model querying.								
	Process mining	To be able to explain the purpose and the basics of process mining and to apply selected process mining approaches.								
	Domain-specific modeling	To explain domain-specific modeling and to be able to argue both in favor and against the usage of such modeling approaches.								
5	Learning outcomes: Academic: Impart a broad and profound understanding of the main tasks and challenges of conceptual modeling in Business Process Management. Facilitate understanding of different modeling and model analysis approaches and judge their appropriateness for specific contexts of application. Soft skills: The ability to organize small working groups independently and to give presentations in front of a large audience.									
6	Description of possible electives within the modules: The module can be taken as part of the track Process Management or as an elective. Within the electives a minimum of 2 seminars has to be taken.									
7	Examination: Examinations for every part of the module									
8	Relevant Work: <table border="1"> <thead> <tr> <th>No</th> <th>Number and Type; Connection to Course</th> <th>Duration</th> <th>Part of final mark in %</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Final Written Exam</td> <td>120 min.</td> <td>100 %</td> </tr> </tbody> </table>	No	Number and Type; Connection to Course	Duration	Part of final mark in %	1	Final Written Exam	120 min.	100 %	
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10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.									
11	CP Assignment: <table border="1"> <tr> <td rowspan="2">Presence</td> <td>No 1</td> <td>1.00 CP</td> </tr> <tr> <td>No 2</td> <td>1.00 CP</td> </tr> </table>	Presence	No 1	1.00 CP	No 2	1.00 CP				
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Relevant Work	No 1	3.00 CP								
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Total		6 CP								
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)									
13	Module Prerequisites: Understand basics of conceptual modeling, that is, process modeling and data modeling.									
14	Presence: Presence is strongly recommended to warrant learning success									
	Mobility/Acknowledgement: <table border="1"> <tr> <td>Use of the module for other course programs</td> <td>Master Business Administration, Master Information Systems</td> </tr> <tr> <td>Module Title english</td> <td>Process Management: Information Modeling</td> </tr> <tr> <td>English translation of module components from section 3</td> <td>No 1: Information Modeling No 2: Exercise on Information Modeling</td> </tr> </table>	Use of the module for other course programs	Master Business Administration, Master Information Systems	Module Title english	Process Management: Information Modeling	English translation of module components from section 3	No 1: Information Modeling No 2: Exercise on Information Modeling			
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16	Responsible Lecturer: Prof. Dr. Dr. h.c. Dr. h.c. Jörg Becker	Department: School of Business and Economics								
17	Misc.: Besides conceptual work, the course includes work with selected Business Process Management tools related to conceptual modeling: Process modeling tools, process analysis tools, and process mining tools.									

Business Networks: Inter-Organization Systems (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Klein

Link: <https://www.wi.uni-muenster.de/de/studierende/lehrangebot/296624>

Module Title english:		Business Networks: Interorganizational Systems			
Course Program:					
1	Module No: WI	State:	Language of Instruction: English		
2	Turn: each winter semester	Duration: 1 semester	Semester:	CP: 6	Workload (h): 180
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH)
	1	Lecture	Interorganizational Systems	Compulsory	30 h (2 CH) 45
4	2	Exercise	Exercise on Interorganizational Systems	Compulsory	30 h (2 CH) 75
	Module Contents:				
Main topics and learning objectives: Networks have become ubiquitous forms of organizing in and between economy, public administration and society at large. On the backdrop of this development, this module introduces interorganizational systems and networks in a business context, yet with linkages to public administration (e.g. customs) and social networks. It aims to explore the contingencies and strategies that lie behind the evolution and use of interorganizational information infrastructures and applications (IOS). Further, students will examine the impact of IOS on distributed forms of value generation such as electronic markets and various types of networks. Drawing on case examples as well as theoretical concepts, a life cycle perspective of IOS management will be introduced. The implications of IOS will be discussed from various perspectives such as industry transformation, intermediation, strategic management, organization, information management, IS development and standardization. This discussion will be informed by theories addressing networking issues such as institutional economics, collective action or organization theory.					
	Themes	Learning objectives			
	Transaction cost economics, strategic lenses on networks, organizational and governance issues, managing (in) a collaborative environment, standardization, ecosystems and infrastructures,	The students will acquire a repertoire of theories and concepts to study corporate networks and learn how to apply them to selected cases of networks in order to explain their design and evolution. They will understand contingencies of network design and key dimensions of network management. This enables them to contribute to			

