



Module Descriptions

Module Descriptions for the BSc. Economics at the University of Münster valid from winter semester 2020/21

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Year	Sem.	Economics	Business Administration	Quantitative Methods, Law	CP total
1	1	VWL1 Principles of Economics(3)	BWL1 Foundations of Business Administration (9)	QR1 Mathematics and IT (12) QR2 Statistics I (6)	30
	2 Microeconomics I (9)		BWL2 Foundations of Accounting (9)	Statistics II (6) QR3 Law (6)	30
2	3	VWL2 Macroeconomics I (9) VWL3 Microeconomics II (9) VWL4 Applied Research in Economics: Public Finance (12)			30
	4	VWL6a Foundations of Regulation (6) VWL6b Foundations of Economic Policy (6)		QR4 Empirical Research (9)	30
		VWL5 Macroeconomics II (6)		QR5 General Studies I (3)	
	5	3 x 6 LP (3 aus X) Electives in Economics VWL9 - VWL35	2 x 6 LP (2 aus X) Electives in Business Adm. BWLX - BWLY		30
3	6	VWL7 Macroeconomics III (6) VWL8: Microeconomics III (9) Bachelor Thesis (12)		QR5 General Studies II (3)	30

Microeconomics I

Mo	dule Ti	tle english:		Microeconomics I					
Cou	rse Pr	ogram:		Bachelor Economics					
1 Module No: VWL 1 State: Compulsory Language of Instruction: Ger					ction: Germa	man			
2	Turn seme	each ester		Duration: 2 semesters	Semester: 1 or 2	Workload (h	Workload (h): 360		
Module Structure:			:						
	No	Туре	Co	ourse		State	Workload	(h)	
							Presence (h + CH)	Self- Study (h)	
3	1	Lecture	Pri En	inciples of Economics (G glish)	ierman and	Compulsory	/ 30 h (2 CH)	15	
	2	Exercise	Tu	torial on Principles of Eco	onomics	Compulsory	7 30 h (2 CH)	15	
	3	Lecture	Mi	croeconomics		Compulsory	/ 60 h (4 CH)	120	
	4	Exercise	Ex	ercises in Microeconomi	cs	Compulsory	/ 30 h (2 CH)	60	
4	 Module Profile: Purpose of the module/integration into curriculum: 							is is al and pply arket e one tainty) supply ets are i the	
	The	mes		Learning objectives					
	Households' Decision-Preferences and constraints and interpreting decision problems households' decision and demand functionStructuring of decision problems -solving solving -solving -solving						lving ween		

					-	-			
	Proc	Producers' Decision -Production Function -Deriving the cost function and explaining it - understanding the relation between cost function and supply function.							
	Funo Mac	damental roeconomics	-Economio	Economic cycle -Basics of the national accounts					
	Mon	ey and Capital	-Basics of money	the money and cap	ital market -	Unders	standing the role of		
5	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-structered working and enhances students' problem solving ability.								
6	Description of possible electives within the modules: none								
7	Examination: Examinations for every part of the module								
	Relevant Work:								
•	No	Number and Type	e; Connecti	on to Course	Duration		Part of final mark in %		
8	1	Written exam on	Principles o	of Economics	60 min.		25 %		
	2	Written exam on	Microecono	omics	omics 120 min. 75 %				
9	Stud	y Work: none							
10	Prere The c comp	equisites for Credit credit points will be pleted.	t Points: e granted a	fter all relevant worl	k and study	work h	ave been successfully		
	CP A	ssignment:							
				No 1		1.00 (CP		
	Droc	ioneo (coo No o)		No 2		1.00 (CP		
11	Fles	sence (see NO 3)		No 3		2.00 (СР		
				No 4		1.00 (CP		
	Rele	evant Work (see No	8)	No 1		2.00 (СР		
		,	•	No 2		5.00 (CP		
	Total					12 CP			

12	Weight of the module grade for the overall grade: 6.67% (12 of 180 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	Bachel Mather Geogra	or Business Administration, Bachelor natics, Bachelor Physics, Bachelor Iphy					
16	Responsible Lecturer: Professor Dr. Martin Bohl, Professor Dr. Andreas LöschelDepartment: 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.							

Macroeconomics I

Module Title english: Macro			Macroeconomi	acroeconomics I							
Course Program: Bachelor Economics											
1 Module No: VWL 2 State: Com			State: Compuls	sory	Language of	Instru	ction: (Seri	man		
2	2 Turn: each winter semester Duration: 1 sem			Duration: 1 sen	nester	Semester: 3	or 4	CP: 9		Workload	i (h): 270
	Module Structure:										
	No	Туре	Cour	se			State	!	w	orkload (h)
3									Pr (h	resence + CH)	Self- Study (h)
	1	Lecture	Мас	roeconomics l			Comp	oulsory	60	o h (4 CH)	120
	2	Exercise	Tuto	orial on Macroeconomics I Compulsory 30 h (2 CH) 60				60			
	The c funda (mac Cours The p The s polic	nourse "Macro amental unde ro)economics se content: orimary purpo students shou y intervention mes	oecon erstan s. ose of uld be n.	omics" describe ding of such prii the course is to qualified to ana	es and enciples develop alyse an	xplains basic is essential fo o an understar d evaluate ecc ng objectives	macroo r the fu nding o onomic	econom irther co f macro : develo	our our opr	interrelation rses in onomic an nent and eq	alysis. conomic
4	Nati	onal Account	ting		Stude: nation	nts should lea al accounts ar	rn how e com	the dif posed.	fere	ent factors	of the
	Clas Keyr Synt	sical / Neocl nesian Econo hesis	assica mics I	ll Economics Neoclassical	Students should learn and understand the difference between the theories.					erence	
	Mon	Money Creation			Studer financ real se	nts should lea ial sector and ctor.	rn how what n	money noney c	rea	n be create ation implie	ed by the es for the
	Ecor	nomic Policy	Implic	ation	Studer econo theorie	nts should lea mic policy imp es.	rn wha olicatio	t are th n withir	e p 1 th	ros and co ne different	ns of
	Busi	ness Cycle a	nd Gro	owth	Students should learn the difference between a short run business cycle and long run economic growth.						

	Mon	etarism	Students sh between Mo earlier part c	ould learn an netarism and of the lecture.	id und I the th	erstand the difference heories discussed in the	
	Philips Curve Students should learn how inflation and unemploymen are linked to each other and what are the policy effects						
	Unemployment Students should learn how unemployment emerges and what might be effective measures to reduce unemployment						
5	Learr Acad Upon macr them analy and e Soft s After learn abstr Inforn finali	ning outcomes: emic: o completion of the course stude oeconomic theory. The stude correctly. Furthermore, stude vsis, abstraction and macroeo economic policy measures. The skills: completing the module, stude ed in class increase both, pro- ract thinking. Furthermore, stu- mation, as well as the ability sing of notes after the attend	udents are able unc nts know important ents are familiar wit conomic modelling nis model forms a b lents are familiar wi oblem-solving comp udents will learn ho to develop solution lance of the lecture.	lerstand and t macroecond th the instrun and capable asis for more ith complex e betence of th w to work se is in teams w	apply omic te nents o to ass e adva econor e stud lforgan ithin t	fundamental concepts of erms and are able to use of macroeconomic sess states, developments nced courses. mic topics. The tools ents and the ability of nized, exchange he preparation before and	
6	Description of possible electives within the modules: none						
7	Examination: Final Module Exam						
	Relev	vant Work:		1		1	
8	No	Number and Type; Connecti	on to Course	Duration .		Part of final mark in %	
	1	Final written exam		120 min.		100 %	
9	Study	y 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:						
	Droc	conso (soo No o)	No 1		2.00	СР	
11	No 2 1.00 CP						
	Rele	evant Work (see No 8)	No 1		6.00	СР	
	Tota	ıl			9 CP		
12	Weight of the module grade for the overall grade: 5% (9 of 180 CP)						

13	Module Prerequisites: Basic knowledge in quantitative methods in economics (mathematics, statistics) necessary. Microeconomics I strongly recommended.						
14	Presence: Presence is strongly recommended to warrant learning success						
	Mobility/Acknowledgement:						
15	Use of the module for other course programs	Bachelo Mathem Geograp	r Business Administration, Bachelor atics, Bachelor Physics, Bachelor bhy				
16	Responsible Lecturer: Department: Professor Dr. Bernd Kempa, Professor Dr. Nadine Riedel School of Business and Economics						
17	Misc.:						

Microeconomics II

Module Title english:			N	Microeconomics II					
Course Program: Bachelor Economics									
1	1 Module No: VWL 3 S			i tate: Compulsory	Language of	Instru	i ction: G	ierman	
2	Turn: each winter semester D			Duration: 1 semester	Semester: 3	or 4	CP: 9	Workload	l (h): 270
	Module Structure:								
	No Type Cours			9		State	9	Workload (h)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Indust	rial Economics		Com	pulsory	30 h (2 CH)	45
	2	Exercise	Tutoria	al Industrial Economic	S	Com	pulsory	30 h (2 CH)	30
	3	Lecture	Game	Theory		Com	pulsory	30 h (2 CH)	45
	4	Exercise	Tutoria	al Game Theory		Com	pulsory	30 h (2 CH)	30
	Modu Cours The c differ equil aucti game repea	Se content: ourse "Indus rentiation, oli ibria; heterog ons and emp e theory, solu ated games, o	strial Ecc igopoly t genous r pirical ind tion con cooperat	onomics" deals with t theory (homogenous market, market entry, dustrial economics. T neepts for non-cooper tion and evolutionary Learning objectives	he theory of in market: Nash- cooperations he course "Ga ative games, g game theory. 5	comp Courn in an o ame th games	lete mar ot and N oligopol eory" de with inc	kets, price lash-Bertrand y), innovatior eals with basi complete info	l is, ics of rmation,
4	Sup mon	ply behavior opoly	in a	Understand how a firm can use its market power to maximize its profit and the consequences on total welfare.					
4	Sup oligo	ply behavior opoly and col	in an llusion	Understand the effects of strategic behavior of firms in the cases of competition in prices or quantities. Learn about the rationale of collusive behavior.					ases of le of
	Emp ecor	irical industr nomics	rial	Students learn to a concentration and	pply and to int market power.	terpret	t simple	indices for m	arket
	Inno	vations		Understand the im R&D behavior of fir	olications of co ms.	ompet	ition an	d patent prot	ection on
	Auct	ions		Learn about differe of these difference	nces between s on market re	auctio sults.	on forms	and about th	ne effects
	Basi conc	cs and soluti	ion e theory	Analyse strategic a	spects of econ	iomica	and soc	ial interactior	15.

5	Learning outcomes: Academic: Students are familiar with the methods of advanced microeconomics, especially in the field of game theory and industrial economics. They developed an understanding about how to practically apply the concepts. Soft skills: Students are able to analyse strategic conflicts in a structured way.									
6	Description of possible electives within the modules:									
7	Examination: Final Module Exam									
	Relevant Work:									
	No	No Number and Type; Connection to Course Duration Part of final mark in %								
8	1	Written exam for "Industria 1)	al Economics" (No.	60 min.	50 %					
	2	Written exam for "Game th	eory" (No. 3)	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:									
			No 1	1.	00 CP					
	Broc	ionco (coo No o)	No 2	1.	00 CP					
11	Fles	sence (see NO 3)	No 3 1.00		00 CP					
			No 4	1.	00 CP					
	Polo	want Work (see No 8)	No 1	2.	50 CP					
	Kette		No 2	2.	50 CP					
	Tota	ıl		9	СР					
12	Weight of the module grade for the overall grade: 5% (9 of 180 CP)									
13	Mod none	ule Prerequisites:								
14	Prese Prese	ence: ence is strongly recommend	ed to warrant learni	ng success						
15	Mobi	Mobility/Acknowledgement:								

	Use of the module for other course programs	Bachelo Econom	chelor Politics and Economics, Bachelor onomics and Law				
16	Responsible Lecturer: Professor Dr. Andreas Löschel, Prof. Dr. Aloys Pri	nz	Department: School of Business and Economics				
17	Misc.:						

Mod	lule Ti	tle english:		Applied Research in Ec	conomics: Public Re	evenue			
Cou	rse Pr	ogram:		Bachelor Economics					
1	Mod	u le No: VWL	4	State: Compulsory	Language of Instruction: German				
2	Turn: each winter semester			Duration: 1 semester	Semester: 3 or 4 CP: 12 V		Workload (H	1): 360	
	Mod	Module Structure:							
	No Type Cour			se		State	Workload	(h)	
							Presence (h + CH)	Self- Study (h)	
3	1	Lecture	Theo	ry of Taxation		Compulsory	/ 30 h (2 CH)	60	
	2	Exercise	Exer	ise Session for Theory c	of Taxation	Compulsory	/ 30 h (2 CH)	60	
	3	Lecture	Econ	omic Analysis of the Gei	Compulsory	/ 30 h (2 CH)	60		
	4	Exercise	Tutor Tax S	rial on Economic Analysi System	s of the German	Compulsory	/ 30 h (2 CH)	60	
4	Module Profile:Purpose of the module/integration into curriculum:Theory of Taxation: For being able to understand the economic problems of taxation, the theory of taxation is a prerequisite. Especially, the economic impact of taxes on economic variables like allocation, distribution and stabilization as well as economic growth is of importance. The course is closely related to the course "Economic analysis of the German tax system (Spezielle Steuerlehre)" and to courses on taxation in business administration. Good knowledge of microeconomics is a prerequisite for this course. Economic Analysis of the German Tax System: Modern tax systems are highly complicated. This course is intended to show how one can analyse a national tax system by means of microeconomic techniques. In addition to the economic analysis, it is necessary to provide a comprehensive overview on tax laws (especially German Income Tax, Corporate Income Tax, VAT, Special Consumption Taxes). The course is closely related to the course "Theory of taxation (Allgemeine Steuerlehre)" and to courses on taxation in business administration. Good knowledge of microeconomics is a prerequisite for this course as is the readiness to learn the basics of German tax laws. Course content:								
	The	mes		Learning objectives					
	The	ory of Taxatio	on:						

Applied Research in Economics: Public Revenue

	Basi taxa	ic principles of tion	Learn to understand why general "good" tax system	taxation principle	s are crucial for a			
	Stru tarif	cture of tax fs	Learn to compare taxes by their tax rates)	ariffs (especially a	verage and marginal			
	Tax	incidence	Learn to analyse with methods fro on economic decisions (consump etc.)	om microeconomi otion, saving, inve	cs the impact of taxes stment, risk bearing			
	Opti	mal taxation	Learn to evaluate taxes from a we	elfare economics p	ooint of view			
	Inte taxa	rnational tion	Learn to understand the principle impact on economic variables	es of international	taxation and their			
	Ecoi	nomic Theory of t	he German Tax System:					
	Clas taxe	sifications of s	Learn to understand how lawyers	and economists o	classify taxes and why			
	Gerr	nan Income Tax	Learn to understand the basics of the German Income Tax Law; learn to analyse important aspects of the income tax on labor supply, investment etc.					
	Gerr Inco	nan Corporate me Tax	Learn to understand the basics of the German Corporate Income Tax Law; learn to analyse important effects of this tax on financing, investment etc. decisions of firms					
	VAT		Learn to understand the basic theory of all kinds of value added taxes and the structure of the European VAT					
	Spe Con	cial sumption Taxes	Learn to understand the special a the consumption behaviour with	aspects of these ta respect to fuel, alo	exes, i.e. to influence cohol etc.			
5	Learning outcomes: Academic: (1) to learn the relevant methods of analysis of government revenue. (2) to know and understand the composition and structure of the German tax system and basic tax rules. (3) The ability to apply the relevant concepts of micro-and macroeconomics to analyze questions of government revenues. Soft skills: Active listening and note-taking in great events. Answering technical questions in front of a large audience. Working independently on economic problems							
6	Desc none	ription of possibl	e electives within the modules:					
7	Exam	nination: Examina	ations for every part of the module					
	Relev	vant Work:		I				
8	No	Number and Typ	e; Connection to Course	Duration	Part of final mark in %			
	1	Written exam "T	heory of Taxation" (No. 1)	60 min.	50 %			

	2 Written exam "Economic Tax System" (Nr. 3)	Analysis of the Ge	rman	60 min.		50 %			
9	Study Work: none								
10	Prerequisites for Credit Points: The credit points will be granted completed.	d after all relevant	work a	nd study w	vork hav	e been successfully			
	CP Assignment:								
		No 1			1.00 CP				
	Presence (see No 2)	No 2	No 2		1.00 CP				
11	Tresence (see No 3)	No 3			1.00 CP				
		No 4			1.00 CP				
	Relevant Work (see No 8)	No 1	4.00 CF		4.00 CP				
		No 2			4.00 CP				
	Total				12 CP				
12	Weight of the module grade for 6.67% (12 of 180 CP)	the overall grade	:						
13	Module Prerequisites: none								
14	Presence: Presence is strongly recommen	ded to warrant lea	rning s	uccess					
	Mobility/Acknowledgement:								
15	Use of the module for other co	urse programs	Bache Econo	lor Politics mics and L	and Eco aw, Dua	onomics, Bachelor al Bachelor Economics			
16	Responsible Lecturer: Prof. Dr. Aloys Prinz			Department: School of Business and Economics					
17	Misc.: Knowledge of German tax law, as it is taught in "Analysis of the German tax law" is an essential knowledge for all economists and for students who are interested in the field of "tax".								