		theoretical and empirical research as well as to create and shape practical socio-technical systems based on well-founded principles.											
5	<p>Learning outcomes:</p> <p>Academic:</p> <p>Upon completion of this course, students will</p> <ul style="list-style-type: none"> a) be able to distinguish different approaches to govern economic activities and different types of interorganizational network arrangements. b) They will be able to discuss the suitability of networks for different economic tasks and environments. c) They will comprehend dilemmas involved in the development of standards. d) They will be able to reflect on approaches for managing in a dynamic, networked environment, including the facilitation of collaboration and ambidexterity. e) The participants will develop a repertoire of theoretical approaches and be able to apply them to explain cases of IOS and interorganizational infrastructures across various industries. <p>Soft skills:</p> <ul style="list-style-type: none"> a) In addition to providing students with the capabilities to deal with academic concepts and literature reflectively, the course helps to further the students' ability to take an active part in discussions. This ability is based on a combination of reading, thinking, writing, discussing and listening skills. b) Moreover, students will develop skills in applying these techniques to practical problems. c) Course assignments will be organized as group work, so that students can practice their collaboration skills and learn techniques for efficient collaboration. 												
6	<p>Description of possible electives within the modules:</p> <p>The module can be taken as part of the track Business Networks or as an elective. Within the electives a minimum of 2 seminars has to be taken.</p>												
7	<p>Examination: Examinations for every part of the module</p>												
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9	<p>Study Work: none</p>												
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	Total	6 CP
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)	
13	Module Prerequisites: none	
14	Presence: Presence is strongly recommended to warrant learning success	
15	Mobility/Acknowledgement:	
	Use of the module for other course programs	Master Business Administration, Master Information Systems
	Module Title english	Business Networks: Interorganizational Systems
	English translation of module components from section 3	No 1: Interorganizational Systems No 2: Exercise on Interorganizational Systems
16	Responsible Lecturer: Prof. Dr. Stefan Klein	Department: School of Business and Economics
17	Misc.:	

Business Intelligence: Management Information Systems and Data Warehousing

(6 ECTS)

(Bachelor students are allowed to participate in this class)

Term 1+2

Lecturer: Prof. Dr. Vossen

Link: <https://www.wi.uni-muenster.de/de/studierende/lehrangebot/296625>

Module Title english:		Business Intelligence: Management Information Systems and Data Warehousing			
Course Program:					
1	Module No: WI		State:	Language of Instruction: English	
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6 Workload (h): 180
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH) Self-Study (h)
	1	Lecture	Management Information Systems and Data Warehousing	Compulsory	30 h (2 CH) 60
4	2	Exercise	Exercises on Management Information Systems and Data Warehousing	Compulsory	30 h (2 CH) 60
	Module Contents: Background and relations to other courses: This module is embedded into the Business Intelligence track in a way that it complements the Data Analytics courses from a business and system perspective. In contrast to the other two modules in this track, Management Information Systems and Data Warehousing (MIS+DWH) does not focus on statistical methods. It can be seen as an extension to the Data Management course from the Bachelor degree, as the design of Data Warehouse systems is linked to understanding the modeling of databases and underlying analytical processes (e.g., OLAP). The Data Integration course is seen as a valuable supplement: while in MIS+DWH the focus is set on activities within the Data Warehouse, Data Integration is mostly concerned with getting the data from various sources into one system, which is the Data Warehouse in this case.				
Main topics and learning objectives: Business Intelligence (BI) refers to a variety of methods and techniques for the analysis of business data such as Data Warehousing (DWH), Reporting, Online Analytical Processing (OLAP), and Data Mining. This module addresses the methodical design and implementation of Data Warehouse systems in support of management's decision making, particularly via appropriate use of multidimensional schema design, ETL, and OLAP techniques. All relevant concepts are demonstrated					