Macroeconomics II

Mod	dule Ti	tle english:	Macroeconomics II					
Cou	rse Pro	ogram:	Bachelor Economics					
1	Modu	ule No: VWL 5	State: Compulsory	Language of Instruction: German				
2	Turn: seme	each summer ester	Duration: 1 semester	Semester: 3 or 4	CP: 6	Workload (I	h): 180	
	Modu	ule Structure:						
	No	Туре	Course		State	Workload (h)		
3					Presence (h + CH)	Self- Study (h)		
	1	Lecture/ Exercise	International Economic	Compulsory	45 h (3 CH)	135		
4	Purpo The r build Cours The Com finan fore mon finan	nodule offers an in s upon the knowle se content: mes position and interencial markets; interencial markets; interencial markets; interencial markets; interencial crises	/integration into curricu troduction to important dge of the module Macr dependencies in interna rdependencies among o determination and policy global consequences of	lum: topics and method oeconomics I. tional money and pen economies; y; international currency and	s of internati Learning ol Ability to un dynamics in financial m solve probl contained	ional financ bjectives nderstand tl n capital an arkets; abili ems self-	e and he d ity to	
5	Learning outcomes: Academic: The module conveys baseline knowledge in the field of international economics. The aim of the course is to offer a deeper understanding of the functioning of capital and foreign exchange rate markets. Students learn how to assess economic policy issues of the open economy, both from a model perspective as well as on an empirical basis. Soft skills: Upon completion of the course students are able to analyse complex economic issues of the open economy. This knowledge facilitates the ability of the students to identify and solve multi-faceted problems and conveys the ability of abstract thinking							
6	Desc none	ription of possible	electives within the mo	dules:				
7	Exam	iination: Final Mod	dule Exam					

	Relev	vant Work:		I		1	
8	No	Number and Type; Connecti	on to Course	Du	ration	Part of final mark in %	
	1	Final written exam		90	min.	100 %	
9	Stud	y Work: none					
10	Prere The c comp	equisites for Credit Points: credit points will be granted a pleted.	ıfter all relevan	t work an	d study work h	ave been successfully	
	CP A	ssignment:					
11	Pres	sence (see No 3)	No 1 1.50		CP		
••	Rele	evant Work (see No 8)	No 1	4.50		СР	
	Tota	ıl			6 CP		
12	Weig 3.33	t ht of the module grade for th % (6 of 180 CP)	ne overall grad	e:			
13	Mod none	ule Prerequisites:					
14	Pres Prese	ence: ence is strongly recommende	d to warrant le	arning su	ccess		
15	Mobi	ility/Acknowledgement:					
-)	Use	of the module for other cour	se programs	Bachelo	chelor Business Administration		
16	Responsible Lecturer: Professor Dr. Bernd Kempa				Department: School of Business and Economics		
17	Misc	.:					

Foundations of Regulation Module Title english: **Bachelor Economics Course Program:** Module No: VWL 6a State: Compulsory Language of Instruction: German 1 Turn: each summer Duration: 1 semester Semester: 3 or 4 **CP:** 6 Workload (h): 180 2 semester **Module Structure:** State Course Workload (h) No Туре Self-Presence 3 Study (h + CH)(h) Foundations of Regulation Seminar Compulsory 30 h (2 CH) 90 1 Tutorial on Foundations of Regulation 2 Exercise Compulsory 30 h (2 CH) 30 **Module Profile:** Purpose of the module/integration into curriculum: The lecture "Foundations of Regulation" is based on "Microeconomics I". "Foundations of Regulation" builds on problems stemming from restraints of competition and shows how these problems can be solved by a reasoned regulation policy. Moreover, the lecture deals with theoretical questions and contemporary problems of competition policy. **Course content:** In the lecture students become acquainted with basic theories of regulation. The course begins with the analysis of instruments that are able to solve market failure and their respective field of application. In order to facilitate understanding of the instruments functionality, practical examples are presented, analysed and discussed in detail. Students are also provided with basic knowledge in competition theory and policy. Thus, it is discussed why competition in markets is preferable from a social perspective and why companies try to avoid or reduce it. To enhance understanding, students are getting aquainted with severa industrial economics models with different market structures and outcomes. The influence of market behaviour of economic entities 4 is also analysed in detail. Finally, means of competition policy are analysed that are capable of overriding the respective restraints. In this course students become acquainted with basic theories of regulation. The course begins with the analysis of instruments that are able to solve market failure and their respective field of application. In order to facilitate understanding of the instruments functionality, practical examples are presented, analysed and discussed in detail. Students are also provided with basic knowledge in competition theory and policy. Thus, it is discussed why competition in markets is preferable from a social perspective and why companies try to avoid or reduce it. To enhance understanding, students are getting aquainted with several industrial economics models with different market structures and outcomes. The influence of market behaviour of economic entities is also analysed in detail. Finally, means of competition policy are analysed that are capable of overriding the respective restraints. Themes Learning objectives

Foundations of Regulation

	1. Introduction	To understand competition p its objectives and its relation	olicy from a histo ship to regulation	orical perspective. To know n.		
	2. Market Power and Welfare	To understand that market point inefficiencies and thus welfa	ower can lead to re losses.	varying degrees of		
	3. The Role of Competition Policy	To understand the different f	unctions of comp	petition policy.		
	4. Principles of Regulation	To comprehend why natural they may not produce pareto theories of regulation.	nonopolies arise -optimal outcome	, how they arise and why es. To know different		
	5. Price Regulation To comprehend how prices and price structures of natural monopolists can be regulated and which problems can result.					
	6. Asymmetric InformationTo comprehend which instruments regulatory policy can use in case of asymmetric information.					
	7. Cost-based RegulationTo comprehend that different cost-based regulatory instruments are available.					
	8. Incentive To comprehend the different forms of incentive regulation. Regulation					
	9. Deregulating Network Sectors	To comprehend how network	sectors can be d	leregulated.		
5	Learning outcomes: Academic: In this module the students acquire content-related competences for the basic economic policy paradigms, criteria when economic policy measures should be applied, the working principles of economic policy instruments and when economic policy actions may be detrimental. Additionally, the students are taught the theoretical knowledge of regulatory and competition theory and practical tools related to the solution of such problems. Soft skills: In this module, students learn particularly the analysis of complex economic policy issues with multiple factors as well as abstract and lateral thinking. Further, problem-solving skills will be practiced with examples. 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 are able to construct suitable economic policy					
6	Description of possit none	le electives within the modules	5:			
7	Examination: Final N	lodule Exam				
	Relevant Work:					
8	No Number and Ty	pe; Connection to Course	Duration	Part of final mark in %		
	1 Final written ex	am	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.						
	CP Assignment:						
		No 1			1.00 CP		
11	Presence (see No 3)	No 2			1.00 CP		
	Relevant Work (see No 8)	evant Work (see No 8) 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: none						
14	Presence: Preence is recommended to warra	ant learning su	ccess				
	Mobility/Acknowledgement:						
	Use of the module for other cour	se programs	Bachelor Business Administration				
15	Module Title english		Foundations of Regulation				
	English translation of module co	omponents	No 1: Fo	undatio	ns of Regulation		
	from section 3		No 2: Tu	torial or	n Foundations of Regulation		
16	Responsible Lecturer: Professor Dr. Gernot Sieg			Depar Schoo	tment: l of Business and Economics		
17	Misc.:						

Foundations of Economic Policy

Мос	dule Ti	tle english:		Foundations of Econor	Foundations of Economic Policy					
Cou	rse Pro	ogram:		Bachelor Economics						
1	Modu	ı le No: VWL 6	b	State: Compulsory	Language of Instruction: German					
2	Turn: each summer semester			Duration: 1 semester	Semester: 3 0	r 4	CP: 6	Workload	(h): 180	
	Modu	Ile Structure:	:							
	No Type Cou			se		Stat	te	Workload (h)		
3									Self- Study (h)	
	1	Seminar	Four	ations of Economic Policy Compulsory				30 h (2 CH)	90	
	2	Exercise	Tuto	rial on Foundations of E	30 h (2 CH)	30				
4	Module Profile: Purpose of the module/integration into curriculum: Financial markets regulation, deregulation of utilities in the European Union, reducing carbon dioxide emissions or consumer protection regulation: We are surrounded by economic policy actions. But when are these policy measures really indicated and when do they lack an economic rationale? The course will introduce economic policy instruments and will develop criteria when policy actions are indicated and when these are supposed to be merely to the benefit of politicians. Course content: The lecture and its exercises aim to explain economic policy that we observe in everyday life. The way how decisions are made and implemented by the actors of economic policy instruments like pollution taxes or environmental regulations. Objectives, actors and instruments of economic policy actions, they should be able to assess, when such policy actions are to be applied and what drawbacks might be expected. Confronted with real-life examples they are supposed to evaluate the economic situation and suggest economic policy actions. The need for economic policy To learn about the basic questions of economic policy illustrated by an example from the news							Irbon olicy conomic a when life. The cus of ents like omic or policy hat evaluate I by an ", which st		

	Ecor ecor gove regu	nomic system, nomic policy , ernmental Ilation	To learn a understar lo learn th	bout the economic d the working prin e policy decision m	policy goals, ciples of eco naking proce	, its ac nomic ss.	tors and addressees. To policy instruments and
	Just eco mar	ification of nomic policy in ket economies	Starting fr the reaso informational allocative economic from distr	rom the situation of ns for market failure on asymmetries. Th reasoning and how policy debates. Th ibutive reasoning.	perfect marl e like externa ey are also to v distributive ey should lea	kets st alities, b learn argum arn hov	udents are to understand subadditivity or the limits of this nents are used in w to discern allocative
	Economic policy playersTo learn that policy intervention may cause economically detrimental policy failures. To understand the economic incentives of politicians, voters, bureaucrats and lobbyists and how this influences the policy decision making process. To comprehend that economics is a suitable instrument for analysing this process.						
5	Learning outcomes: Academic: In this module the students acquire content-related competences for the basic economic policy paradigms, criteria when economic policy measures should be applied, the working principles of economic policy instruments and when economic policy actions may be detrimental. Additionally, the students are taught the theoretical knowledge of regulatory and competition theory and practical tools related to the solution of such problems. Soft skills: In this module, students learn particularly the analysis of complex economic policy issues with multiple factors as well as abstract and lateral thinking. Further, problem-solving skills will be practiced with examples. 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 are able to construct suitable economic policy						
6	Desc none	ription of possible	electives	within the modules	:		
7	Exam	nination: Final Mod	dule Exam				
	Relev	vant Work:	_				
8	No	Number and Type	e; Connecti	on to Course	Duration		Part of final mark in %
	1				90 mm.		
9	Stud	y Work: none					
10	Prere The c comp	equisites for Credit credit points will be pleted.	t Points: e granted a	fter all relevant wor	k and study	work h	ave been successfully
	CP A	ssignment:					
11				No 1		1.00 (CP
	1						

	Presence (see No 3)	No 2		1.00 CP		
	Relevant Work (see No 8)	No 1		4.00 CP		
	Total			6 CP		
12	Weight of the module grade for th 3.33% (6 of 180 CP)	e overall grad	9:			
13	Module Prerequisites: none					
14	Presence: Presence is strongly recommended to warrant learning success.					
45	Mobility/Acknowledgement:					
15	Use of the module for other cours	se programs	Bachelo	Bachelor Business Administration		
16	Responsible Lecturer: Prof. Dr. Theresia Theurl			Department: School of Business and Economics		
17	Misc.:					

Macroeconomics III

Mo	dule Ti	tle english:	Macroeconomics III					
Cou	rse Pro	ogram:	Bachelor Economics					
1	Modu	ule No: VWL 7b	State: Compulsory	Language of Instruction: Ge		nan		
2	Turn: seme	each summer ester	Duration: 1 semester	Semester: 5 or 6	CP: 6	Workload (ł	1): 180	
	Modu	ule Structure:						
	No	Туре	Course		State	Workload	Workload (h)	
3					Presence (h + CH)	Self- Study (h)		
	1	Lecture/ Exercise	Monetary Theory		Compulsory	/ 45 h (3 CH)	135	
4	Module Profile:Purpose of the module/integration into curriculum:Deeper understanding of the fundamentals of Macroeconomics I in the field of monetaryeconomicsCourse content:Learning objectivesThe lectures of this module cover the fundamentals of monetary theory (money demand and supply, inflation theory, transmission mechanisms) as well as selected problems of monetary economics. In theoretical and empirical analyses, the institutional conditions on the money markets are shown, processes and developments are examined and the potentials and limits of economic policy interventions in theseThis module is supposed to enable students to independently develop solutions for monetary problems on the macroeconomic level. The aim is to give students a deeper understanding of the functions of the money market and to enable them to assess conditions, developments and economic policy interventions on these markets and to independently develop solutions to problems. In the exercises accompanying the lectures, the						ents to etary ne aim ng of lems. es, the olied to	
5	Learr Acad Stude modu on th each polic Soft : The a	practical examples. Learning outcomes: Academic: Students gain a deeper insight into how the money market operates. After completing the module, they are able to assess the conditions, developments and economic policy interventions on the money market. The module material is taught in a lecture and an accompanying exercise, each of which is supplemented by case studies on macroeconomic phenomena and economic policy practice. Soft skills: The analysis of complex cause-effect relationships conveys the ability to solve problems, also in						

	teamwork. Presentation techniques are practiced by presenting case studies in the circle of the lecture participants. In regularly integrated discussions on current developments in monetary theory, the participants learn to discuss with each other on a scientific level.							
6	Desc none	ription of possible electives	within the mo	dules:				
7	Exam	nination: Final Module Exam						
	Relev	vant Work:		1				
8	No	Number and Type; Connecti	on to Course	D	uration		Part of final mark in %	
	1	Final written exam		12	20 min.		100 %	
9	Stud	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 A	ssignment:						
11	Pres	sence (see No 3)	No 1			1.50 C	Р	
	Rele	evant Work (see No 8)	No 1			4.50 C	<u>.</u> P	
	Tota	ıl	60		6 CP			
12	Weig 3.33	tht of the module grade for th % (6 of 180 CP)	ne overall grad	e:				
13	Mod The s the fi	ule Prerequisites: successful completion of Mic irst and second semesters ha	roeconomics l ive to be passe	and Ma ed.	croeconon	nics I is	s required. All modules in	
14	Prese Prese	ence: ence is strongly recommende	d to warrant le	arning	success			
15	Mobi	ility/Acknowledgement:						
	Use	of the module for other cour	se programs	none				
16	Resp Profe	oonsible Lecturer: essor Dr. Martin Bohl			Department: School of Business and Economics			
17	Misc	.:						

Microeconomics III

Module Title english:				Microeconomics III					
Course Program:				Bachelor Economics					
1	Mod	ule No: VWL	8	State: Compulsory	Language of	f Instruction: German			
2	2 Turn: each summer semester			Duration: 1 semester	Semester: 5	or 6	CP: 9	Workload	d (h): 270
	Mod	ule Structure	:						
	No	Туре	Cour	se		State		Workload (h)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	New	Institutional Economics		Comp	oulsory	30 h (2 CH)	75
	2	Lecture	Theo	ry of the Firm		Comp	oulsory	30 h (2 CH)	75
	3	Exercise	Tuto	rial/exam preparation		Comp	oulsory	30 h (2 CH)	30
4	2 Lecture Theory of the Firm Compulsory 3 o h (2 CH) 75 3 Exercise Tutorial/exam preparation Compulsory 3 o h (2 CH) 3 o Module Profile: Purpose of the module/integration into curriculum: New Institutional Economics: Economic theory frequently abstracts from the institutional environment in which economic actions take place although these institutions significantly influence their economic outcomes. But institutions not only influence the individual actions (microeconomic perspective), they also show effects on macroeconomic variables like economic growth. Therefore, knowledge how institutions work and how improved institutions lead to bett economic outcomes is a basic prerequisite for economists to formulate economic advice. The course is closely related to the following course on the theory of the firm. It is also connected to other microeconomic courses. While these courses elaborate the market results (usually under the assumption of perfect knowledge), the course on institutional economics explains the desig of markets, the appropriate organization of its players (i.e. enterprises) and how they act in situations of asymmetric information. It adds aspects of institutional economics to the lecture competition policy. Moreover it is a valuable input for elective courses on business co-operation and coase asked the stunning question, why there are enterprises at all, the market is assumed to produce efficient and superior results. He introduced transaction cost and could explain when transactions are to be carried out on markets and when they should be executed within the firm. This established new perspectives for economics. The course will introduce to theories of the firm and will present their application to busi								I ntly tions conomic to better e. The ected to y under ne design t in ecture on peration. s at all, if ion costs ould be he firm I and he firm tutional ementary peration.

fundamental insights on how enterprises should be organized and how enterprises should organize transactions.

Themes	Learning objectives				
New Institutional E	conomics:				
Introduction to examples of institutions	To become familiar to some empirics of institutions and their economic impacts.				
Institutional economics	To understand the assumptions and shortcomings of the homo economicus approach. To learn some definitions and taxonomies of institutions. To understand how institutions affect economic growth.				
New institutional economics	To comprehend how economic actions can be mapped into contractual relations and how to classify these contracts. To understand how information asymmetry impact on economic actions, how to categorize them and how to deal with them.				
Transaction cost economics	To understand how the division of labour and asymmetric information lead to principle-agent problems and how to solve these problems. To learn to distinguish different forms of asymmetric information and how to cope with them. To apply the solution methods to real world problems.				
Principal-agent theory	To learn how to identify and assess transaction costs and to understand the determinants of transactions. To comprehend how specificity and other determinants of transactions lead to different governance structures for carrying out transactions. To realize the relevance for organizational decision making and for competition policy				
Theory of property rights	To identify different forms of property rights. To understand how the distribution of property rights affects economic transactions.				
Applications and perspectives	To apply the methods of institutional economics to real world problems. To understand how to assess competition policy problems in the light of institutional economics.				
Theory of the firm:					
What is a firm?	To learn about the basic determinants of the firm and how to treat them economically.				
Traditional theories of the firm	To understand the limitations of traditional neo-classical theories of the firm and of the theories of industrial economics.				
Modern theories of the firm	To understand the role of transaction costs in determining the size of the firm and to assess when market, hybrid or hierarchical organisation is appropriate. To learn to identify the crucial resources according to the resource-based approach.				
Boundaries of the firm	To learn that the boundaries of the firm become increasingly blurred. To understand that there is a multitude of organizational forms of co-operation to carry out transactions whose relevance is increasing.				
Governance structures	To learn how to implement the theoretical results into useful governance structures of firms.				