	<p>from both a theoretical and a practical perspective. In this course, traditional lectures are complemented by student presentations that provide additional content. In addition, exercises and case studies provide sample opportunities to perform the various development phases in (pseudo-) practical settings. The practical perspective is enriched by guest lectures from the field.</p>																				
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5	<p>Learning outcomes:</p> <p>Academic: The students learn to know common methods and practices as well as technological foundations for creation and maintenance of Data Warehouse and Management Information Systems. The students will develop an understanding of the most common terms in the domain and will be able to critically reflect on these.</p> <p>Soft skills: Through exercises and presentations, students are able to develop the following soft skills:</p> <ul style="list-style-type: none"> • Presentation techniques • Team work • Ability to communicate and collaborate • Autonomous working • Time management • Application of theoretical concepts in practical settings 																				
6	<p>Description of possible electives within the modules:</p> <p>The module can be taken as part of the track Business Intelligence or as an elective. Within the electives a minimum of 2 seminars has to be taken.</p>																				
7	<p>Examination: Examinations for every part of the module</p>																				
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	No	Number and Type; Connection to Course	Duration	Part of final mark in %
	1	Final Written Exam	120 min.	100 %
	Study Work:			
9	No	Number and Type; Connection to Course	Duration	
9	1	4 Exercises	each 10 pages	
9	2	1 presentation	20 minutes	
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.			
	CP Assignment:			
		No 1	1.00 CP	
	Presence	No 2	1.00 CP	
11	Relevant Work	No 1	2.50 CP	
		No 1	1.00 CP	
	Study Work	No 2	0.50 CP	
	Total		6 CP	
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)			
13	Module Prerequisites: none			
14	Presence: Presence is strongly recommended to warrant learning success			
	Mobility/Acknowledgement:			
	Use of the module for other course programs	Master Business Administration, Master Information Systems		
15	Module Title english	Business Intelligence: Management Information Systems and Data Warehousing		
	English translation of module components from section 3	No 1: Management Information Systems and Data Warehousing		
		No 2: Exercises on Management Information Systems and Data Warehousing		
16	Responsible Lecturer: Prof. Dr. Dr. h.c. Dr. h.c. Jörg Becker, Prof. Dr. Gottfried Vossen		Department: School of Business and Economics	

Business Intelligence: Data Analytics – I (6 ECTS)

(Bachelor students are allowed to participate in this class)

Term 1+2

Lecturer: Prof. Dr. Trautmann

Link: <https://www.wi.uni-muenster.de/de/studierende/lehrangebot/296390>

Module Title english:		Business Intelligence: Data Analytics - I					
Course Program:							
1	Module No: WI	State:	Language of Instruction: English				
2	Turn: each winter semester	Duration: 1 semester	Semester:	CP: 6	Workload (h): 180		
Module Structure:							
3	No	Type	Course	State	Workload (h)		
					Presence (h + CH)		
	1	Lecture	Data Analytics I	Compulsory	30 h (2 CH) 60		
4	2	Exercise	Exercise on Data Analytics - I	Compulsory	30 h (2 CH) 60		
	Module Contents:						
	Background and relations to other courses: The track “Business Intelligence” offers a way to start a career in Data Science, Database Management and the like. The students are supposed to be familiar with the basic concepts from probability theory and statistics and the Statistical Programming Language R.						
5	Main topics and learning objectives: The lecture focusses on multivariate statistical methods in the context of Data Science. The main topics are data preprocessing and unsupervised learning. Practical exercises using the statistical Software R are integrated into the lecture and a tutorial.						
	Themes		Learning objectives				
	Data Preprocessing		Data quality analysis and data cleaning a-priori to quantitative analysis				
5	Unsupervised Learning		Clustering, Dimensionality Reduction Techniques				
	Learning outcomes:						
Academic: The student is supposed to have an understanding of state of the art techniques in Data Science, specifically unsupervised learning, as well as the ability to choose and implement (in R) an appropriate technique for a given practical task.							

	Soft skills: Team work, presentation techniques											
6	Description of possible electives within the modules: The module can be taken as part of the track Business Intelligence or as an elective. Within the electives a minimum of 2 seminars has to be taken.											
7	Examination: Examinations for every part of the module											
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Total		6 CP										
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13	Module Prerequisites: none											
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Module Title english	Business Intelligence: Data Analytics - I											
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16	Responsible Lecturer: Prof. Dr. Heike Trautmann	Department: School of Business and Economics										
17	Misc.:											



Information Systems Development: Logic Specification and Programming (6 ECTS)

(Bachelor students are allowed to participate in this class)

Term 1+2

Lecturer: Prof. Dr. Kuchen

Link: <https://www.wi.uni-muenster.de/de/studierende/lehrangebot/296626>

Module Title english:		Information Systems Development: Logic Specification and Programming			
Course Program:					
1	Module No: WI		State:	Language of Instruction: English	
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6 Workload (h): 180
Module Structure:					
3	No	Type	Course	State	Workload (h)
					Presence (h + CH)
	1	Lecture	Logic Specification and Programming	Compulsory	30 h (2 CH) 45
4	2	Exercise	Exercise on Logic Specification and Programming	Compulsory	30 h (2 CH) 75
	Module Contents:				
	Background and relations to other courses: It is assumed that the students have some experience with programming and software development as taught in the bachelor program. Depending on the subject of the intended master thesis, the taught material can be helpful.				
Main topics and learning objectives: The course consists of lectures providing the theoretical background and of accompanying biweekly exercises.					
4	Themes	Learning objectives			
	Logics	Expressing the relationships between real-world entities in logic. Knowing how to transform a logic specification into an executable Prolog program.			
	Prolog	Knowing the features of the logic programming language Prolog, such as Horn-rules, unification, SLD-resolution, backtracking, negation, and cut. Being able to program in Prolog.			
Constraint Solving		Expressing real-world relationships as constraints over a suitable domain.			

		Knowing how to solve such constraints using a constraint solver from Prolog.		
	Business Rules Management Systems	Knowing how to express volatile business logic by rules. Including these rules into a business rules management system (BRMS) such as Drools. Knowing how the BRMS evaluates the rules. Integrating a BRMS into an information system.		
	Temporal Logics and Model Checking	Expressing temporal relationships by temporal logics such as CTL and LTL. Knowing how to automatically check information systems for compliance with a temporal specification. Being able to apply a model checker to guarantee the correctness of program.		
	Datalog and Deductive Databases	Knowing the syntax and semantics of the logic database-query language Datalog. Being able to query deductive databases.		
Learning outcomes:				
Academic: The students learn to specify complex real-world relationships using logic and to transform such a specification into an executable logic program possibly including constraints or to handle it using model checking.				
Soft skills: The exercises are solved in teams of 3-5 students. Hence, the students get some experience with teamwork.				
6	Description of possible electives within the modules: none			
7	Examination: Examinations for every part of the module			
Relevant Work:				
8	No 1	Number and Type; Connection to Course Final written exam	Duration 120 min.	Part of final mark in % 100 %
Study Work:				
9	No 1	Number and Type; Connection to Course every two weeks exercise solved in groups	Duration ca 15 pages/exercise, in total ca 120 pages	
Prerequisites for Credit Points:				
10	The credit points will be granted after all relevant work and study work have been successfully completed.			
CP Assignment:				
11	Presence			
	No 1	1.00 CP		
No 2		1.00 CP		
Relevant Work		No 1 3.00 CP		
Study Work		No 1 1.00 CP		