	Perspectives	To identify sh applications	ortcomings of the t to economic proble	heories and t ms.	o disc	over unexplored								
5	Academic: The aim of the lecture "New Institutional Economics" is the analysis of institutions with economic methods and the extension of the economic knowledge of the basic studies. After completing the lecture, the students have content-related competences of the principal-agent theory, the transaction-cost theory and the theory of property rights. In addition, students are able to analyze institutional economic problems and to develop institutional alternatives. In the lecture "Theory of the Firm" the students acquire the most important content-related competences for the formation and functioning of companies. The students are familiar with the explanatory content of the individual theories and can distinguish the relevant theories from each other. In addition, the students are able to apply the theories to concrete cases and to give recommendations for action. 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 for example gain an understanding of institutions.													
6	Description of possible electives within the modules: none													
7	Examination: Final	Module Exam												
	Relevant Work:			I										
8	No Number and T	Type; Connecti	on to Course Duration			Part of final marl	k in %							
	1 Final written e	exam		120 min.		100 %								
9	Study Work: none													
10	Prerequisites for Cr The credit points wi completed.	edit Points: Il be granted a	fter all relevant wor	k and study v	work h	ave been success	fully							
	CP Assignment:													
			No 1		1.00 (<u>P</u>								
11	Presence (see No g	3)	No 2		1.00 (CP								
			No 3		1.00 (<u>P</u>								
	Relevant Work (see	e No 8)	No 1		6.00	СР								
	Total				9 CP									
12	Weight of the modu 5% (9 of 180 CP)	lle grade for th	e overall grade:			Weight of the module grade for the overall grade: 5% (9 of 180 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 Economics, Bachelor Politics and Economics, Bachelor Economics and Law						
16	Responsible Lecturer: Department: Prof. Dr. Theresia Theurl School of Business and Economics						
17	Misc.:						

Resource Economics

Mod	lule Tit	le english:		Resource Economics	Resource Economics					
Cou	rse Pro	ogram:		Bachelor Economics						
1 Module No: VWL 9				State: Elective	Language of I	nstru	ction: Ge	erman		
2	Turn: seme	each winter ster		Duration: 1 semester	Semester: 5 0	r 6	CP: 6	Workload (h): 180		
	Modu	ıle Structure	:							
	No	Туре	Cour	se		Stat	e	Workload (h)		
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Reso	ource Economics		Com	pulsory	30 h (2 CH)	90	
	2	Exercise	Exer	cises on Resource Eco	nomics	Com	pulsory	15 h (1 CH)	45	
4	Purpo The n econo "Envi serve Chan Cours The n facto facto and u Resor Mark	be of the management of the ma	odule/ ource l and reg nd Clin s cours scourse E ion in stude conom eir use urces (Integration into curric Economics" is based o gulation. It complement mate Change Economic se for the master progred "Advanced Energy ar Economics' deals primate modern Economies ar ent learn about the minited by. The topics include - e in Energy Production lignite, hard coal, oil, s	ulum: n the fundaments the modules cs" in the bache am modules "E and Resource Ecc arily with Energy and the Resource ing of natural reference - Resource usage as, uranium ar	ntals of "Ene elor d nviro onomi y as th s whi esour ergy A ge and ren	of microe rgy Econ egree pro- nmental cs". ne one of ch are ne ces and ccountir d enviror ewable n	economics ar omics" and ogram. The m Economics", f the most im eeded to proo their transfor ng - Exhaustib mental issue resources)	nd odule "Climate portant duce this mation ole es	
5	Learning outcomes: Academic: The student acquires a solid background knowledge concerning the functioning of markets for resources. Moreover, the interaction between the resource sector and the rest of the economy is analyzed. A main goal is that students are enabled to answer resource related questions on their own. Theoretical and empirical methods are heavily used and trained in order to answer these questions. Students that successfully pass the module are in a position to profit from the knowledge either in academia but also in the Energy and Resource Industry. Soft skills: Analytical Skills, judge and cope with different positions and stake holders.								ets for onomy is s on their these e	
6	Desc none	ription of po	ssible	electives within the m	odules:					
7	Exam	ination: Fin	al Moc	lule Exam						

	Relevant Work:										
8	No	Number and Type; Connect	ion to Course	D	uration	Part of final mark in %					
	1	Final Written Exam		60 min.		100 %					
9	Study Work: none										
10	Prere The com	equisites for Credit Points: credit points will be granted a pleted.	after all relevan	t work a	nd study work h	ave been successfully					
	CP Assignment:										
	Drea		No 1		1.00	CP					
11	Pres	sence (see No 3)	No 2		0.50	CP					
	Rele	evant Work (see No 8)	No 1		4.50	СР					
	Tota	al			6 CP						
12	Weig 3.33	ght of the module grade for t % (6 of 180 CP)	he overall grad	e:							
13	Mod none	ule Prerequisites:									
14	Pres Pres	ence: ence is strongly recommende	ed to warrant le	arning s	uccess						
	Mob	ility/Acknowledgement:									
15	Use	of the module for other cour	se programs	Bachelor Business Administration, Bachelor Politics and Economics, Bachelor Economics and Law, Bachelor Mathematics, Bachelor Geography							
16	Resp Profe	oonsible Lecturer: essor Dr. Andreas Löschel			Department: University of Münster, School of Business and Economics						
17	Misc										

Energy Economics

Module Title english:				Energy Economics					
Co	urse Pi	rogram:		Bachelor Economics					
1 Module No: VWL 10				State: Elective	Language of Instruction: German				
2	Turn: each summer semester			Duration: 1 semester	Semester: 5 or 6 C		or 6 CP: 6 Workloa		ad (h): 180
	Module Structure:								
	No	Туре	Course			State		Workload (h)	
3							Pi +	esence (h CH)	Self- Study (h)
	1	Lecture	Energy E	Energy Economics			ory 30	o h (2 CH)	90
	2	Exercise	Exercises	s on Energy Economics		Compulsory 1		h (1 CH)	45

Module Profile:

Purpose of the module/integration into curriculum:

The module "Energy Economics" is based on the fundamentals of microeconomics and economic policy and regulation. It complements the modules "Resource Economics" and "Environmental and Climate Change Economics" in the bachelor degree program. The module serves as a basics course for the master program modules "Environmental Economics", "Climate Change Economics" and "Advanced Energy and Resource Economics".

4 Course content:

The module "Energy Economics" deals with the supply and demand for energy, especially with the special characteristics of electricity markets. The modules imparts a fundamental overview of energy economics:

Characteristics of electricity markets

- Market design for grid-bound energy sources (electricity and gas)
- Justification for energy policy and its implementation, energy-economic modeling
- Recent issues in energy economics

Learning outcomes:

Academic:

5

Students gain an insight into the most relevant economic issues in energy economics and learn to independently assess and evaluate these issues. As a partial area of applied economics with a strong theoretical, empirical and economical fundament, energy economics is useful for an academic career (research, consulting, etc.) and as a solid basis for a job in the energy industry. **Soft skills:** General analytical skills; analysis of contrary interests (political trade-offs).

6	Description of possible electives within the modules:
U	none

7 Examination: Final Module Exam

	Relevant Work:										
8	No	Number and Type; Connect	on to Course		Duration		Part of final mark in %				
	1	Final written exam		60 min.			100 %				
9	Stud	l y Work: none									
10	Prere The com	equisites for Credit Points: credit points will be granted a pleted.	ıfter all relevan	nt wor	k and study	work h	ave been successfully				
	CP Assignment:										
	Bro	sansa (saa Na a)	No 1			1.00 (CP				
11			No 2 0			0.50	СР				
	Rele	evant Work (see No 8)	No 1	4.50			СР				
	Tota	al				6 CP					
12	Weight of the module grade for the overall grade: 3.33% (6 of 180 CP)										
13	Mod none	ule Prerequisites:									
14	Pres Pres	ence: ence is strongly recommende	d to warrant le	earnin	g success						
	Mob	ility/Acknowledgement:									
15	Use	of the module for other cour	se programs	grams Bachelor Business Administration, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Mathematics, Bachelor Geography							
16	Resp Profe	oonsible Lecturer: essor Dr. Andreas Löschel	Departm Universi	partment: iversity of Münster, School of Business and Economics							
17	Misc.:										

Trade Theory and Policy

Module Title english:				Trade Theory and Policy						
Cou	rse Pro	ogram:		Bachelor Economics						
1	Modu	ile No: VWL 1	.1	State: Elective	Language of I	nstru	ction: Er	nglish		
2	Turn: each winter semester			Duration: 1 semester	Semester: 5 0	or 6	CP: 6	Workload	Workload (h): 180	
	Modu	le Structure:	:							
	No	Туре	Cour	se State			e	Workload (h)		
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Trad	e Theory and Policy		Com	pulsory	30 h (2 CH)	60	
	2	Exercise	Tuto	rial on Trade Theory ar	d Policy	Com	pulsory	30 h (2 CH)	60	
4	Over remo At the dome disto trade relati Cours This o the s bette to ex econ- quess vario welfa	the last 60 ye ving barriers e same time, estic industrie rt the free flo integration t ve pros and c se content: course provid tudent to the r than autark plain the stru omic welfare. tion of wheth us trade polic are are evalua	ears, r to into worrie es hav w of g herefo cons o les an subje y. To t icture . The s her res cy inst ited.	nost countries around ernational trade, reflect es about the effects of ve led many countries to oods and factors. Stud ore becomes an indisp of globalization. everview of the econo ect of trade theory, whi chis end, the major mo of international trade to second part of the lector tricted trade is better to truments is analyzed a	the world have the world have tring the view th free trade on th to engage in pro- dying the cause ensable tool of omics of internat ch deals with q dels of internat as well as its co ure deals with the han free trade. nd their impact	pursinat free interior s and asse tional uestic ional ionseq rade p To th c on tr	ued a po ee trade i ernationa onist pol consequessing an l trade. T ons of wh trade ard uences f policy iss is end, th ade, fact	licy of increm s a force for p al competitive icies which li uences of inte d evaluating the first part i hether or not e developed a for factor mark sues which as he functioning for allocation	entally prosperity. eness of mit or ernational the ntroduces trade is and used kets and sks the g of and	
	Ther	nes		Learning objectives						
	The	Ricardo mode	el	To learn about the con implications for trade	ncept of compa patterns and w	rative velfare	e advanta e.	age and its		
	The mod	Heckscher-O el	hlin	To investigate the effe prices and the distrib	ects of internati ution of income	onal t e.	trade on	factor market	ts, factor	
	The	new trade the	eory	To assess the trade a	nd welfare effec	cts of	intra-ind	ustry trade.		
	Instr polie	ruments of tra	ade	To study the effects o on trade patterns, tra	f trade barriers de volumes, an	such d eco	as tariffs nomic w	s, quotas or s elfare.	ubsidies	

	Strat	egic trade policy	To analyz trade poli	e the strategic inter cy.	action of firn	ns and	the role of rent-seeking		
	International factor To contemplate the incentives and consequences for the international movement of capital and labor.								
5	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	Exam	ination: Final Mod	lule Exam						
	Relev	ant Work:							
8	No	Number and Type	; Connecti	on 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.								
	CP As	signment:							
				No 1		1.00 (СР		
11	Pres	ence (see No 3)		No 2		1.00 (CP		
	Rele	vant Work (see No	8)	No 1		4.00	СР		
	Total			6 CF		6 CP	СР		
12	Weight of the module grade for the overall grade: 3.33% (6 of 180 CP)								
13	Module Prerequisites: none								
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14	Presence: Presence is strongly recommended to warrant le	arning s	uccess						
	Mobility/Acknowledgement:								
15	Use of the module for other course programs	Bachel Politics and La Geogra	helor Business Administration, Bachelor itics and Economics, Bachelor Economics I Law, Dual Bachelor Mathematics, Bachelor ography						
16	Responsible Lecturer: Professor Dr. Bernd Kempa		Department: School of Business and Economics						
17	Misc.:								

Monetary Economics I

Mod	dule Tit	le english:		Monetary Economics	Monetary Economics I						
Cou	rse Pro	gram:		Bachelor Economics							
1	Modu	I le No: VWL 1	12	State: Elective	Language of Instruction: Ge			erman			
2	Turn: seme	each winter ster		Duration: 1 semester	Semester: 5 0	r 6	CP: 6	Workload	(h): 180		
	Modu	le Structure	:								
	No	Туре	Cour	se	State		е	Workload (h)		
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	Mon	etary Policy		Com	pulsory	30 h (2 CH)	75		
	2	Exercise	Tuto	rial on Monetary Policy	1	Com	pulsory	15 h (1 CH)	60		
4	Course content: The module includes the lecture Monetary Policy. The lecture deals comprehensively with the practical and to a lesser extent with the theoretical aspects of monetary policy of central banks. In particular, the (i) institutional aspects of the European Monetary Union, (ii) monetary policy strategies and their implementation, (iii) monetary policy instruments and money market and (iv) monetary transmission channels of monetary policy are considered. The corresponding concepts are mainly used due to the practical monetary policy of the European Central Bank (ECB). The lecture will be complemented by case studies, prepared by students and then be presented and discussed in the lecture.										
5	Learning outcomes: Academic: The participants should be familiarize with the theoretical and practical dimensions of modern monetary policy. This will enable them to identify current problems and to discuss monetary policy. Due to the importance of monetary policy in the international economic policies and their impact on financial markets and the real economy, these issues are important for economic qualification. Soft skills: Through the presentation of case studies within the circle of course participants, presentation techniques will be practiced. In the ensuing question- answer session participants learn to debate on a scientific level with each other. The same applies to embedded regular discussions about current monetary policy developments.										
6	Desci none	ription of pos	ssible	electives within the m	odules:						
7	Exam	ination: Fina	al Moc	lule Exam							
8	Relev	ant Work:									

	No	Number and Type; Connect	ion to Course	D	uration	Part of final mark in %			
	1	Final written exam		1	20 min.	100 %			
9	Stud	y Work: none							
10	Prere The c com	equisites for Credit Points: credit points will be granted a pleted.	after all relevant	work	and study worl	chave been successfully			
	CP Assignment:								
	Brou		No 1		1.0	o CP			
11		sence (see No 3)	No 2		0.5	o CP			
	Rele	evant Work (see No 8)	No 1		4.5	o CP			
	Tota	al			6 0	Р			
12	Weight of the module grade for the overall grade: 3.33% (6 of 180 CP)								
13	Mod For u and	ule Prerequisites: Inderstanding the events of t Macroeconomics I is needed	his module, the . All modules of	contro the fir	ol of the substa st and second	nce of the modules Micro- semester must be passed.			
14	Pres Pres	ence: ence is strongly recommende	ed to warrant lea	arning	success				
	Mob	ility/Acknowledgement:							
15	Use	of the module for other cour	se programs	Bache Politie and L Geogr	chelor Business Administration, Bachelor litics and Economics, Bachelor Economics d Law, Dual Bachelor Mathematics, Bachelor ography				
16	Resp Profe	oonsible Lecturer: essor Dr. Martin Bohl			Department: School of Business and Economics				
17	Misc	Misc.:							

Monetary Economics II

Mod	dule Ti	tle english:		Monetary Economics	II				
Cou	rse Pro	ogram:		Bachelor Economics					
1	Modu	ule No: VWL 1	3	State: Elective	Language of	Instru	ction: Ge	erman	
2	Turn: seme	each winter ester		Duration: 1 semester	Semester: 5 or 6 CP: 6		Workload	(h): 180	
	Modu	ule Structure:	:						
	No	Туре	Cour	se		State	е	Workload (h)
3								Presence (h + CH)	Self- Study (h)
	1	Seminar	Mon	etary Economics		Com	pulsory	30 h (2 CH)	150
4	Course content: The seminar focuses on current monetary economics and central questions and problems of monetary theory and monetary policy by central banks. The participants illuminate current research fields in the context of an autonomous term paper on the basis of recent scientific journal articles. Learning outcomes: Academic: The seminar Monetary Economics imparts the skills to create a term paper based on recent								
5	journ partie Soft Throu techr on a	al articles an cipants. Stud skills: ugh the prese niques will be scientific leve	d is th ents g entatio e pract el with	erefore a useful step to get a deeper knowledge on and defense of the to iced. In the ensuing qu each other.	owards an inde in monetary e erm paper in th restion-answe	epend econor ne circ r sessi	ent rese nics. le of par on partio	arch of the ticipants, pre cipants learn	sentation to debate
6	Desc none	ription of pos	sible	electives within the m	odules:				
7	Exam	ination: Fina	al Mod	lule Exam					
8	Relev No	vant Work: Number and Paper & Pres economics	Type sentat	; Connection to Course	Duration ary approx. 1 20 min.	ı 15 pages +		Part of final n	nark in %
9	Study	y 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 (see No 3)	No 1		1.00 CP		
	Relevant Work (see No 8)	No 1		5.00 CP		
	Total			6 CP		
12	Weight of the module grade for the 3.33% (6 of 180 CP)	he overall grad	e:			
13	Module Prerequisites: For understanding the events of this module, the control of the substance of the modules Micro- and Macroeconomics I is needed. All modules of the first and second semester must be passed.					
14	Presence: Presence is strongly recommende	ed to warrant le	arning s	success		
	Mobility/Acknowledgement:					
15	Use of the module for other course programs			Bachelor Business Administration, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Mathematics, Bachelor Geography		
16	Responsible Lecturer: Professor Dr. Martin Bohl			Department: School of Business and Economics		
17	Misc.:					

Social policy

Mod	dule Ti	le english:		Social policy						
Cou	rse Pro	ogram:		Bachelor Econom	ics					
1	Modu	Ile No: VWL 1	4	State: Elective		Language of I	nstru	ction: Ge	erman	
2	Turn: seme	each winter ster		Duration: 1 semester		Semester: 5 0	r 6	CP: 6	Workload	(h): 180
	Modu	le Structure	:							
	No	Туре	Cour	se				e	Workload (h)
3	3							Presence (h + CH)	Self- Study (h)	
	1	Lecture	Soci	al policy	policy			pulsory	30 h (2 CH)	60
	2	Exercise	Tuto	rial Social policy			Com	pulsory	15 h (1 CH)	75
	The module Social Policy builds on the foundational economic curriculum, in particular, Microeconomics and Economic Policy and Regulation. It prepares students for modules at the Master level as e.g. Economic Policy. Course content: Social policies create incentives and thus impact on market outcomes. The module provides a theoretical framework to analyse the efficiency and distributive consequences of social policy interventions, in particular in the labour market. Theoretical predictions are regularly confronted with empirical results.								at the rides a policy nfronted	
4	Ther	nes			Le	arning objective	es			
-	Justi	fication for s	ocial i	nsurance	Understand why under adverse selection private, voluntary insurance markets might be inferior to government mandated insurance.					vate, or to
	Labo Unei	our Market Po nployed	olicies	for the	Understand how passive (unemployment insurance) and active (training programs) labour market polices affect labour supply and unemployment.					
	Labour Market Policies for the Employed (minimum wages, wage subsidies, anti- discrimination measures)					Understand both the efficiency and distributive consequences of all three policies.				
	Ecor	nomics of Edu	ucatio	n	Understand how well designed education policy can mitigate the need for ex post redistribution.					
5	Learn Acad Stude	iing outcome emic: ents become	e s: famili	ar with a toolbox th	nat	allows for a mod	del ba	ased ana	llysis and em	pirical

	quantification of prominent social policies. Upon completion of the module, student can gauge the pros and cons of various welfare and labour market policies. Soft skills: The model based approach trains students to translate concrete problems into an abstract framework to develop generalisable solution strategies. In discussions on recent policy issues students have to formulate arguments with scientific precision and critically reflect those arguments based on theoretic insights and empirical results.								
6	Description of possible electives none	within the moo	lules:						
7	Examination: Final Module Exam								
8	Relevant Work: No Number and Type; Connect	ion to Course	Duration		Part of final mark in %				
	1 Final written exam		9	o 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.								
	CP Assignment:								
	Presence (see No 3)	No 1		1.00	o CP				
11		No 2		0.5					
	Relevant Work (see No 8)	No 1		4.5					
	Total			60	P				
12	Weight of the module grade for to 3.33% (6 of 180 CP)	he overall grad	e:						
13	Module Prerequisites: none								
14	Presence: Presence is highly recommended	to warrant lear	ning su	ccess.					
15	Mobility/Acknowledgement:								
_,	Use of the module for other cour	rse programs	Bache	elor Business A	dministration				
16	Responsible Lecturer: Professor Dr. Nadine Riedel			Department: University of Münster, School of Business and Economics					
17	Misc.:								

Advanced Statistics

Mod	dule Ti	tle english:		Advanced Statistics				
Cou	rse Pro	ogram:		Bachelor Economics	5			
1	Modu	Ile No: VWL 1	6	State: Elective	Language of Ins	truction: Gerr	nan or Englisł	1
2	Turn: seme	each winter ster		Duration: 1 semester	Semester: 5 or 6	CP: 6	Workload (h): 180
	Modu	Ile Structure:	:					
	No	Туре	ζοι	ırse		State	Workload (h)
3							Presence (h + CH)	Self- Study (h)
	1	Lecture	٨d	vanced Statistics		Compulsory	30 h (2 CH)	60
	2	Exercise	٨d	anced Statistics		Compulsory	30 h (2 CH)	60
4	 Purpose of the module/integration into curriculum: This module deepens and enhances the material introduced in the module Statistics. It introduces the basic tools required for all more advanced modules in statistics and econometrics, in particular the module Econometrics. Course content: Probability theory, probability spaces, random vectors, distributions of functions of random variables, estimation methods (method of moments, maximum likelihood), stochastic convergence, hypothesis testing, Wald, LM, and LR-tests. Educational objectives: To understand and be able to apply probability theory, estimation methods, and hypothesis testing 							
5	convergence, hypothesis testing, waid, Lin, and Exclusis. Educational objectives: to understand and be able to apply probability theory, estimation methods, and hypothesis testing. Learning outcomes: Academic: This module provides a deeper knowledge of probability theory and the statistical foundation of econometrics. Thus, it is indispensable for the understanding of and formal scientific engagement with economic theory. Students are being prepared for empirical economic research. They learn to assess the suitability of empirical studies. 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 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 advanced statistics 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 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 formal tools. The students can engage their creativity in the quest for novel and elegant solutions. Communication: The students can engage their creativity in the quest for novel and elegant solutions.							

	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.									
6	Desc none	ription of possible electives	within the mod	ules	:					
7	Exam	ination: Final Module Exam								
8	Relev No	vant Work: Number and Type; Connecti	on to Course		Duration		Part of final mark in %			
	1	Final written exam			90 min.		100 %			
9	Study	y 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 As	ssignment:	1							
	Pres	ence (see No 3)	No 1		1.00 CP					
11			No 2			1.00 (
	Rele	want Work (see No 8)				4.00 (
	Tota					0 CF				
12	Weig 3.33 ⁹	ht of the module grade for th % (6 of 180 CP)	ne overall grade	:						
13	Modu Reco	lle Prerequisites: mmended: Module Statistics								
14	Prese Prese	ence: ence is strongly recommende	d to warrant lea	arnin	g success					
	Mobi	lity/Acknowledgement:								
15	 Use of the module for other course programs Bachelor Business Administration, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Mathematics, Bachel Geography 									
16	Resp Prof.	onsible Lecturer: Dr. Mark Trede, Professor Dr.	Bernd Wilfling		Departmen School of B	t: usine	ss and Economics			
17	Misc This Econ	: module is taught in the first h ometrics in the second half o	nalf of the winte f the semester.	er ser	nester. It is a	dvisal	ble to attend the module			

Econometrics

Mod	dule Ti	tle english:		Econometrics				
Cou	rse Pro	ogram:		Bachelor Economics	5			
1	Modu	ule No: VWL 1	.7	State: Elective	Language of Ins	truction: Gerr	nan or Englisl	n
2	Turn: seme	each winter ester		Duration: 1 semester	Semester: 5 or 6	CP: 6	Workload (f	1): 180
	Modu	ule Structure	:					
	No	Туре	Cou	irse		State	Workload (h)
3							Presence (h + CH)	Self- Study (h)
	1	Lecture	Eco	nometrics		Compulsory	30 h (2 CH)	60
	2	Exercise	Eco	nometrics		Compulsory	30 h (2 CH)	60
4	Purpe This i Econ modu studi Cours Topic intera econ empi learn reflec abou	ose of the mo module deep omics". It is r ule "Econome es. se content: cs: linear regr actions; gene ergence and dependent eco ometrics met rical econom to use and a ct on the met t empirical a	ens a recom etrics ressic raliz limit quati hods ic res hods spect	e/integration into cur and enhances the ma nmended to attend th ". A sound knowledge on; t-test; F-test; omit ed least squares met theorems; stochastic ons systems. Learnin s required for empirica search. They learn to s scientific methods is used in empirical stu- ts of economic pheno	riculum: terial introduced i e module "Advan e of econometrics ted variable bias; hod (heteroskeda exogenous varial g objectives: This al economics. Stu assess the suitab in empirical studie udies as well as or mena in a structu	in the module ced Statistics is necessary nonlinearitie sticity, autoco oles; instrume module provi dents are bein ility of empirio es. Students a n the results. red way.	"Empirical " before atter for all empiric s; dummy var orrelation); sto ental variable des the elem ng prepared fo cal methods. are able to crit Students lear	iding the al iables; ochastic s; entary or Students tically n to think
5	about empirical aspects of economic phenomena in a structured way. Learning outcomes: 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. 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							

	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.							
6	Description of possible electives within the modules: none							
7	Examination: Final Module Exam							
8	Relevant Work:NoNumber and Type; Connection to CourseDurationPart of final mark in %							
	1 Final 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. 							
	CP Assignment:							
	Prosonco (soo No o)	No 1		1.00	CP			
11		No 2		1.00	СР			
	Relevant Work (see No 8)	No 1		4.00	СР			
	Total			6 CP				
12	Weight of the module grade for the 3.33% (6 of 180 CP)	he overall grade	2:					
13	Module Prerequisites: Recommended: Modules Statistic	cs, Advanced St	atistics.					
14	Presence: Presence is strongly recommende	ed to warrant lea	arning success					
	Mobility/Acknowledgement:							
15	Use of the module for other cour	rse programs	Bachelor Busir Politics and Ec	iess Adi onomic	ministration, Bachelor s, Bachelor Economics			

	and Law, Dual Bachelor Mathematics, Bache Geography							
16	Responsible Lecturer: Prof. Dr. Mark Trede, Professor Dr. Bernd Wilfling	Department: School of Business and Economics						
17	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.							

Module Title english: **Business Cooperation: Governance Bachelor Economics Course Program:** Module No: VWL 21 State: Elective Language of Instruction: German or English 1 **Turn:** each winter **Duration:** 1 Semester: 5 or 6 **CP:** 6 Workload (h): 180 2 semester semester **Module Structure:** State Туре Course Workload (h) No Self-Presence Study (h + CH)(h) Elective Lecture Business Cooperation: Governance 45 h (3 1 75 3 CH) Elective 2 Exercise Tutorial on Business Cooperation: Governance 15 h (1 45 CH) Lecture Business Cooperation: Governance (english) Elective 45 h (3 75 3 CH) Exercise Tutorial on Business Cooperation: Governance Elective 15 h (1 4 45 (english) CH) **Module Profile:** Purpose of the module/integration into curriculum: 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 Coorporation: Governance deals with theories, which are also presented in other modules, as the theory in institutional economics (Microeconomics 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 4 Business Coorporation: Governance. Furthermore there are guest lectures presented by different companies with the objective of giving students an insight into practical work. **Course content:** The lecture and its including exercises aim to introduce students to the new world of business cooperation. 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.

Business Cooperation: Governance

	The	mes	Learning objectives					
	Emp ope	irics of co- ration	To learn the empirical findings on co-o economic conditions promote and sha understand why enterprises co-operat operation.	peration. To unde ape co-operative a e and to assess si	erstand how current Irrangements. To uccess factors of co-			
	Theo ope	ory of co- ration	Introduction into the theories of indus game theory and strategic management for the decision for or against co-opera	trial economics, ir nt research, servir ation.	nstitutional economics, ng as theoretical tools			
	Ana ope	lyzing co- ration	To identify and assess the characterist understand the combination of flexibi operation.	tics of co-operativ lity and stability th	e arrangements. To 1at shape co-			
	Туре оре	es of co- ration	To learn about the different types of co a special type of co-operation. To asse special type of co-operation is advanta	p-operation. To lea less the circumstan ageous.	arn criteria for selecting Ices under which a			
5	Learning outcomes: 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. 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							
6	Desc Eithe have	ription of po r the germar to be absolv	ssible electives within the modules: n course/exercise (No. 1 + No. 2) or the e ved.	english course/ex	ercise (No. 1 + No. 2)			
7	Exam	nination: Fin	al Module Exam					
	Relev	vant Work:		l				
8	No	Number and	d Type; Connection to Course	Duration	Part of final mark in %			
	1Final written exam (German or English, depending on chosen lecture)120 min.100 %							
9	Stud	y Work: non	e					
10	Prere The c comp	equisites for redit points pleted.	Credit Points: will be granted after all relevant work a	nd study work hav	/e been successfully			

	CP Assignment:						
		No 1 (on choic	e) an	d	1.50 CP		
	Droconco (coo No o)	No 2			0.50 CP		
11	Presence (see No 3)	No 3 (on choic	No 3 (on choice) and		1.50 CP		
		No 4	No 4		0.50 CP		
	Relevant Work (see No 8)	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: none						
14	Presence: Presence is strongly recommend	ed to warrant le	arnin	g success.			
	Mobility/Acknowledgement:						
15	Use of the module for other cou	irse programs	Bachelor Business Administration, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Mathematics, Bachelor Geography				
16	Responsible Lecturer: Prof. Dr. Theresia Theurl			Department: School of Business and Economics			
17	Misc.:						

Mod	dule Ti	tle english:		Business Cooperati	on: Management								
Cou	rse Pr	ogram:		Bachelor Economic	5								
1	Mod	ule No: VWL	22	State: Elective	Language of Instru	uction	: Ger	man o	or English				
2	Turn : seme	each summ ester	er	Duration: 1 semester	Semester: 5 or 6	CP: 6	6 Workload (h): 180						
	Mod	Module Structure:											
	No	Туре	Cour	se			Sta	te	Workload	(h)			
								Presence (h + CH)	Self- Study (h)				
3	1	Lecture	Busi	ness Cooperation: Ma	anagement		Eleo	ctive	45 h (3 CH)	75			
	2	Exercise	Tuto	rial on Business Coop	al on Business Cooperation: Management Ele								
	3	Lecture	Busi	ness Cooperation: Ma	Elective		45 h (3 CH)	75					
	4	Exercise	Tuto (eng	rial on Business Coop lish)	peration: Manageme	Elective		15 h (1 CH)	45				
4	4ExerciseTutorial on Business Cooperation: Management (english)Elective15 h (1 CH)45Module Profile:Purpose of the module/integration into curriculum: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 and a lot of other co-operative forms of business. Although business co-operations have a long tradition, they have not been in the focus of economics until recently. New economic insights from institutional economics (the theory of the firm, organization theory) and strategic management allow a closer analysis of co- operative arrangements. The knowledge aquired in the module can be appplied in the module Business Cooperation: Current Cases, where participating students write an essay about a current co-operation. In addition, the module will be supplemented by the module Business Cooperation: Governance.Course content: Through the lecture and exercises students are introduced to the new world of business co- operative arrangements may be subject to competitive law scrutiny. The Course will introduce the students to economic analysis of competitive impacts of co-operations and how European and national law deal with co-operative arrangement. Moreover, the management of business co-operations will be adressed. A 5-step-mangement approach towards managing co-operations is brought forward and is presented step by step. Requirements for an efficient management, different ways of implementation, selected instruments and problems are analyzed.												

Business Cooperation: Management

	Themes	Learning objectives
	Competition and co- operation - examples	To learn that co-operations are subject of legal constraints of competition law.
	The economic impact of co-operations and mergers	To understand the rationale for co-operations and identify possible interferences with competition law.
	Regulation: Goals and implementation	To understand the economic purpose of governmental regulations and to assess their impacts.
	Co-operation and competition law	To understand the still rather diffuse positioning of co-operation in competition law. To learn the different European and national provisions of competition law that may apply to co-operative arrangements. To enable to assess the legal relevance of given co- operation cases.
	Introduction to managing co-operation	To learn the relevance of managing co-operation. To understand shortcomings of usual instruments. To comprehend frequently made mistakes in co-operating.
	Co-operation Management - requirements, contents, implementation	To understand new requirements for managing co-operation. To understand the constraints of management due to limited leeway for intervening in partner enterprises. To derive the contents of co- operation management. To learn different option for implementing co-operation management in a company.
	The 5 step management model	To understand the dynamic process of managing a co-operation. To learn the 5-step-management approach and to derive and understand the contents of each step.
	Selected instruments of co-operation management	To understand some selected instruments in managing co- operations.
	Cases	To evaluate management requirements in selected cases and suggest suitable instruments for managing the co-operation.
	Learning outcomes:	

Academic:

Students achieve content-related competences by examining the macroeconomic consequences of business co-operations, the resulting need for regulation and the current regulatory regime. In addition, students master essential theoretical foundations for the management of business co-operations and are able to apply concepts and tools in practice. The main theoretical insights and empirical studies are known to the students.

Soft skills:

5 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 of an ineffective cooperation management and are able to derive concrete recommendations for action. The module is available both in English and German language, which facilitates the students' improvement in a foreign language.

6	Desc Eithe have	ription of possible electives or the german course/exercis to be absolved.	within the moo es (No. 1 + No.	lules: 2) or the	english course/	exercises (No. 3 + No. 4)					
7	Exam	nination: Final Module Exam	l								
	Relev	vant Work:			1						
8	No	Number and Type; Connect	ion to Course		Duration	Part of final mark in %					
	1	Final written exam (German depending on chosen lectu	or English, re)		120 min.	100 %					
9	Stud	y Work: none									
10	Prere The c comp	equisites for Credit Points: credit points will be granted a pleted.	after all relevan	t work a	nd study work ha	ave been successfully					
	CP As	CP Assignment:									
			No 1 (on choice) and		1.50 C	P					
	Pres	sence (see No ȝ)	No 2		0.50 (P					
11			No 3 (on choic	e) and	1.50 C	P					
			No 4		0.50 (<u>P</u>					
	Rele	evant Work (see No 8)	No 1		4.00 (<u></u> p					
	Tota	l									
12	Weig 3.33	t ht of the module grade for t % (6 of 180 CP)	he overall grad	e:							
13	Mod none	ule Prerequisites:									
14	Prese Prese	ence: ence is strongly recommende	ed to warrant le	arning s	uccess.						
	Mobi	ility/Acknowledgement:									
15	Use	of the module for other cou	rse programs	Bachelor Business Administration, Bachelor Politics and Economics and Law, Dual Bachelo Mathematics, Bachelor Geography							
16	Resp Prof.	onsible Lecturer: Dr. Theresia Theurl		Department: School of Business and Economics							
17	Misc	.:									

Business Cooperation: Current Cases

Mod	dule Ti	tle english:	Busines	s Cooperatio	on: Current Cases						
Cou	rse Pro	ogram:	Bachelo	r Economics							
1	Modu 23	ile No: VWL	State: E	lective	Language of Instruction: German or English						
2	Turn: seme	each ester	Duration semeste	1: 1 er	Semester: 5 or 6 CP: 6 Workload (h): 1						
	Modu	le Structure:	:								
	No	Туре	Course					Workload	Workload (h)		
3								Presence (h + CH)	Self- Study (h)		
	1	Seminar	Seminar Bi	minar Business Cooperation: Current Cases Compulsory 30 h (2 150 CH)							
4	Purpo Stude econ Mana Cours The s cases indus opera essay studi self-s case stude	ents will learn omic theories agement), on se content: eminar trains s are selected stry, the finan ative arrangen y students ha es presented sustained ana studies will b ents during th	dule/integr n to analyse s. The semin institutiona s students in d out of a div nent. They have to presen to them. The alysis of the pe presented ne period of	ation into cu actual busir ar draws on l economics n applying the verse range of y, or the sponave to write not their case e learning en case given t d. Research a preparing th	arriculum: ness cases regarding courses on business and on the theory of heir knowledge on bus of industries like the a rts industry. Student an individual essay of study. They also hav xperience crucially de o them and their prep assistants advise and eir essay.	cooperativ cooperatic the firm. siness co-o automotive s will learn on a case s e to discus pends on baration of discuss pr	e activ ons (G perati indus how t tudy. s the their n the m roblen	vities with a overnance ion to cases stry, the set to analyze a After writin result of th notivation f eetings wh ns with the	applied and s. The rvice a co- g their e case for a ere the		
	Ther	nes		Learning o	bjectives						
	Essa	ly ontation		Literature r	before an audience	n economic	c analy	ysis .			
	Disc	ussion mode	ration	Moderating an economic discussion							
	Disc	ussion partic	ipation	Contributin	g adequate comment	an economic discussion adequate comments and questions					
5	Discussion participation Contributing adequate comments and questions Learning outcomes: Academic: 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										

	Instit appro- appro- in a s writin focus cons acqu Soft Throu funda modu regan and o way s prese a det overa prob and o	approaches towards relevant cases, which will improve their methodical skills. Inrough 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. Soft skills: 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.						
6	Description of possible electives within the modules: none							
7	Examination: Final Module Exam							
	Relevant Work:							
8	No	Number and Type; Connecti	on to Course	Duration		Part of final mark in %		
	1	Academic paper & presenta	tion	15 pages + 90 min.		100 %		
9	Stud	y Work: none						
10	Prere The c comp	equisites for Credit Points: redit points will be granted a pleted.	fter all relevant wor	k and study	work h	ave been successfully		
	CP A	ssignment:						
	Pres	sence (see No 3)	No 1		1.00	CP		
	Rele	evant Work (see No 8)	No 1		5.00	СР		
	Tota				6 CP			
12	Weig	ht of the module grade for th % (6 of 180 CP)	e overall grade:					
13	Mod none	ule Prerequisites:						

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 Politics and Economics, Bachelor Economics and Law, Dual Bachelor Mathematics, Bachelor Geography				
16	Responsible Lecturer: Prof. Dr. Theresia Theurl	Department: School of Business and Economics				
17	Misc.:					

Quantitative Economic History

Mod	dule Tit	le english:		Quantitative Econom	nic History						
Cou	rse Pro	ogram:		Bachelor Economics							
1	Modu	I le No: VWL 2	26	State: Elective	Language of Instruction: G			erman	erman		
2	Turn: seme	each summo ster	er	Duration: 1 semester	Semester: 5 c	or 6	CP: 6	Workload	(h): 180		
	Modu	le Structure	:								
	No	Туре	Cours	se		State	9	Workload (h)		
3								Presence (h + CH)	Self- Study (h)		
	1	Seminar	Quan	titative Economic Hist	ory	Com	pulsory	30 h (2 CH)	150		
4	 Purpose of the module/integration into curriculum: Quantitative economic history takes economic models to historical data from antiquity to contemporary history. Therefore, it contributes to the explanation of events and developments in economic history as well as to the theory formation in economics. Depending on the thematic focus, the content of teaching is closely linked to the modules of micro-, macroeconomics and empirical methods. Course content: The course introduces the students to selected topics of quantitative economic history. They acquire knowledge about economic theories and empirical methods that are essential to carry out their own research in quantitative economic history. For example, they receive a basic training in the theory of economic growth and learn how to test the theory using historical data and empirical methods. 										
5	 Learning outcomes: Academic: Students understand selected articles in the field of quantitative economic history written in English and can present and explain their arguments and results to an audience. The students can expand their knowledge about selected topics in quantitative economic history and can apply empirical methods by using the programming language R independently. Soft skills: The students can work independently and well-organized. They understand complex English texts. They can present complex issues and arguments by using modern communication media. They can participate in group discussions. They can work in compliance with the scientific standards. They can use their time budget appropriately and can comply with deadlines 										
6	Desc none	ription of pos	ssible	electives within the m	odules:						
7	Exam	ination: Fina	al Mod	ule Exam							
8	Relev	ant Work:									

	No	Number and Type; Connect	ion to Course	Du	ıration	Part of final mark in %				
	1	Academic paper and preser	itation	15 Mi	pages + 30 n.	100 %				
9	Stud	l y Work: none								
10	Prer The com	equisites for Credit Points: credit points will be granted <i>a</i> pleted.	ifter all relevan	t work a	nd study work h	ave been successfully				
	СР А	ssignment:								
11	Pre	sence (see No 3)	No 1 :			CP				
	Rel	evant Work (see No 8)	No 1		5.00	СР				
	Tota	al			6 CP					
12	Weight of the module grade for the overall grade: 3.33% (6 of 180 CP)									
13	Mod none	ule Prerequisites:								
14	Pres Atter	ence: ndance is strongly recommen	ded to warrant	learning	gsuccess					
	Mob	Mobility/Acknowledgement:								
15	Use	of the module for other cour	se programs	Bachel Econor	or Business Adr nics	ninistration, Bachelor				
16	Resp Profe	consible Lecturer: essor Dr. Ulrich Pfister			Department: School of Business and Economics					
17	Misc									

Information Systems for Business Administration and Economics

Mod	lule Ti	tle english:		Information Systems	for Business Admin	istration and	d Economics				
Cou	rse Pro	ogram:		Bachelor Economics							
1	Modu	Ile No: VWL 27		State: Elective	Language of Instru	iction: English					
2	Turn: seme	each winter ster		Duration: 1 semester	Duration: 1 semester Semester: 5 or 6		Workload (h): 180				
	Modu	le Structure:									
	No	Туре	Co	ourse		State	Workload	Workload (h)			
3							Presence (h + CH)	Self- Study (h)			
	1	Lecture/ Exercise	ln Ec	formation Systems fü conomics	r Business and	Compulsor	y 60 h (4 CH)	120			
	Themes			Systems and Information Technology can be realized. Sverview of the field of Information Systems.							
	Ther Intro	nes oduction to		Learning objectivesTerms and concepts will be understood.							
	Info	mation Systems									
	Ethio polit Infor	cal, social and ical Questions of mation Systems		A principal understanding of the fact that information systems use and store personal data.							
4	Data	modelling		The relation of Data in Businesses can be visualised via Entity- Relationship-Models. Furthermore the conceptional models can be translated into databases and simple queries on databases with SQL are possible.							
	Proc	ess modelling		Business Processe Chains (EPC). Addi Modeling Languag Languages such as	es can be modelled v tionally, the differer es such as EPC and s PICTURE are knowr	with Event-d nce between semantic Pr n.	riven Proces: generic Proc ocess Model	s cess ing			
	Appl	lication Systems,		The fields of application for information technology in Businesses are understood.							
	Soft	ware Engineering		Methods and Phas understood.	Methods and Phases of Software Engineering are known and understood.						
	Proje	ect Management		Special aspecs of	T-Project Managem	ent are know	'n.				