	Total	6 CP
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)	
13	Module Prerequisites: none	
14	Presence: Presence is strongly recommended to warrant learning success	
	Mobility/Acknowledgement:	
15	Use of the module for other course programs	Master Business Administration, Master Information Systems
	Module Title english	Information Systems Development: Logic Specification and Programming
	English translation of module components from section 3	No 1: Logic Specification and Programming No 2: Exercise on Logic Specification and Programming
16	Responsible Lecturer: Prof. Dr. Herbert Kuchen	Department: School of Business and Economics
17	Misc.: The module can be taken as part of the track Information Systems Development or as an elective.	

Information Systems Development: Data Integration (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Vossen

Link: <https://www.wi.uni-muenster.de/de/studierende/lehrangebot/296627>

Module Title english:		Information Systems Development: Data Integration									
Course Program:											
1	Module No: WI	State:	Language of Instruction: English								
2	Turn: each winter semester	Duration: 1 semester	Semester:	CP: 6	Workload (h): 180						
Module Structure:											
3	No	Type	Course	State	Workload (h)						
					Presence (h + CH) Self-Study (h)						
	1	Lecture	Data Integration	Compulsory	30 h (2 CH) 60						
4	2	Exercise	Exercise on Data Integration	Compulsory	30 h (2 CH) 60						
	Module Contents:										
	Background and relations to other courses: Data Integration is a core requirement for diverse information system development tasks, ranging from Web search and mash-ups to data warehousing and business intelligence. In this course, a collection of tools and techniques is presented that can be applied in modern data integration tasks; these range from view construction and query processing in heterogeneous distributed databases to schema mapping and matching, Web services and mash-up APIs. In this course, lectures are complemented by student presentations that provide additional content. In addition, exercises provide ample opportunities to apply the various techniques in realistic and practical settings.										
4	Main topics and learning objectives:										
	Students will become able to explain the problems, issues, solutions, techniques, and tools relating to data integration. They will be able not only to locate and present relevant sources and research in the area, but also to apply data integration techniques in practical scenarios. Moreover, they will be familiarized with the current research literature in the field.										
	<table border="1"> <thead> <tr> <th>Themes</th><th>Learning objectives</th></tr> </thead> <tbody> <tr> <td>Introduction, Background, Architectures</td><td>To discuss the problems, issues, solutions, techniques, and tools relating to data integration</td></tr> <tr> <td>Web Crawling, Search Engines</td><td>To discuss and apply integration on the Web as the currently most dominating integration application</td></tr> <tr> <td>Social media analysis, advertising,</td><td>To discuss and apply techniques for social media analysis,</td></tr> </tbody> </table>				Themes	Learning objectives	Introduction, Background, Architectures	To discuss the problems, issues, solutions, techniques, and tools relating to data integration	Web Crawling, Search Engines	To discuss and apply integration on the Web as the currently most dominating integration application	Social media analysis, advertising,
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	and recommendation	advertising, and recommender systems		
	Data cleansing, data fusion, data quality	To apply basic activities in data integration		
	Schema matching, schema mapping	To explain and apply approaches to match and map data between various data sources		
	GaV/LaV Modeling	To apply traditional database techniques (in this case queries and views) in the novel context of data integration		
Learning outcomes:				
Academic: In the oral presentation, the student should demonstrate the ability • to select, engage with, assess, and apply pieces of literature, • to build a concise, yet coherent argument, and • to identify open issues. In the written examination, the student should demonstrate the ability • to integrate and apply several concepts, • to apply the concepts to a data integration scenario.				
Soft skills: Through exercises and presentations, students are able to develop the following soft skills: - Presentation techniques - Team work - Ability to communicate and collaborate - Autonomous working - Time management - Application of theoretical concepts in practical settings				
6	Description of possible electives within the modules: The module can be taken as part of the track Information Systems Development or as an elective. Within the electives a minimum of 2 seminars has to be taken.			
7	Examination: Examinations for every part of the module			
Relevant Work:				
8	No	Number and Type; Connection to Course	Duration	Part of final mark in %
	1	Written exam	120 min.	60 %
	2	Case study exercise with presentation	ca 40 pages, 30 min.	40 %
9	Study Work: none			
Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.				
CP Assignment:				
11	Presence	No 1	1.00 CP	
		No 2	1.00 CP	
	Relevant Work	No 1	2.50 CP	
		No 2	1.50 CP	
	Total		6 CP	
12	Weight of the module grade for the overall grade:			