	E-Bı	usiness	New o under	pportunities für Bus stood.	siness Model	ls bas	ed on IT-technoligies are			
	Kno	wledge Management	Techn under	ologies and Princip stood.	les for Knowle	edge I	Managementa are			
	IT-S	ecurity	The m	ain issues of IT-Sec	urity are knov	vn.				
5	Learn Acad The p Syste Tech sourc Soft The l wher	ning outcomes: lemic: participants will get a c ems. They are able to c nology in words and w cing of such technolog skills: ecture is combined wi re students work in tea	compre describ vith con gies. th prac ams.	hensive overview o e requirements for <i>i</i> iceptual models. Th tical studies, which	f the profile a Application Sy ey are able to are integrate	nd mo ystem o supp od into	ethods of Information is and Information port the design and o the lecture time and			
6	Description of possible electives within the modules: none									
7	Examination: Final Module Exam									
	Relevant Work:									
8	No Number and Type; Conn			on to Course	Duration		Part of final mark in %			
	1	Final written exam			90 min.		100 %			
	Study Work:									
	No	Number and Type; Co	onnecti	ion to Course			Duration			
9	1	Presentation assignr min. discussion	nent: p	resentation roughly	20 min. + 10	20 min. + 10 ca. 30 min.				
	2	Written assignment: students)	roughly	/ 4000 words (in a ទ្	group of abou	t4	4000 words			
10	Prere The c comp	equisites for Credit Po credit points will be gra pleted.	ints: anted a	fter all relevant wor	k and study v	vork h	nave been successfully			
	CP A	ssignment:								
	Pres	sence (see No 3)		No 1		2.00	СР			
11	Rele	evant Work (see No 8)		No 1		3.00	СР			
	Stur	dy Work (see No. o)		No 1		0.50	СР			
	510	ay work (366 NO 9)		No 2		0.50	СР			
	Total 6 CP									
	1010	1				0 CP				

12	Weight of the module grade for the overall grade: 3.33% (6 of 180 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								
16	Responsible Lecturer: Prof. Dr. Dr. h.c. Dr. h.c. Jörg Becker, Dr. Michael Räckers	l	Department: School of Business and Economics						
17	Misc.:								

Principles of Transport Economics

Module Title english:				Principles of Transport Economics							
Course Program:				Bachelor Economics							
1	1 Module No: VWL 28			State: Elective	Language of I	nstru	ction: Ge	erman			
2	Turn : seme	e each winter ester		Duration: 1 semester	Semester: 5 0	r 6	CP: 6	CP: 6 Workload (h): 18			
	Mod	ule Structure	:								
	No	Туре	Cours	5e		State	е	Workload (h)		
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	Trans	port Economics		Com	pulsory	45 h (3 CH)	75		
	2	Exercise	Tutor	ial Transport Econom	ics	Com	pulsory	15 h (1 CH)	45		
	Micro Cours In thi featu theor curre	beconomics a se content: is module, a tres of each t retical and ca nt research p mes	and App basic u ranspo arrier-sp projects	plied Research in Eco inderstanding of trans rt carrier and the tran pecific analysis of rele s of the Institute of Tra	ied Research in Economics: Economic Policy and Regulation. derstanding of transport economics is provided. Based on that, specif carrier and the transport infrastructure are discussed. In the lecture, a ecific analysis of relevant problems is made. Here, an insight into of the Institute of Transport Economics will also be given.						
4	1. Definitions and stylized facts of the transport sector			Students learn key indicators measuring mobility and understand the economic characteristics of transport infrastructure.							
	2. Economic costs and benefits of transport			Students are able to evaluate investments into transport infrastructure regarding their impacts on private and social welfare and the environment.							
	3. Regulation of the transport sector			Students are able to evaluate the regulation of different transport sectors regarding their necessity and efficiency.							
	4. Transport and environment			Students are able to evaluate different instruments regarding their ability to internalize external costs. They are able to choose among different instruments, selecting the one imposing the lowest costs on market players.							
	5. Tr	affic jams		Students know the economic problems of traffic jams. They know the impacts of treating traffic jams with static or dynamic congestion charges and they get to know the effects of capacity expansions.							

	6. Discussion of further legitimations to intervene in the transport market. Students learn about the reasons of persistent market imbalances in specific transport sectors and they can evaluate in which cases market interventions by the government can improve the market outcome. Moreover, they know in which context subsidies for specific transport sectors can be appropriate.									
	7. Traffic safety Students learn about the reason for an undersupply traffic safety and can evaluate measures aiming at increasing traffic safety.									
	8. Fu on tl	8. Further perspectives Students learn about further perspectives on the transport sector and can evaluate different influences on the political decision making process in the transport sector.								
5	Learning outcomes: Academic: Upon completion of the course the student is able to comprehend and articulate economic problems that occur when transporting freight and people. Upon completion of the course the student have knowledge of scientific foundations, key theories and principles in the fields of rail transport, air transport and road traffic. Upon completion of the course the student is able to improve market outcomes by adequate policies like regulation, taxes, emissions limits, subsidies or speed limits. Upon completion of the course the student understands the impacts of transport on the environment, on health and on social involvement of heterogeneous people. Soft skills: Upon completion of the course the student is able to assess the impacts of transport on the environment, on health and on social involvement of heterogeneous people and to evaluate policy options from different ethical viewpoints.									
6	Desc none	ription of possible ele	ectives	within the modules	:					
7	Exam	ination: Final Modul	e Exam							
	Relev	vant Work:	onnocti	on to Course	Duration		Part of final mark in %			
8	1	Final written exam	onnecti		120 min.		100 %			
9	Study	/ Work: none								
10	Prere The c comp	quisites for Credit Po redit points will be gr oleted.	ints: anted a	fter all relevant wor	k and study	work h	ave been successfully			
	CP As	ssignment:								
	Pres	ence (see No 3)		No 1	1.50		CP			
11				No 2	0.50					
	Rele	vant Work (see No 8)		NO 1		4.00				
	Total 6 CP									

12	Weight of the module grade for the overall grade: 3.33% (6 of 180 CP)								
13	Module Prerequisites: The mastery of the content of the modules Microeconomics I, Macroeconomics I and Applied Research in Economics: Economic Policy and Regulation is required.								
14	Presence: Presence is strongly recommended to warrant learning success								
	Mobility/Acknowledgement:								
15	Use of the module for other course programs	Use of the module for other course programs Bachelor Business Administration, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Mathematics, Bachelor Geography							
16	Responsible Lecturer: Professor Dr. Gernot Sieg		Department: School of Business and Economics						
17	Misc.: The module Principles of Transport Economics serves as foundation for the master-module Advanced Transport Economics.								

Sports Economics

Module Title english:			Sports Economics									
Course Program:			Bache	Bachelor Economics								
1	1 Module No: VWL 29 Stat			State	: Elective Language of Instruction: German							
2	Turn: each summer semesterDura seme			Durat seme	ion: 1 ster	Semester: 5 0	or 6	CP: 6	Workload (h): 180			
	Mod	ule Structure	:									
	No	Туре	Cours	se			Stat	е	Workload (h)		
3									Presence (h + CH)	Self- Study (h)		
	1	Lecture	Sport	s Econ	omics		Com	pulsory	30 h (2 CH)	60		
	2	Exercise	Tutori	ial Spo	rts Economics		Com	pulsory	30 h (2 CH)	60		
4	Chan cruci and t Cours Mear many regar inter	npions Leagu al part of the cheir ways of se content: nwhile, sport y universities rding compet ventions like	s econc s, espec ition ru subsid	omics is comics is cially in cles; mo	and more ecor it industry. The the USA. In sp preover, the lab sports facilities	d academic su orts economics orts economics or market for p s, are also stud	bject i s, spor blayers	in teach ts leagu s, as wel	ialized sports dy these indu ing and resea les are analyz l as public y.	rch at		
	Sup mar	ply and dem kets	and on	sport	ort Understand and analyze how supply and demand are formed on different sport markets.							
	Tale in sp	nt and the la port economi	bor ma ics	rket	Understand ho different comp	w talent is jud etition models	ged o affec	n sport r t the dis	narkets and h tribution of w	iow elfare.		
	Corr	uption			Understand w	ny corruption o	ccurs	and hov	v it can be coi	mbated.		
	Dop	ing			Understand ar	id analyze why	dopir	ng occurs	5.			
	Subsidies in professional sportsUnderstand and analyze the economic effects of promotion and subsidies in sports.						ion and					
5	Learn Acad Learn	ning outcome emic: n to analyze s	e s: sports r	narkets	s and to unders	tand their mec	hanis	ms.				

	Soft skills: Preparing solutions of homework assignments. Presenting and discussing solutions of exercises.										
6	Description of possible electives within the modules: none										
7	Examination: Final Module Exam										
	Relevant Work:										
8	No Number and Type; Connection to Course Duration Part of final mark										
	1	Final written exam		9	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.										
	CP A	ssignment:									
	Prog	sence (see No 2)	No 1			1.00 CP					
11			No 2			1.00 (CP				
	Rele	evant Work (see No 8)	No 1			4.00 CP					
	Tota	ıl			6 CP						
12	Weig 3.33°	s ht of the module grade for th % (6 of 180 CP)	ne overall grade	e:							
13	Mod All m	ule Prerequisites: odules of semesters 1 and 2	have to be pas	sed.							
14	Pres Prese	ence: ence is strongly recommende	d to warrant lea	arning	success						
	Mob	ility/Acknowledgement:									
15	Use	of the module for other cour	Bachelor Business Adm Economics			ninistration, Bachelor					
16	Resp Prof.	onsible Lecturer: Dr. Aloys Prinz			Department: School of Business and Economics						
17	Misc	.:									

Topics in Economics

Мос	Jule Tit	le english:		Topics in Economics								
Cou	rse Pro	gram:		Bachelor Economics								
1	Modu	ı le No: VWL 3	1	State: Elective	State: Elective Language of Instruction: German							
2	Turn: seme	each ster		Duration: 1 semester	Semester: 5 or	6	CP: 6	Workload (h): 180				
	Modu	le Structure:										
	No	Туре	Co	ourse		Sta	te	Workload (h)			
3								Presence (h + CH)	Self- Study (h)			
	1	Seminar	То	pics in Economics		Cor	npulsory	30 h (2 CH)	150			
4	Modu Purpo The s differ 'Micro Cours The S Econo to app think in gen theor	Ile Profile: Se of the mo eminar 'Topio ent, mainly m beconomics I se content: eminar "Topio prics (such a ply their theo through a sp neral to learn y.	dul cs i nicr l'. cs as i ret eci the	e/integration into curri n Economics' focusses of oeconomic topics. It can in Economics" focusses ndustrial organization o ical knowledge from the fic economic question. e value of a consistent a	culum: on applications n be seen as a c every Semeste r applications o ir basic econom This will form th rgument, but al	of (m compl r on a f gam nics le e bas so th	ainly) bas ement to "cross-s ne theory) ectures in sis for the e limitatio	sic economic modul ectional" Top where Stude order to cons ir Bachelor th ons of econor	theory to ic in ints learn sistently lesis and nic			
5	Learning outcomes: Academic: Learn to understand state-of-the-art research literature and acquire the ability to use their tools to understand and analyse an economic question. By analzying a defined question from the literature and by (guided) writing of a term paper, students learn to efficiently communicate (orally and written) and train the ability to structure and analyze problems. Soft skills: Focus of this modul is writing and presenting a term paper on a specific microeconomic topic. By the means of a very close communication between adviser and student, problem solver and slef- structured working are enforced. A feedback after the presentation is helpful to sharpen											
6	Desci none	ription of pos	sib	le electives within the r	modules:							
7	Exam	ination: Fina	ıl M	odule Exam								
8	Relev No	ant Work: Number and	Ту	pe; Connection to Cours	se Duration			Part of final n	nark in %			

	1 Written term paper & presentation			20 pages & 2 min.	45 -	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.										
	CP Assignment:										
11	Presence (see No 3)	No 1		1	1.00 CF)					
	Relevant Work (see No 8)	No 1			5.00 CF	.00 CP					
	Total			6 CP							
12	Weight of the module grade for the overall grade: 3.33% (6 of 180 CP)										
13	Module Prerequisites: Basic Economic knowledge (from	the first 3 Seme	ester, i	.e. Econ 101,	, Micro	, Macro, Statistics)					
14	Presence: Presence is strongly recommende	d to warrant lea	arning	success.							
45	Mobility/Acknowledgement:										
15	Use of the module for other cour	se programs	Bach	chelor Business Administration							
16	Responsible Lecturer: Dr. Jörg Peter Lingens		Department: School of Business and Economics								
17	Misc.:										

Cases in Economic Policy

Module Title english:			(Cases in Economic Policy							
Course Program:				Bachelor Economics							
1	Modu	ı le No: VWL 3	4	State: Elective	Language of Ins	struc	tion: Geri	man			
2	Turn: seme	each ster	[9	Duration: 1 semester	Semester: 5 or 6	6	CP: 6	Workload	(h): 180		
	Modu	Ile Structure	:								
	No	Туре	Cou	rse		Sta	te	Workload (h)		
3								Presence (h + CH)	Self- Study (h)		
	1	Seminar	Case	es in Economic Policy		Con	npulsory	30 h (2 CH)	150		
4	Purpo In the acqui regula econo Cours In thi prepa This s politi discu repor	ose of the mo e seminar "Cu red in the mo ation of netw omics, transp se content: s module stu aring reports, seminar is ab cal issues. In ss their ideas t.	dule, urrent odule ork so ort e dents work out b addi s in a	/integration into curr t Cases in Economic P e "Applied Research ir ectors and financial n conomics or from fina s apply their knowled king in projects, doing both the fundamental ition students learn he group. Research assi	iculum: Folicy" students c a Economics and narkets there is a ance modules. ge from the lectur case studies and problems of the e ow to prepare a s stants support st	an a Regu clos res to d inte econ cient tude	pply the l Ilation". I e relatior o econom ensively c omic poli tific repon nts in the	knowledge th By analyzing on to modules hic policy prob discussing the cy and the cu rt and present preparation of	ey e.g. the in energy olems by eir results. urrent t and of their		
	Ther	nes		Learning objectives	5						
	1. Pro on a case	eparing a rep n economic p study	ort policy	To learn how to reso development scien bibliography. To rea problem of the case	earch and evalua tific hypotheses l asonably suggest e study at hand	te re base solu	levant bil d on the ıtions for	bliography. To researched the economic	o c policy		
	2. Pr stud	esenting a ca y	ase	To present and disc solutions	cuss the economi	c pro	blem and	d the develop	ed		
	3. Di stud	scussion of c ies	ase	Results of other presentations will be discussed economically. The discussion will be moderated accordingly.							
5	Learning outcomes: Academic: The students have to write an individualized seminar thesis. Through the content-related competences acquired during their self-studies they will be able to suggest solutions for economic policy issues.They are able to apply their knowledge to national and international										
	students will get in touch with the elements of scientific work. This in turn includes determined research, 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. Soft skills: 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. 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 students will get a comprehensive impression concerning their problem-solving abilities and their communication skills.										
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6	Description of possible electives within the modules: none										
7	Examination: Final Module Exam										
	Relevant Work: No Number and Type; Connection to Course Duration Part of final mark in %										
8	1	Academic paper and presen paper/results	tation of	15 pages, 9 min.	0	100 %					
9	Stud	y Work: none									
10	Prere The c comp	equisites for Credit Points: credit points will be granted a pleted.	fter all relevant wor	k and study	work h	ave been successfully					
	CP A	ssignment:									
11	Pres	sence (see No 3)	No 1		1.00 (CP					
	Rele	evant Work (see No 8)	No 1		5.00	CP					
	Tota	l			6 CP						
12	Weig 3.33°	cht of the module grade for th % (6 of 180 CP)	e overall grade:								
13	Mod Knov Regu	ule Prerequisites: vledge of the contents of the lation" is a prerequisite, but	module "Applied Re the module has not	esearch in Ec to be passe	onomi d	cs: Economic Policy and					
14	Pres Prese	ence: ence is strongly recommende	d to warrant learnin	g success.							
15	Mob	ility/Acknowledgement:									

	Use of the module for other course programs	Bache Politie and L Geogr	Bachelor Business Administration, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Mathematics, Bachelor Geography				
16	Responsible Lecturer: Prof. Dr. Theresia Theurl		Department: School of Business and Economics				
17	Misc.:						

Public Choice Theory

Mod	dule Ti	tle english:		Public Choice Theory	,					
Cou	rse Pro	ogram:		Bachelor Economics						
1	Modu	ule No: VWL	35	State: Elective	Language of Instruction: German					
2	Turn: seme	each winter ester		Duration: 1 semester	Semester: 5 0	Semester: 5 or 6 CP: 6			Workload (h): 180	
	Modu	ule Structure	:							
	No	Туре	Cour	se		Stat	e	Workload (h)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Lect	ure Public Choice Theo	ory	Com	pulsory	30 h (2 CH)	60	
	2	Exercise	Exer	cises		Com	pulsory	30 h (2 CH)	60	
4	Purper This in Macrinsig welfa make is ap and r Cours The f group insig modu the m techr	ose of the me module build oeconomic T hts into how are economic ers act; and v plied within macroeconor se content: ocal point of os as well as hts into the r ule provides nodule aims niques.	odule/ Is upo heory recom s. It al vhich j a broa nics in analy actors restrict are de at syst	integration into curric In the modules Principl and deepens the under mendations concernir so gives insights into the political behavior may d field of political phene istruments to a broad the sis in this module are p and their respective of ions under which political rived from the applical tematically exercising the	Aulum: les of Microecor erstanding acquing economics per the restrictions hence be expect nomena. The main range of both the public decision decision-making tical decision m tion of the econ the application	nomic ired s olicy unde ted. odule eory make g beh akers omic of mi	c Theory so far. Th can be d r which p The meth e further and poli ers, bure avior. Pa s typicall s methoo cro- and	and Principle te module giv erived using o political decis nodology of e helps applyin cy issues. aucrats, inter rticipants wil y act. The insi dology. Furthe macroeconor	s of es first criteria of ion conomics g micro- est l gain ights this ermore, mic	
5	the module aims at systematically exercising the application of micro- and macroeconomic techniques. Learning outcomes: Academic: The module teaches fundamental analytical skills with regard to the positive analysis of political behavior. Moreover, students will learn to apply the instruments available for a professional evaluation of political processes. Soft skills: In this module, the students will learn to analyze complex public policy issues concerned with multiple influencing factors. They will also exercise abstract and interlaced thinking. Especially in the accompanying tutorial sessions, problem-solving abilities regarding policy issues will be									
6	Desc none	ription of po	ssible	electives within the m	odules:					

7	Exam	nination: Final Module Exam								
	Relev	vant Work:		Ι_	_					
8	No	Number and Type; Connect	ion to Course		Juration		Part of final mark in %			
	1	Final written exam		9	o min.		100 %			
9	Stud	y Work: none								
10	Prere The c comp	equisites for Credit Points: credit points will be granted a pleted.	after all relevant	work	and study v	work h	ave been successfully			
	CP A	ssignment:								
	No 1 1.00 CP									
11	Pres	sence (see No 3)	No 2		1.00 (CP				
	Rele	evant Work (see No 8)	No 1			4.00 CP				
	Tota	ıl				6 CP				
12	Weig 3.33	t ht of the module grade for tl % (6 of 180 CP)	ne overall grade	:						
13	Mod recor	u le Prerequisites: nmended: mathematics, stat	tistics, microeco	onomi	cs I, macro	econoi	nics I			
14	Prese Prese	ence: ence is strongly recommende	ed to warrant lea	arning	success					
45	Mobi	ility/Acknowledgement:								
15	Use	of the module for other cour	se programs	Bache	elor Busine	ss Adr	ninistration			
16	Resp Profe	onsible Lecturer: essor Dr. Thomas Apolte			Department: School of Business and Economics					
17	Misc	.:								

Business Ethics

Mod	Module Title english:			Business Ethics								
Course Program:				Bachelor Economics	Bachelor Economics							
1	Modu	ule No: VWL g	36	State: Elective	Language of Instruction: German							
2	Turn: seme	each summ ester	er	Duration: 1 semester	Semester: 5 or 6 CP: 6			Workload	Workload (h): 180			
	Modu	ule Structure	:									
	No	Туре	Cours	se		Stat	e	Workload (h)			
3								Presence (h + CH)	Self- Study (h)			
	1	Lecture	Busir	iess ethics I		Com	pulsory	30 h (2 CH)	60			
	2	Lecture	Busir	ess ethics II		Com	pulsory	30 h (2 CH)	60			
4	Purpe The le being is giv Cours This of virtue which theor instit indiv impo theor into t and v	ose of the me ecture on Bu g central to e en for the wh se content: course introce e thics) and n actions car retic modelin utional-ethic idual ethics is retically sour he overall pi validity issue	odule/i siness conom nole se luces s applie n be mo g and r cal issu in busin such as nd. They cture o	ntegration into curric Ethics serves as an ini- ic sciences. The modu mester. tudents to basic ethica s them to economicall orally evaluated. The a microeconomic concep es of the framework, c ness principal-agent re s "Corporate Governan y will be derived from the f the economic and bu siness ethics set com	ulum: troduction into le Business Eth al concepts (co y relevant issue nalysis of ethic ots. There will b juestions of bus elationships. In ce" or "corpora the principles le usiness ethics. O	the m nics in nseques. Cr al cor be a sy sines: term te soo earne Quest le.	uentialis iteria wil oflict situ ystemati s ethics s of corp cial resp d and sy tions abo	ortant parts o one lecture (4 m, deontolog Il be develope uations follow cal distinctio and issues of oorate practice onsibility" wi vstematically out the justifi	f ethics h) which y and ed by ys game- n between t e, ll be integrated cation			
5	Learr Acad The s conce abilit pract in bu releve Soft s The c langu respondent	ning outcome emic: tudents lear epts and cate y to analyze ical orientati siness and e ant economi skills: ourse requir age skills ar onses. Their r identify and	es: n to rec egories and un fon of th veryda c disco es the a nd abili sensitiv d resolv	cognize moral conflict . Applying game theor derstand specific asp he discussed company y life. The literature give urses of ethics. active participation an ty to argue in ethical is vity to ethical issues a ve problem areas in bu	situations and y and formal ar ects of social ar y-relevant issue ves an introduc d collaboration ssues should b nd solutions wi usiness reality.	to des nalytic nd ecc es hel tion r n of st e proi ill be s	scribe th cal meth onomic i ps to ap esp. dee udents. moted th sharpene	em in terms o odology train relationships ply the gained eper insight ir In particular, nrough discus ed. They will h	of ethical s their A strict d insights the their their ssions and be able to			

6	Desc none	ription of possible electives	within the mod	lules:						
7	Exan	nination: Final Module Exam								
	Relev	vant Work:		I						
8	No	Number and Type; Connecti	on to Course	I	Duration		Part of final mark in %			
	1	Final written exam		9	90 min.		100 %			
9	Stud	y Work: none								
10	Prere The c comp	equisites for Credit Points: credit points will be granted a pleted.	ıfter all relevan	t work	and study v	work h	ave been successfully			
	CP Assignment:									
		(No 1			1.00 (CP			
11	Pres	sence (see No 3)	No 2			1.00 (CP			
	Relevant Work (see No 8) No 1					4.00	СР			
	Tota	ıl				6 CP				
12	Weig 3.33	sht of the module grade for th % (6 of 180 CP)	ne overall grade	e:						
13	Mod If this mod	ule Prerequisites: s module is absolved, the cou ule "Business Skills".	urse "Business	ethics	s I" cannot b	be abs	olved as part of the			
14	Pres Prese	ence: ence is strongly recommende	d to warrant lea	arning	success					
	Mobi	ility/Acknowledgement:								
15	Use	of the module for other cour	Bachelor Business Administration, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Mathematics, Bachelo Geography							
16	Resp Prof.	onsible Lecturer: Dr. Christian Müller			Departn School	nent: of Bus	iness and Economics			
17	Misc	.:								

Environmental and Climate Change Economics

Мос	dule Ti	tle english:	Environmental and (Environmental and Climate Change Economics						
Course Program:			Bachelor Economics	5						
1	Mod 37	u le No: VWL	State: Elective	Language of Instr	uction: Ge	erman or Engl	sh			
2	Turn : seme	each ester	Duration: 1 semester	Semester: 5 or 6	CP: 6	Workload	l (h): 180			
	Mod	ule Structure	:							
	No	Туре	Course		State	Workload (h)			
3						Presence (h + CH)	Self- Study (h)			
	1	Seminar	Seminar on Environme	ental Economics	Elective	30 h (2 CH)	150			
	2	Seminar	Seminar on Climate Ch	ange Economics	Elective	30 h (2 CH)	150			
4	The r micro Econ basic Econ funda the n the c Cour : The r cours Clima stude their	nodule "Envi beconomics a omics" and " cs course for t omics" and " amentals coun hair's master se content: nodule "Envi ses "Resource ate Change Ed ents are requi key findings	ronmental and Climate (ind economic policy and Energy Economics" in the the master program mod Advanced Energy and R irse in the area of Enviro m can transfer credit po modules subsequently ronmental and Climate (e Economics" and "Ener conomics" by discussing ired to write a seminar p in a subsequent discuss	Change Economics" d regulation. It comp he bachelor degree p dules "Environmenta esource Economics' inmental and Climat ints from this modu Change Economics" to th g current problems i paper and hold a pre- sion.	is based plements t program. al Econom ". In case te Change le when c transfers he area of in politics esentation	on the fundar the modules " The module senics", "Climate they have not Economics, so ompleting at l the contents "Environment and the econ	nentals of Resource erves as a e Change completed a tudents in east one of from the cal and omy. The ar, defending			
	The	mes	Learning objective	S						
	Envi Ecor	ronmental nomics	Understanding ess current issues in po pollution).	ential problems of E olitics and the econe	Environme omy (e.g.	ental Economi the regulatior	cs and I of air			
	Clim Ecor	ate Change nomics	Understanding ess current issues in po decrease greenhou	Understanding essential problems of Climate Change Economics and current issues in politics and the economy (e.g. international ambitions to decrease greenhouse gas emissions).						
5	Learr Acad The s	ning outcome emic: seminar teach	es students to analyse	an economic proble	m in an ir	ndependent a	nd scientific			

	manner. Students develop subject matter expertise (e.g. understanding of political instruments for greenhouse gas emissions abatement) concerning a well-defined economic problem in an independent but supervised environment. In this way, students extend and deepen their knowledge gained in the bachelor modules "Resource Economics" and "Energy Economics". Soft skills: Gaining first experiences in writing an academic paper. After completion of the course, students are equipped to search for scientific literature and to integrate different contents. Thus, the module is an important exercise for writing the bachelor thesis. In addition, students will be trained in their scientific communication skills, that is, to effectively communicate their point of view, to defend their positions (also taking into account ethical concerns) and to give constructive criticism.										
6	Description of possible electives within the modules: Both courses are optional. Students can chose one of the seminars offered.										
7	Exan	nination: Final Module Exan	1								
	Relevant Work:										
8	No Number and Type; Connection to Course Duration Part of final mark in %										
	1Writing an academic paper & presentation15 pages & 45100 %min.										
9	Stud	y Work: none									
10	Prere The c com	equisites for Credit Points: credit points will be granted pleted.	after all relevan	t wor	k and study wo	rk have be	een successfully				
	CP Assignment:										
	Dree		No 1 (on choice)		1.	1.00 CP					
11	Pres	sence (see No 3)	No 2 (on choice)		1.	1.00 CP					
	Rele	evant Work (see No 8)	No 1		5	.oo CP					
	Tota	al			6	СР					
12	Weig 3.33	g ht of the module grade for t % (6 of 180 CP)	he overall grade	e:							
13	Mod none	ule Prerequisites:									
14	Pres Pres	ence: ence is strongly recommend	ed to warrant lea	arnin	g success.						
	Mobility/Acknowledgement:										
15	Use	of the module for other cou	rse programs	Bac Poli	helor Business tics and Econor	Administr nics, Bacł	ration, Bachelor nelor Economics				

		and Law, Dual Bachelor Mathematics, Bachelor Geography
16	Responsible Lecturer: Professor Dr. Andreas Löschel	Department: University of Münster School of Business and Economics
17	Misc.:	

Module Title english:				Selected Topics in In	Selected Topics in International Economics						
Course Program:				Bachelor Economics							
1	Modu	u le No: VWL 3	38	State: Elective	Language of Instruction: German						
2	Turn: seme	each summe ester	er	Duration: 1 semester	Semeste	ter: 5 or 6 CP: 6 Workload (h			(h): 180		
	Modu	ule Structure	:								
	No	Туре	Cours	se			Sta	te	Workload (load (h)	
3											
	1	Seminar	Selec	ted Topics in Internati	onal Econo	omics	Cor	npulsory	30 h (2 CH)	150	
4	This seminar comprises specific topics of international trade and finance. The students conduct empirical and theoretical analyses and thereby improve their knowledge on the subject as well as on methodological aspects. The seminar gives a deeper and extended understanding on the concepts covered in the modules Macroeconomics III (International Economics) and Trade Theory and Policy. Course content:										
	ThemesLearning objectivesStructure and dynamics of factor, goods and financial markets, allocation and welfare effects of international trade, effects of trade policy measures, FX-market analysis and macroeconomic interdependencies between economies, exchange rate determination and international monetary policy, and emergence and consequences of financial and currency crisesThe students are entry theoretical models at to analyze the conceleration and factor mathematical money and FX market							nabled to we as well as c cepts, and dynam narkets as w kets.	ork with lata sets ics of ell as		
5	Learr Acad The r stude found econ foreig organ Soft Analy	ning outcome emic: nodule providents to condu dations and e omic and bus gn trade polid nizations. skills: /sis of interde	es: empiric siness y depa epende	sic knowledge and ski ependent economic po al research results. Th fields of economic act artments of ministries, ent causal relationship	lls in interr blicy analys is knowlec ivity, partio research i os provides	nationa sis bas dge car cularly nstitut s the al	al ec ed c n be in in es a	conomics on theored incorpora nternation and multir y to solve	and enables tical, model- ated in nume nal organizat national problems	s the ·based erous :ions,	

Selected Topics in International Economics

	individually. The students learn to formulate arguments on their own and structure a long text when writing the seminar paper, which serves as a good preparation for final thesis.										
6	Desc none	ription of possible electives	within the modu	ules:							
7	Exan	nination: Final Module Exam									
	Rele	vant Work:		1							
8	No	Number and Type; Connecti	on to Course	D	uration		Part of final mark in %				
	1	Seminar paper & Presentati	on 15 pages & 2 min.		40	100 %					
9	Stud	y Work: none									
10	Prere The c comp	equisites for Credit Points: credit points will be granted a pleted.	ıfter all relevant	work a	and study v	work h	ave been successfully				
	CP Assignment:										
11	Pres	sence (see No 3)	No 1			1.00 (СР				
	Rele	evant Work (see No 8)	No 1			5.00	СР				
	Tota	al				6 CP					
12	Weig 3.33°	sht of the module grade for th % (6 of 180 CP)	ne overall grade	:							
13	Mod None Theo	ule Prerequisites: e, but the attendance of the learn o	ectures Macroec d.	onomi	ics III (Inte	rnatio	nal Economics) and Trade				
14	Pres Pres	ence: ence is strongly recommende	d to warrant lea	rnings	Success						
15	Mob	ility/Acknowledgement:									
-5	Use	of the module for other cour	se programs	Bache	lor Busine	ss Adr	ministration				
16	Resp Profe	consible Lecturer: essor Dr. Bernd Kempa, Dr. Ja		Department: University of Münster School of Business and Economics							
17	Misc	.:									

Mod	dule Tit	le english:		Methods of Dynamic	Macroecono	mics			
Cou	rse Pro	gram:		Bachelor Economics					
1	Modu	I le No: VWL 3	9	State: Elective	Language o	f Instru	ction: Ge	erman	
2	Turn: seme	each winter ster		Duration: 1 semester	Semester:	Semester: 5 or 6 CP: 6 Work			l (h): 180
	Modu	le Structure	:				-		
	No	Туре	Cour	se		State Workload (h))	
3								Presence (h + CH)	Self- Study (h)
	1	Seminar	Meth	ods of Dynamic Macro	economics	Com	pulsory	30 h (2 CH)	150
4	 Purpose of the module/integration into curriculum: The module offers students that are interested in mathematical methods and macroeconomics, a first access to the methods and models of dynamic macroeconomics. These methods are widely applied in economics; hence, this module helps students to follow courses in macroeconomics, energy/environmental economics, quantitative economic history and operations research. Course content: Selected methods of dynamic macroeconomics will be covered. Methods taught include control theory, dynamic programming and time series analysis. 								
5	 Learning outcomes: Academic: The students understand essential methods of dynamic macroeconomics and can apply these methods to topics in macroeconomics. In particular, they can apply the maximum principle and dynamic programming techniques to solve ordinary dynamic optimization problems in continuous and discrete time with the help of the programming language R and the technical computing system Mathematica. Soft skills: The students can work independently and well-organized. They understand technical English texts. They can present complex mathematical problems and solutions by using modern communication media. They can participate in group discussions. They can work in compliance with the scientific standards. They can use their time budget appropriately and can comply with 								
6	Desc none	ription of pos	sible	electives within the m	odules:				
7	Exam	ination: Fina	al Mod	lule Exam					
8	Relev No	ant Work: Number and	Туре	; Connection to Course	e Dura	tion	Pa	art of final ma	ark in %

Methods of Dynamic Macroeconomics

	1	Seminar paper & presentati	on	1 <u>9</u> m	5 pages + 30 iin.)	100 %		
9	Stud No	y Work: Number and Type; Connecti	ion to Course				Duration		
10	Prere The c	equisites for Credit Points: credit points will be granted a pleted.	ifter all relevan	it work a	and study w	ork l	have been successfully		
	CP Assignment:								
	Pres	sence (see No 3)	No 1 1 No 1 5			1.00 CP			
11	Rele	evant Work (see No 8)				5.00 CP			
	Stud	dy Work (see No 9)	No 1		-				
	Tota	ıl			6	5 CP			
12	Weig 3.33°	s ht of the module grade for th % (6 of 180 CP)	ne overall grad	e:					
13	Mod All m	ule Prerequisites: odules of the first two years l	have to be pas	sed.					
14	Pres Prese	ence: ence is strongly recommende	d to warrant le	earning s	Success				
	Mob	ility/Acknowledgement:							
15	Use	of the module for other cour	se programs	Bache	lor Busines	s Ad	ministration		
16	Responsible Lecturer: Professor Dr. Ulrich Pfister				Department: University of Münster School of Business and Economics				
17	Misc	Misc.:							

Selected Issues in Economics

Mod	dule Ti	tle english:	Se	elected Issues in E	conomics					
Cou	rse Pro	ogram:	Ba	achelor Economics						
1	Modu 40	J le No: VWL	State: Elective Language of Instruct				ction: Ger	man or	English	
2	Turn:	irregularly	D L se	iration: 1 mester	Semeste	r: 5 or 6	CP: 6	Worl	kload (h): 1	80
	Modu	le Structure:								
	No	Туре		Course					Workload (h)	
3							Presence (h + CH)	Self- Study (h)		
	1 Lecture/ Exercise			Selected Issues in Economics			Com	oulsory	60 h (4 CH)	120
4	Purpe The n stude Cours In thi espec withi	nodule gives the nodule gives the ents' horizon. se content: s module, cours cially also from n the electives.	e ch ses gue	integration into cu nance to offer cours that are not part o est lecturers. These	irriculum: ses that w f the elect e can be or	ill not be c ves, are o n current d	ffered reg ffered on a ebates or	ularly a an irreg on subj	nd to broad ular base, jects not of	den the fered
5	Learr Acad Stude broad was l	ling outcomes: emic: ents learn abou den their econo earned up to no	t ne mic ow c	w subjects within knowledge, and d or they can apply th	economic: epending neir knowl	s and can on the sul edge on sj	broaden t bject they becific sub	neir hor learn to jects.	izon. They question v	vhat
6	Desc none	ription of possi	ble	electives within th	ie module:	5:				
7	Exam	ination: Final I	Mod	ule Exam						
	Relev	vant Work:						I		
8	No	Number and Ty	ype;	; Connection to Co	urse	Duration		Part o	f final mark	x in %
1 Final written exam						maximum of 120 100 % min.				
9	Study	y 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 (see No 3)	No 1		2.00 CP		
	Relevant Work (see No 8)	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: none					
14	Presence: Presence is strongly recommende	ed to warrant le	arni	ng success.		
	Mobility/Acknowledgement:					
15	Use of the module for other cou	rse programs	Bachelor Business Administration, Bachelor Mathematics, Bachelor Geography			
16	Responsible Lecturer: Professor Dr. Gernot Sieg			Department: School of Business and Economics		
17	Misc.: The module can be held either in German or in English.					