	5% (6 of 120 CP)						
13	Module Prerequisites: Basic database knowledge						
14	Presence: Presence is recommended.						
15	<p>Mobility/Acknowledgement:</p> <table> <tr> <td>Use of the module for other course programs</td><td>Master Business Administration, Master Information Systems</td></tr> <tr> <td>Module Title english</td><td>Information Systems Development: Data Integration</td></tr> <tr> <td>English translation of module components from section 3</td><td>No 1: Data Integration No 2: Exercise on Data Integration</td></tr> </table>	Use of the module for other course programs	Master Business Administration, Master Information Systems	Module Title english	Information Systems Development: Data Integration	English translation of module components from section 3	No 1: Data Integration No 2: Exercise on Data Integration
Use of the module for other course programs	Master Business Administration, Master Information Systems						
Module Title english	Information Systems Development: Data Integration						
English translation of module components from section 3	No 1: Data Integration No 2: Exercise on Data Integration						
16	Responsible Lecturer: Prof. Dr. Gottfried Vossen	Department: School of Business and Economics					
17	Misc.:						

Logistics, Production and Retail: Supply Chain Management and Logistigs (6 ECTS)

Term 1+2

Lecturer: Prof. Dr. Hellingrath

Link: <https://www.wi.uni-muenster.de/de/studierende/lehrangebot/295931>

Module Title english:		Logistics, Production and Retail: Supply Chain Management								
Course Program:										
1	Module No: WI	State:	Language of Instruction: English							
2	Turn: each winter semester	Duration: 1 semester	Semester:	CP: 6	Workload (h): 180					
Module Structure:										
3	No	Type	Course	State	Workload (h)					
					Presence (h + CH)					
	1	Lecture	Supply Chain Management	Compulsory	30 h (2 CH) 60					
4	2	Exercise	Exercise on Supply Chain Management	Compulsory	30 h (2 CH) 60					
	Module Contents:									
Background and relations to other courses:										
Supply chains focus onto value creation networks of often legally independent companies that are tightly connected via different linkages or flows (e.g. material, information and financial flows). The course "Supply Chain Management (SCM)" elaborates those linkages across companies and specifically addresses issues of supply chain design, planning, coordination and optimization. Collaborative process concepts integrating the different business activities of the companies in the supply chain are investigated in detail. For each lectured topic related IT-Systems are introduced and their application in Supply Chain Management is discussed. Furthermore, the different modes of usage and architectures of Information Systems in Supply Chain Management are examined. Case studies carried out with the help of SCM tools currently used in practice underline the practical aspects of the contents taught.										
Main topics and learning objectives:										
The production and retail module studies companies in the context of the intra- and inter-organizational processes of all acting companies in a supply chain. The Supply Chain Management course encompasses topics like the principle tasks of designing, planning, and executing a supply chain under the usage of different modelling approaches and related information systems. It complements the other industry-driven courses of the module (Production Planning and Control, Retail) by introducing general Supply Chain concepts interlinking the activities of retail and production. The adaption of these concepts to specific industry sectors is part of the other courses of the track.										

	Themes	Learning objectives							
	Basic Principles of Supply Chain Management	To learn about basic terms, ideas, challenges and targets of Supply Chain Management.							
	Supply Chain Modeling	To learn about the basic elements to be modeled in a supply chain. To understand the intention and objectives of modeling supply chains and to be able to create such a model.							
	Supply Chain Design	To learn about the relevant influencing factors for supply chain design decisions and to understand design options and principles.							
	Supply Chain Planning	To understand the core tasks of supply chain planning and the methods being used for demand planning, network planning, supply planning, production planning and distribution planning as well as the objectives and key indicators of order promising.							
	Supply Chain Execution	To learn about the scope of supply chain execution. To get a basic understanding of the basic concepts and functions of Supply Chain Event Management.							
	IT-Systems in Supply Chain Management	To get an idea of features and characteristics of different SCM software systems.							
5	Learning outcomes: Academic: The course's major academic outcome is a broad and profound understanding of supply chains' challenges, targets, and related concepts for managing supply chain activities. Furthermore, a profound knowledge in actual methods and concepts of supply chain design, modeling, planning, and optimization should be obtained.								
	Soft skills: Students are encouraged to prepare the contents of the lecture and exercise and to perform follow-up work in teams. This is supported by a Learnweb discussion forum that is guided by the chair. Case studies that accompany the lecture especially in Supply Chain Design and Planning provide the opportunity for students to get acquainted to selected SCM tools and to apply them in a realistic scenario. The case studies are organized as group work and thus promote the students' ability to cooperate in teams. The intermediary results are presented regularly by the groups in front of the complete audience. This enhances the students' presentation and discussion skills.								
6	Description of possible electives within the modules: The module can be taken as part of the track Logistics, Production and Retail or as an elective. Within the electives a minimum of 2 seminars has to be taken.								
7	Examination: Examinations for every part of the module								
8	Relevant Work:								
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1	Case Study: Supply Chain Design (in group) and presentation	approx. 40 pages & approx.							

			30 min.																		
	2	Case Study: Supply Chain Planning (in group) and presentation	approx. 40 pages & approx. 30 min.																		
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.																				
11	CP Assignment:																				
	<table border="1"> <tr> <td>Presence</td><td>No 1</td><td>1.00 CP</td></tr> <tr> <td></td><td>No 2</td><td>1.00 CP</td></tr> <tr> <td>Relevant Work</td><td>No 1</td><td>2.00 CP</td></tr> <tr> <td>Study Work</td><td>No 1</td><td>1.00 CP</td></tr> <tr> <td></td><td>No 2</td><td>1.00 CP</td></tr> <tr> <td>Total</td><td></td><td>6 CP</td></tr> </table>			Presence	No 1	1.00 CP		No 2	1.00 CP	Relevant Work	No 1	2.00 CP	Study Work	No 1	1.00 CP		No 2	1.00 CP	Total		6 CP
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	No 2	1.00 CP																			
Total		6 CP																			
12	Weight of the module grade for the overall grade: 5% (6 of 120 CP)																				
13	Module Prerequisites: none																				
14	Presence: Presence is strongly recommended to warrant learning success																				
15	Mobility/Acknowledgement:																				
	Use of the module for other course programs		Master Business Administration, Master Information Systems																		
	Module Title english		Logistics, Production and Retail: Supply Chain Management																		
	English translation of module components from section 3		No 1: Supply Chain Management																		
			No 2: Exercise on Supply Chain Management																		
16	Responsible Lecturer: Prof. Dr.-Ing. Bernd Hellingrath		Department: School of Business and Economics																		
17	Misc.:																				

Logistics, Production and Retail: Production Planning and Control (6 ECTS)

(Bachelor students are allowed to participate in this class)