Mod	dule Ti	tle english:		Foundations of Busine	ess Administra	tion				
Cou	rse Pro	ogram:		Bachelor Economics						
1	Modu	Ile No: BWL 1		State: Compulsory	Language of Instruction: German					
2	Turn: seme	each winter ester		Duration: 1 semester	Semester: 1 or 2 CP: 9		Workload	l (h): 270		
	Modu	le Structure	:							
	No	Туре	Cou	rse		State		Workload (h)		
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Intro	oduction to Business Ad	ministration	Com	oulsory	30 h (2 CH)	30	
	2	Lecture	Fina	ince		Com	oulsory	30 h (2 CH)	45	
	3	Lecture	Inve	estment		Compulsory		30 h (2 CH)	45	
	4	Exercise	Tuto	orial		Com	oulsory	30 h (2 CH)	30	
4	Purpe The c and a and r seme vital f inves Cours The n and i inves serve econ conte into t	ourse serves analysing the nethods for a esters, studer to provide a b tment and fin se content: nodule provide ntroduces the tment and fin es as a basis omic concept ext and solve hree differen	as a struction struction and struction and and and and and and and and and an	/integration into curricul natural starting point fo sture of modern enterprise ic decision-making are to a mainly analyze isolate for perspective on econo is meant to support event tudents with an overview erse functional units a fi decisions – including to ther observations: stud tonomously develop sol e especially in the area of the tots pursue the follow	Ilum: r every studen ses. Therefore the course's m ed parts of eco omic theory. Kr eryday decisio v of essential e rm is compose he utilization of ents are expec- lution approac of investment a ing learning of	t of eco , trans ain ob nomic nowled n-mak econor ed of. A of asso cted to hes, c and fin bjectiv	onomic mission jectives enterpring ge gain ing. nic que profou profou ciated reason lassify t ance. T	sciences by i of basic kno s. In the follow ises. Therefo ed in the field stions and ma nd analysis of mathematica by using eler asks into a bi he course is o	dentifying wledge ving re, it is ds of ethods of l tools – mentary roader divided	
5	into three different parts that pursue the following learning objectives: Learning outcomes: Academic: The students are able to argue using basic business concepts, develop their own solutions, classify tasks into a broader context and solve them independently. In this context, they get basic ethical skills used in the economic sense. In addition, they are able to classify and evaluate financing options in business context. Investment projects can be assessed in terms of their advantageousness depending on their type of financing. In addition to the knowledge of the necessary concepts, students can apply them independently for qualitative as well as quantitative analysis. The knowledge gained from the more in-depth discussed area "Investment and Corrorate Finance" can be used in practical decision making									

Foundations of Business Administration

6	Desc none	ription of possible electives	within the mod	lules:				
7	Exam	ination: Final Module Exam						
	Relev	vant Work:		1				
8	No	Number and Type; Connecti	on to Course		Dura	ation	Part of final mark in %	
	1	Final written exam			120	min.	100 %	
9	Study	y Work: none						
10	Prere The c comp	equisites for Credit Points: redit points will be granted a pleted.	ifter all relevant	t work	and	d study work	have been successfully	
	CP As	ssignment:						
			No 1			1.0	o CP	
	Pres	ence (see No 2)	No 2		1.0	о СР		
11	1103		No 3			1.0	o CP	
			No 4			1.0	o CP	
	Relevant Work (see No 8) No 1					5.0	o CP	
	Tota	Total				9 C	Ρ	
12	Weig 5% (9	ht of the module grade for th 9 of 180 CP)	ne overall grade	e:				
13	Modu none	ıle Prerequisites:						
14	Prese Prese	e nce: ence is strongly recommende	d to warrant lea	arning	suc	ccess		
	Mobi	lity/Acknowledgement:						
15	Use	Use of the module for other course programs Bac Bac				achelor Business Administration, Bachelor Iformation Systems, Bachelor Mathematics, achelor Physics, Master Business Chemistry		
16	Responsible Lecturer: Prof. Dr. Andreas Pfingsten				Department: Münster School of Business and Economics			
17	Misc	:						

Foundations of Accounting

4

Мос	dule Ti	tle english:		Foundations of Accour	nting						
Cou	rse Pro	ogram:		Bachelor Economics	Bachelor Economics						
1	Modu	I le No: BWL :	2	State: Compulsory	Language of Instruction: German						
2	2 Turn: each summer semester			Duration: 1 semester	Semester: 1 or 2	CP: 9	Workload (I	1): 270			
	Module Structure:										
	No	Туре	Cour	se	State	Workload	(h)				
						Presence (h + CH)	Self- Study (h)				
3	1	Lecture	Acco	Accounting and Annual Financial Statements			y 30 h (2 CH)	60			
	2	Lecture	Foun	dations of Accounting		Compulsor	y 45 h (3 CH)	75			
	3	Exercise	Tuto Acco	rial on Foundations of Co unting	orporate	Compulsor	y 30 h (2 CH)	30			
	Module Profile:Purpose of the module/integration into curriculum:Accounting and Annual Financial Statement: As businesses constantly execute financialtransactions including sales, purchase, payments etc. students will learn to book thosetransactions in the course of the account systems. The accumulation of all transactions isrecorded in the annual financial statements. Those provide an overview of the financial conditionof an enterprise. All information regarding the business is presented in a structured manner. Tofilter the required internal and external accounting information from the report, managers andinvestors must be capable of reading and interpreting financial statements. Students will										

therefore learn to read annual financial statements and understand them in detail. The first part of the course comprises the fundamentals of financial accounting as part of the organisational bookkeeping and annual reporting. The course will continue with the system of accounting transactions and annual statements. Within the scope of double-entry bookkeeping students will learn to execute accounting transactions on their own. In the fourth part students will organise transactions in standard forms of accounting on their own. The course closes with a comprehensive view as a basis for closing accounts. Foundations of Accounting: Managers and investors require internal and external accounting information for business and investment decisions. This course will enable students to learn about the roles, procedures and shortcomings of the mathematical models in use. In the first half of the semester students gain knowledge on costing systems and cost information for managers' decision-making and control. Thus, students learn on how to gain quantitative information, which is in other classes frequently taken for granted. During the second half of the semester, students gain knowledge about financial accounting principles within Germany which forms the basis for other courses focusing on special accounting issues. Furthermore, it enables students to assess differences between German GAAP and international accounting principles in advanced courses. **Course content:**

Accounting and Annual Financial Statement: The aim of this course is that students will gain the ability to understand accounting and financial accounting statements. By the end of the course students will be capable of independently booking transactions in the course of the accounting system. Beyond that they will be able to read and interpret annual financial statements. Foundations of Accounting: The aim of this course is that students will be able to understand the principles of both management and financial accounting systems. By the end of the course, it is expected that the students understand and are able to apply management accounting systems in different settings. In addition, students will gain an understanding in developing and analysing annual financial statements under German GAAP.

Themes	Learning objectives			
Financial accounting as an element of organisational bookkeeping	To learn about the systematisation of organisational bookkeeping			
Fundamentals of financial accounting	To study the organisation, legal bases and components of financial accounting			
System of accounting and financial statements	To evaluate the financial and profit situation of a business as well as the system of doubleentry-bookkeeping and financial statements			
Booking of complex business transactions	To book capital assets, personnel expenditures, inventory, fuel, raw and auxiliary materials as well as legal titles To learn about the structure of standard forms of accounts and standard forms of accounts in industry enterprises			
Standard forms of accounts to organise the booking system	To execute a closing account			
Purpose of accounting systems	To learn about the objectives of accounting systems and differences between essential terms.			
Management accounting systems	To comprehend the scope of internal accounting systems depending on allocated costs and time			
Cost-type accounting	To read and have a basic understanding of cost types focusing on mathematical methods and calculatory costs.			
Cost-centre accounting	To assess the appropriateness in allocating costs to different costcentres applying the cost distribution sheet.			
Cost-object accounting	To learn about a variety of methods to conduct cost-object accounting. To explain techniques which provide information concerning the company's success.			
Selected cost accounting systems	To use additional cost accounting systems with a special focus on providing information for decision making.			
Basic principles in financial accounting	To appreciate the intention and legal fundamentals of the financial statement considering addressees and legal principles emerging from the literature.			
Balance sheet	To evaluate the elements of the balance sheet including both fixed and current assets and equity and debt.			

	Prof	it and loss statement	To s kno	tudy the types of prowing the types of prowing the types of types of types of the types of	ofit and loss sposition of	staten the ne	nents in use. To gain t income.			
	Fina ana	ncial statement lysis	To p fina app	To perform financial statement analysis in order to assess the financial situation (profitability and financial risk) of a company applying the understanding gained before						
5	Learning outcomes: Academic: Accounting and Annual Financial Statement: During the 90 minutes written examination students have to accomplish various bookings in standard forms of accounts. Finally all of those are merged in the closing account. In the written examination, students are supposed to demonstrate their abilities • Understand the fundamentals of financial accounting • Book specific transactions in standard forms of accounts • Read and interpret annual financial statements • Select and identify relevant information from the statement Foundations of Corporate Accounting: The aim of this course is that students will be able to understand the principles of both management and financial accounting systems. By the end of the course, it is expected that the students understand and are able to apply management accounting systems in different settings. In addition, students will gain an understanding in developing and analysing annual financial statements under German GAAP. • to solve problems effectively within a limited period of time, • to solve problems effectively within a limited period of time, • to ransfer and integrate knowledge, methods and theory from lectures and workshops, • to present their solutions in a coherent and sophisticated manner, • to select and identify the most relevant aspects first.									
6	Description of possible electives within the modules: none									
7	Exan	nination: Examinations	for e	very part of the mod	ule					
	Relev	vant Work:	nocti	ion to Course	Duration		Part of final mark in %			
8	1	Written exam on Accou Statements (No. 1)	unting	g and Annual	90 min.		33.33 %			
	2	Written exam on Found (No. 2)	latio	ns of Accounting	120 min.		67.67 %			
9	Stud	y Work: none								
10	Prere The c comp	equisites for Credit Poin credit points will be gran pleted.	ts: ited a	after all relevant wor	k and study	work h	ave been successfully			
	CP A	ssignment:								
11	Presence (see No 2)			No 1			1.00 CP			
	Presence (see No 3) No 2 1.50 CP									

		No 3			1.00 CP		
	Polovant Work (soo No 9)	No 1			2.00 CP		
		No 2	No 2		3.50 CP		
	Total				9 CP		
12	Weight of the module grade for the 5% (9 of 180 CP)	ne overall grad	e:				
13	Module Prerequisites: none						
14	Presence: Presence is strongly recommended to warrant learning success						
	Mobility/Acknowledgement:						
15	Use of the module for other cour	se programs	Bachelo Informat Bachelo	achelor Business Administration, Bachelor formation Systems, Bachelor Mathematics, achelor Physics, Master Business Chemistry			
16	Responsible Lecturer: Professor Dr. Peter Kajüter			Department: School of Business and Economics			
17	Misc.:						

Mod	dule Ti	tle english:		Management Accour	iting and Contro	ol					
Cou	rse Pr	ogram:		Bachelor Economics							
1	Mod	ule No: BWL g	3	State: Elective	Language of Instruction: German						
2	Turn seme	each winter ester		Duration: 1 semester	Semester: 5 or 6 CP: 6			Workload	(h): 180		
	Mod	Module Structure:									
	No	Туре	Cours	Se		Stat	е	Workload (h	Workload (h)		
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	Mana	agement Accounting	Com	pulsory	30 h (2 CH)	60			
	2	Exercise	Tutor	ial on Management Ac	counting	Com	pulsory	30 h (2 CH)	60		
4	The c (BWL contri funct sales in bu Cour This decis infor withi addit restri coord organ tutor is ma	content of thi .2)" and focu- rol aspects in cion to lecture or production siness practi- se content: module deals sion support mation for pro- n the framewa tion, fundame ucturing are of dination of de- nization with ials, relevant ade possible.	s modu ses on line w es that on) and ce (e.g s with t and be ice, pro- vork of ental a dealt w epartm comm topics	ule is based on the mo the use of cost and re ith corporate objective illustrate aspects with also deals with the m corporate planning a the use of information havior control in compoduction or marketing the annual corporate spects of business op ith. In the area of beh ents and actors in cor on goals. With the hel are deepened and a p	odule "Fundame venue account es. The module nin the value ch nain activities o and budgeting). (especially from panies. In the a and sales deci planning and b timization such avioral control, npanies are inv p of guest lectur profound under	entals ing fo thus nain of f oper m cos rea of sions, udget n as co the ve volved ures, e rstand	of Busin r busine forms a a comp ative co t and rev decisio which a ing, is in ost mana ertical an in orden xercises ing on th	ness Account ss decisions a cross-section any (e.g. mar ntrolling depa venue accoun n support, the are typically m the foregrou agement and nd horizontal to align the e and supplen he part of the	ing and al keting, artments ting) for e use of nade nd. In company entire nentary students		
	The	mes		Learning objectives	5						
	Proc Proc	ess Costing a ess Managel	and ment	The students learn overhead calculatio overhead costs on about the principle process costing.	about the prob on and are able the basis of pro s, advantages,	lems to ma ocess limits	associat ake an a costing. and fiel	ed with tradit llocation of th They will also ds of applica	ional ne o learn tion of		

Management Accounting and Control

8	Relevant Work:						
7	Examination: Final Modu	le Exam					
6	Description of possible el none	ectives within the modules:					
5	Learning outcomes: Academic: On successful completion of this module, students are able to - extract relevant information from cost accounting and make decisions from a management perspective understand the importance and implementation of a planning and budgeting process discuss suitable actions to influence the cost structure of a company and justify decisions in this regard economically understand the importance of information asymmetries in coordination processes and are able to identify possible solutions reflect on insights into the future set-up of controlling departments in practice. Soft skills: On successful completion of this module, students are able to - solve unfamiliar problems based on theoretical frameworks and structured approaches understand, critically reflect on, and apply findings from academic literature justify their decisions with a clear and logical argumentation connect the dots between academic insights and practical applications						
	Organizational Design of the Controlling Department	The students gain insights into the future design of controlling in companies and are able to align it to current developments.					
	Management Reporting	The students understand how information can be clearly and precisely prepared for a decision maker and learn the theoretical basics of information processing for decision makers.					
	Coordination and management control	The students understand the concept of agency theory and are able to point out problematic areas and possible solutions of budget-related incentive models. Furthermore, students will understand central instruments of vertical and horizontal coordination (performance management, transfer pricing).					
	Cost management and restructuring	The students get to know concepts which aim at influencing the overhead costs of companies. In addition, they will learn other ways of exerting influence on the cost structure of a company and will be able to justify decisions in this regard economically.					
	Variance Analysis	The students understand how the budgeting process can be controlled for and how it is connected to behavioral control. They are able to mathematically identify and interpret the causes of deviations from the plan.					
	Operative Budgeting	The students are able to carry out the operative budgeting in a company on the basis of a so-called "master budget".					
	Operational Planning and Decision within the Scope of Budgeting	The students learn to determine product prices and quantities on the basis of information from cost accounting and are able to make production decisions.					
	Approaches to Planning and Budgeting	The students develop an understanding of the contents and the process of planning and budgeting in the company and learn about alternative forms of budgeting (e.g. Beyond and Better Budgeting).					