Term 1+2

Lecturer: Gorbacheva, Neumann

Link: <https://www.wi.uni-muenster.de/de/studierende/lehrangebot/295631>

Module Title english:		Logistics, Production and Retail: Production Planning and Control								
Course Program:										
1	Module No: WI		State:	Language of Instruction: English						
2	Turn: each winter semester		Duration: 1 semester	Semester:	CP: 6 Workload (h): 180					
Module Structure:										
3	No	Type	Course	State	Workload (h)					
					Presence (h + CH) Self-Study (h)					
	1	Lecture	Production Planning and Control	Compulsory	30 h (2 CH) 60					
4	2	Exercise	Exercise on Production Planning and Control	Compulsory	30 h (2 CH) 60					
	Module Contents:									
	Background and relations to other courses:									
In the “Production Planning and Control” (PPC) course the process and data modeling concepts are adapted to the manufacturing sector. An integrated perspective is taken within the course by presenting processes, functions, data structures and information flows relevant to this domain. Furthermore, the potential of current data analytics approaches is discussed while taking a business process management perspective. The PPC course is complementary to the courses “Retail” and “Supply Chain Management”.										
Main topics and learning objectives:										
The students gain a comprehensive overview of typical tasks in production planning and control, such as product offering planning, product costing, demand forecasting, materials requirements planning, production scheduling, and inventory and capacity management. Moreover, the students learn to apply the methods and techniques to perform these tasks. Additionally, the students learn about current trends and issues in PPC and how to assess them critically.										
	Themes	Learning objectives								
	Production Planning	To understand and be able to apply the concepts related to demand management, materials requirements planning, inventory control and capacity management.								
	Production Control	To understand and be able to apply the concepts related to production control.								
	IT Systems for PPC	To understand how IT (Information Technology) systems can support production planning and control and to gain hands-on experience with an								

		Enterprise Resource Planning (ERP) system.		
	Data Modeling in PPC	To understand the underlying data structures and information requirements in production planning and control.		
	Smart Manufacturing	To understand how innovative technologies and services influence production processes and how the results of data analytics can be interpreted in the context of production planning and control.		
		Learning outcomes:		
Academic: The students understand the PPC processes and how information systems support them. They understand the cross-departmental integration of processes and data structures. They deepen their knowledge in process and data modeling. They are able to apply the methods and techniques to perform various PPC tasks.				
Soft skills: The exercises comprise both individual work and team-based group work. The students apply and improve their capabilities in group work, presentation and discussion.				
Description of possible electives within the modules: The module can be taken as part of the track Logistics, Production and Retail or as an elective. Within the electives a minimum of 2 seminars has to be taken.				
Examination: Final Module Exam				
Relevant Work:				
8	No	Number and Type; Connection to Course	Duration	Part of final mark in %
	1	Final Written Exam	120 min.	100 %
Study Work:				
9	No	Number and Type; Connection to Course	Duration	
	1	Case study work (in groups, presentation and written submission)	30 min., 5 pages	
Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.				
CP Assignment:				
11	Presence	No 1	1.00 CP	
		No 2	1.00 CP	
	Relevant Work	No 1	3.00 CP	
	Study Work	No 1	1.00 CP	
	Total		6 CP	
Weight of the module grade for the overall grade: 5% (6 of 120 CP)				

13	Module Prerequisites: none	
14	Presence: Presence is strongly recommended to warrant learning success	
	Mobility/Acknowledgement:	
	Use of the module for other course programs	Master Business Administration, Master Information Systems
15	Module Title english	Logistics, Production and Retail: Production Planning and Control
	English translation of module components from section 3	No 1: Production Planning and Control No 2: Exercise on Production Planning and Control
16	Responsible Lecturer: Prof. Dr. Dr. h.c. Dr. h.c. Jörg Becker	Department: School of Business and Economics
17	Misc.:	

Seminar Electives (6 ECTS)

Links:

- <https://studium.uni-muenster.de/qisserver/rds?state=wtree&search=1&trex=step&root120192=199733%7C196810%7C198805%7C192263%7C194937&P.vx=kurz>
- <https://www.wi.uni-muenster.de/de/studierende/lehrangebot>

Project Seminars (12 ECTS)

Links:

- <https://studium.uni-muenster.de/qisserver/rds?state=wtree&search=1&trex=step&root120192=199733%7C196810%7C198805%7C192263%7C193988&P.vx=kurz>
- <https://www.wi.uni-muenster.de/de/studierende/lehrangebot>