	No	Number and Type; Connect	ion to Course	D	uration	Part of final mark in %	
	1	Final written exam		12	20 min.	100 %	
9	Stud	l y Work: none					
10	Prer The com	equisites for Credit Points: credit points will be granted a pleted.	after all relevan	t work a	and study work h	ave been successfully	
	CP A	ssignment:					
	Dro	sansa (saa Na a)	No 1		1.00	CP	
11		Sence (See NO 3)	No 2		1.00	СР	
	Rel	evant Work (see No 8)	No 1		4.00	СР	
	Tota	al			6 CP		
12	Weight of the module grade for the overall grade: 3.33% (6 of 180 CP)						
13	Mod none	ule Prerequisites:					
14	Pres Pres	ence: ence is strongly recommende	ed to warrant lea	arnings	success.		
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cou	rse programs	Bache Inform Maste	achelor Business Administration, Bachelor formation Systems, Bachelor Mathematics, aster Physics, Master Business Chemistry		
16	Resp Profe	oonsible Lecturer: essor Dr. Martin Artz			Department: School of Business and Economics		
17	Misc.:						

Operations Management

Mod	Module Title english:			Operations Management							
Cou	rse Pro	ogram:		Bachelor Economics							
1	Mode	ule No: BWL 4	ł	State: Elective	Language of I	nstru	ction: Ge	erman	bad (h): 180 f (h) Self- Study (h) H) 60 H) 60		
2	Turn: each winter semester			Duration: 1 semester	Semester: 5 0	or 6 CP: 6 Work		Workload	oad (h): 180		
	Mod	ule Structure	:								
	No	Туре	Cour	se		Stat	е	Workload (h	ı)		
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	Oper	tions Management Compulsory			pulsory	30 h (2 CH)	60		
	2	Exercise	Tuto	rial Operations Manag	ement	pulsory	30 h (2 CH)	60			
4	case: opera pract conte of pro For m funct sales succe Econ "Logi Cour : The c meth	s motivate the ations manag ical applicati ent by applyin ocesses in the nanaging the ional areas. Is promotions essfully passe omists" and istics Manage se content: core objective ods under the	e then gemen on are ng it to e proc assign For ins plann ed the "Statis ement e of thi e belo	arning objectives	the potential the sic methods of supports the properations mana- ctor, and is local essary to contine for inventory mana- rding other could be moster, espect his module is a	at car opera actice agem ated ir nually anage irses, cially t found	agement be real tions ma ent deals the fun coordin ment to students the lectu dation fo	e and quantita	ative		
	Fore Dem	casting and and Planning	g mo for	Describe and compar odels. To Determine w r given data. Controllir	e various types hich forecasting g charts to mor	of qu g mod nitor a	antitativ el produ forecas	e and qualita Ices the best t.	tive forecast		
	Loca	ation Planning	g To	Learn different approa	aches for locati	on de	cisions.				
	Proc	ess Design	То	design, model and im	prove processe	es by ι	using dif	ferent approa	aches.		
	Qua Man	lity agement	To di	understand the impo fferent approaches for	tance of quality it. To be able to	y man o appl	agemen y contro	t and get to k l charts in the	now e context		

			of quality ma tolerance lin	anagement and to c nits.	heck whethe	r a pro	ocess fulfills desired		
	Inve Man	ntory agement	To learn diffe and techniq	erent functions of ir ues for determining	iventories, of how much to	ojectiv o orde	es of inventory control, r and when to order.		
	Prod Plan	luction ning	To learn the different approaches for production planning like manufacturing resources planning, aggregate planning, master production schedule, materials requirements planning and concepts and criterions for just in time production.						
	Sche Ope	eduling rations	To comprehe to allocate w sequence in	To comprehend the objectives and methods of scheduling operations e.g. to allocate workloads to specific work centers and to determine the sequence in which operations have to be performed.					
5	Learning outcomes: Academic: The student should demonstrate the ability to reproduce his knowledge about the concepts and methods of Operations Management, to apply that knowledge to a new context, and to integrate and apply the taught themes. Soft skills: By preparing and reviewing the lecture contents and tasks given in the exercise in workgroups during their self-study, students improve their team work skill. This is supported by a Learnweb discussion forum that is guided by the chair. Furthermore, this course increases their ability to understand formal texts (like mathematical formulas) and to solve quantitative tasks. Also, students learn how to use software tools that support mathematical calculations.								
6	Description of possible electives within the modules: none								
7	Exam	ination: Final M	Module Exam						
	Relev	vant Work:			1				
8	No	Number and Ty	/pe; Connecti	on to Course	Duration		Part of final mark in %		
	1	Final written ex	kam		90 min.		100 %		
9	Study	y Work: none							
10	Prere The c comp	equisites for Cre redit points will pleted.	e dit Points: I be granted a	fter all relevant wor	k and study	work h	ave been successfully		
	CP As	ssignment:							
	Dress			No 1		1.00	CP		
11	Presence (see No 3)]P		
				No 2		1.00 (CP		
	Rele	vant Work (see	No 8)	No 2 No 1		1.00 (4.00	CP CP		

12	Weight of the module grade for the overall grade: 3.33% (6 of 180 CP)				
13	Module Prerequisites: Students should have successfully passed the first and the second semester, especially the lectures "Mathematics for Economists" and "Statistics I".				
14	Presence: Presence is strongly recommended to warrant learning success				
	Mobility/Acknowledgement:				
15	Use of the module for other course programs	Bachel Informa	lor Business Administration, Bachelor nation Systems		
16	Responsible Lecturer: Prof. DrIng. Bernd Hellingrath		Department: School of Business and Economics		
17	Misc.:				

Foundations of Marketing

Mod	Module Title english:		Foundations of Mark	Foundations of Marketing					
Cou	rse Pro	ogram:		Bachelor Economics					
1	Modu	ile No: BWL 5	5	State: Elective	Language of I	nstru	ction: Ge	erman	
2	Turn: seme	each winter ester		Duration: 1 semester	Semester: 5 0	r 6	CP: 6	Workload	(h): 180
	Modu	le Structure	:						
	No	Туре	Cour	se		Stat	е	Workload (h)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Foun	dations of Marketing		Com	pulsory	30 h (2 CH)	60
	2	Exercise	Tuto	rial on Foundations of	Marketing	Com	pulsory	30 h (2 CH)	60
	Course content: This course provides a basic introduction to aspects of strategic and operational marketing as well as the specific objectives and instruments of marketing.						ing as		
	Marl	keting and		To comprehend the complex relationship of marketing and strategic,					
	Deci Marl	sion-Making	rioc	institutional decision making.					
4			gies	decision making steps in a competitive economic system.					
-	Strat Prob	tegic Decisio Ilems	n	To understand, differentiate, and analyze distinctive components of decision making in marketing practice.					
	Bran	id Manageme	ent	To understand basic branding strategies. To describe basic options of branding architecture options (focus is on brand transfer).					
	Prod	luct Developi	ment	To describe basic ste customers' needs.	ps when develo	oping	new pro	ducts based	on
	Prici	ng		To know factors and optimal prices for spe	methods that ir ecific market co	nfluen onditio	ce pricir ons.	ig. To comput	e
	Dist	ribution		To describe basic ste	ps when imple	menti	ng new o	distribution s	trategies.
	Com	munication		To describe basic ele understand factors th campaigns.	ments when cre nat influence th	eating e effe	g commu ctivenes	nication strat s of advertisi	tegies. To ng

5	Learning outcomes: Academic: After completing the course, students have a sound basic knowledge of marketing. Based on the knowledge students acquired throughout the course, the students are able to classify and structure marketing challenges and make recommendations for management decisions. The students know various methods and instruments to solve marketing-relevant problems. Furthermore, the students have knowledge of latest developments in strategic and operative marketing. Soft skills: The students have an overview of relevant problem areas in marketing (extending knowledge). In addition, students can apply the knowledge they have acquired in developing marketing strategies and develop situation-specific problem solutions (instrumental competence). In addition, students learn to exchange information and problems and develop joint approaches to solutions (communicative skills).							
6	Desc none	ription of possible electives	within the modules	:				
7	Examination: Final Module Exam							
8	Relev No	vant Work: Number and Type; Connect	ion to Course	Duration		Part of final mark in %		
	1	Final written exam		90 min.		100 %		
9	Study Work: none							
10	Prere The c comp	equisites for Credit Points: credit points will be granted a pleted.	after all relevant wor	k and study	work h	nave been successfully		
	CP A	ssignment:						
	Drog	conco (coo No o)	No 1		1.00 CP			
11		sence (see No 3)	No 2		1.00	СР		
	Rele	evant Work (see No 8)	No 1		4.00	СР		
	Tota	ıl			6 CP			
12	Weig 3.33	t ht of the module grade for t % (6 of 180 CP)	he overall grade:					
13	Mod none	ule Prerequisites:						
14	Pres Atter	ence: adance is strongly recommer	nded to warrant lear	ning success				
15	Mobi	ility/Acknowledgement:						

	Use of the module for other course programs	Bachelor Business Administration, Bachelor Information Systems, Bachelor Mathematics, Master Physics					
16	Responsible Lecturer: Professor Dr. Thorsten Wiesel		Department: School of Business and Economics				
17	Misc.:						

Corporate Finance

Mod	Module Title english:			Corporate Finance						
Cou	rse Pro	ogram:		Bachelor Economics						
1	Modu	ule No: BWL ;	7	State: Elective	Language of	Instru	ction: E	nglish		
2	Turn: each summer semester		er	Duration: 1 semester	Semester: 5 c	or 6 CP: 6		Workload	(h): 180	
	Modu	ule Structure	:							
	No	Туре	Cours	se		State	9	Workload (h	Workload (h)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Corpo	orate Finance		Com	pulsory	30 h (2 CH)	90	
	2	Exercise	Tutor	ial on Corporate Finan	ce	Com	pulsory	30 h (2 CH)	30	
4	Purper The m focuss quess The c the v concu groun "inve unde Cours The c princ discu learn and s diffen a onl prepa Then Valu unce	ose of the me nodule "Corp s on the unce tion to what liscussion bu aluation of s urrently impr ndwork for the stments" in r certainty. Se content: ourse introd iples of asse ussed and the how compa- securities can rent concepts ine-tutorial t aration. mes tation under ertainty folio Theory	odule/i porate F ertainty extend uilds or ecuritie ove the re elect greater uces st t pricin e Modiş nies sh n be val s of mu hat give	ntegration into curriculation Finance" analyses finationof the consequences.equity or debt shoulda thorough understatees and corporations. Lestestudent's ability to maive finance module into detail. Prerequisite forudents to portfolio thegin financial marketsgliani-Miller irrelevanceould optimally satisfylued. Additionally, thelti-period business valueses students the opportLearning objectivesTo learn about diffeuncertain consequedecision-making.To understand the rfinancial securities	ulum: ncial decision- This includes of be used to fina- nding of the fur earning about a take smart fina- the 6th semest or the course is eory and develor (CAPM). Furthe e theorem is put their financial of students will be luation. The tut tunity to discus	makir capita ance t nction asset p ncial of er wh the co ops ar ermore ut into needs earn t orial of s exer or eva appro-	ng in con l investr he firm's ing of fin oricing n decision ich will omprehe a unders capita perspe and ho o use ar will be p rcises w luating a opriatent cteristics	npanies with nent decision s investment nancial marke nodels will s. The course address the te ension of valu tanding of ba l structure iss ctive. Studen w investment nd select betw artly in class, ith the tutor a alternatives w ess for finance s of combinat tion.	a special s and the projects. ets and lays the opic ation sic sues are ts will projects veen partly as s exam	

		·							
	Сар	Capital Asset Pricing To learn about the valuation of securities in capital markets and the standard model of market equilibrium.							
	Moc and	lel Cost of capital capital structure	To identify the pivotal fa structure. To assess a co	ctors in determ mpany's cost	nining of capi	the optimal capital ital.			
	Bus	iness Valuation	To use discounted cash	flow methods	in busi	ness valuation.			
	Adv Valu	anced Business lation	To understand multiple changing capital structu	period valuatic res and the inf	on mod luence	lels which allow for e of taxation.			
5	Learning outcomes: Academic: After completing this module the students have fundamental knowledge about asset pricing concepts in capital markets. They are able to explain relationships between risk, return and cost of capital. They can analyze the effects of a change in the capital structure of a company on the value and the risk of this company. The students can choose and employ suitable valuation approaches for the respective task. 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. As lecture and tutorial are taught in English, the students' 'Business English' proficiency is improved.								
6	Description of possible electives within the modules: none								
7	Exan	ination: Final Modu	le Exam						
	Relev	Relevant Work:							
8		Number and Type; C		Duration		Part of final mark in %			
	1 Final written e			120 min		100%			
		Final written exam		120 min.		100 %			
9	Stud	Final written exam y Work: none		120 min.		100 %			
9 10	Stud Prere The c comp	Final written exam y Work: none :quisites for Credit Po :redit points will be g >leted.	oints: ranted after all relevant w	vork and study	work h	100 %			
9 10	Stud Prere The c comp	Final written exam y Work: none equisites for Credit Po redit points will be g oleted. ssignment:	oints: ranted after all relevant w	vork and study	work h	100 %			
9 10	Stud Prere The c comp CP A	Final written exam y Work: none equisites for Credit Po- credit points will be g pleted. ssignment:	oints: ranted after all relevant w No 1	120 min.	work h	100 % nave been successfully			
9 10 11	Stud Prere The c comp CP A Pres	Final written exam y Work: none equisites for Credit Pour credit points will be goleted. ssignment: ence (see No 3)	oints: ranted after all relevant w No 1 No 2	220 min.	work h	100 % nave been successfully CP CP			
9 10 11	Stud Prere The c comp CP A Pres Rele	Final written exam y Work: none equisites for Credit Para credit points will be g oleted. ssignment: ence (see No 3) want Work (see No 8)	oints: ranted after all relevant w No 1 No 2 No 1	vork and study	work h	100 % nave been successfully CP CP CP			
9 10 11	Stud Prere The c comp CP A Pres Rele Tota	Final written exam y Work: none equisites for Credit Para credit points will be g pleted. ssignment: ence (see No 3) vant Work (see No 8) I	oints: ranted after all relevant w No 1 No 2) No 1	vork and study	work h 1.00 1.00 4.00 6 CP	100 % nave been successfully CP CP CP			

13	Module Prerequisites: Basic knowledge in business administration and economics. Recommended modules: Principles of Business, Foundations of Accounting, Financial Accounting and Taxation, Microeconomics I, Macroeconomics I, Statistics					
14	Presence: Presence is recommended to warrant learning success					
	Mobility/Acknowledgement:					
15	Use of the module for other course programs	Bachel Informa Master	elor Business Administration, Bachelor nation Systems, Bachelor Mathematics, er Physics			
16	Responsible Lecturer: Professor Dr. Thomas Langer		Department: School of Business and Economics			
17	Misc.:					

Quantitative Marketing

Mo	Module Title english:			Quantitative Marketing						
Cou	rse Pro	ogram:		Bachelor Economics						
1	Modu	ile No: BWL 9	9	State: Elective	Language of	Instru	ction: E	nglish		
2	Turn: seme	each summe ester	er	Duration: 1 semester	Semester: 5 c	Semester: 5 or 6 CP: 6		Workload	Workload (h): 180	
	Modu	le Structure	:							
	No	Туре	Cours	5e		State		Workload (h)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Mark	et Research		Com	pulsory	30 h (2 CH)	30	
	2	Exercise	Tutor	ial on Market Researcl	1	Com	pulsory	15 h (1 CH)	15	
	3	Lecture	Mark	eting Operations		Com	pulsory	30 h (2 CH)	30	
	4	Exercise	Tutor	ial on Marketing Opera	ations	Com	pulsory	15 h (1 CH)	15	
4	Modu Purpe The c Cours Mark other analy and <i>N</i> descri indiv appli regar lies o analy After An ex mark Mark Mark Mark Mark Mark Mark	ale Profile: ourse require se of the me ourse require se content: et Research: eting decisio business ma vis of inform Marketing Re- iduals or org- ed social sci- ded as funda n the proces vis. Besides attending the cemplary in-c et research s eting Operati- eting decisio ions, calibra et allocation rovide additi- poth of the le	odule/i es basi Precise ans. Thu anager ation a search esearch anizati ences t amenta s of so an in-c is cour lass pr urveys ions: Ir ns will tion of , as we ional ir ecture a	ntegration into curric c knowledge of descri e information is an ess us, correct information s. The increasing dem core challenge in bus (ESOMAR) and the Int h as the "systematic g ons using the statistic to gain insight or supp l for the provision of t lving market research class tutorial, online to se, participants should oject will show the pla . Accordingly, the part n Marketing Operation be treated. Special for market response func- ll as the marketing co n-depth information ar and tutorials, too.	ulum: ptive and induce sential prerequi- is a crucial res- and of informat siness practice. ernational Cha athering and in al and analytic ort decision ma he required infor problems by ap ools will provide d be able to con anning, executi- icipation in suc- s, the quantitat cus in these se- tions, optimiza ntrolling. Besid and exercises. Pr	ctive s isite in cource tion m The E mber aterpre aterpre ation ormati pplyin e addi nduct on, an ch sur tive fo ession ation o es an ractice	tatistics order t for mar akes the curopear of Comn etation of thods ar "Thus, i tion. The g different ion. The g different inalysis, a veys is p undatio s is on the in-class e cases a	o make reaso keting manag e acquisition n Society for (nerce (ICC) jo of information nd techniques market resea focus of the ent methods of hedepth inform research ther and interpreta oart of the cou n of operation he modeling of arketing mix a tutorial, onli and experime	onable gers and and Opinion intly about s of the rch can be course of nation. nselves. ation of urse. nal of and ne tools nts will be	
5	Acad Mark	emic: et Research:	The co	urse gives insights in	the theoretical	basic	s of mar	ket research.	Ву	

	 pointing out the different nature of market research problems and explaining the steps of a market research process, the course aims to enable attendants to conduct market research by themselves. Marketing Operations: After that lecture, the students are aware of the main procedures of market operations, as well as are able to quantitatively consolidate marketing decisions. They get used to critically look at the various methods and tools of budget allocation and demonstrate their capabilities and limitations. Soft skills: The module is taught in English. Thus, the business English skills of the students are increased. 						
6	none						
7	Exam	ination: Examinations for	every part of the mod	ule			
	Relev	vant Work:		I			
0	No	Number and Type; Conne	ction to Course	Duration	Part of final mark in %		
0	1	Written exam on Market R	esearch (No. 1)	60 min.	50 %		
	2	Written exam on Marketin	g Operations (No. 3)	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:						
			No 1	1.0	o CP		
	Droc	ioneo (coo No o)	No 2	0.5	o CP		
11	Fies	sence (see No 3)	No 3	1.0	o CP		
			No 4	0.5	o CP		
	Polo	want Work (coo No 8)	No 1	1.50	o CP		
	Nete		No 2	1.50	o CP		
	Tota	l		6 C	P		
12	Weig 3.33 ⁹	ht of the module grade for % (6 of 180 CP)	the overall grade:				
13	Modu The r	lle Prerequisites: nodule requires basic knov	vledge of descriptive	and inductive sta	tistics.		
14	Prese Prese	ence: ence is strongly recommend	ded to warrant learnir	ig success			
15	Mobi	lity/Acknowledgement:					

	Use of the module for other course programs	Bachelor Business Administration, Bachelor Information Systems				
16	Responsible Lecturer: Professor Dr. Manfred Krafft		Department: School of Business and Economics			
17	Misc.:					
Management & Governance

Mod	Module Title english:			Management & Governance						
Cou	rse Pro	gram:		Bachelor Economics						
1	1 Module No: BWL 10			State: Elective	Lang	guage of l	nstru	ction: Ge	erman	
2	Turn: seme	each winter ster		Duration: 1 semester	Sem	ester: 5 0	r 6	CP: 6	Workload	l (h): 180
	Modu	le Structure	•							
	No	Туре	Cour	se			State	e	Workload (h)
3									Presence (h + CH)	Self- Study (h)
	1	Lecture	Orga	nization and Managen	nent		Com	pulsory	30 h (2 CH)	30
	2	Lecture	Corp	orate Governance			Com	pulsory	30 h (2 CH)	30
	3	Exercise	Tuto	rial on Management &	Gover	rnance	Com	pulsory	30 h (2 CH)	30
4	Purpo The m Cours The s mana and t basis	ose of the mo nodule conve se content: ubstantive fo gement (sta heir strength of selected of nes	odule/ eys fur ocus is ffing) a s and case s	integration into curric adamental aspects of <i>N</i> s on the areas of organ and corporate governa weaknesses will be ar tudies.	ulum: Manag ization nce. H nalysed	gement an n, busines lere, the v d. These o L earning o	nd Gov ss stra variou conce	vernance ategy, hu s concep pts will l ives	e uman resourc ots will be pre oe illustrated	es esented on the
	Orga Hum	nisational D an Ressourc	esign; e Man	Strategic Managemen agement	it; l N	Understanding of the basics of Organization Management				nization
	Corporate Governance; Two Tier Syster Working Council				l (Understar Governan	nding ce	of the ba	asics of Corpo	orate
5	 Learning outcomes: Academic: The students know different forms of organization, different types of strategies, concepts of human resource management (staffing) and systems of corporate governance. They are in the position to evaluate different management- and process-structures in terms of their efficiency Soft skills: none 					s of in the ciency.				
6	Desci none	ription of pos	ssible	electives within the m	odule	S:				

7	Examination: Final Module Exam							
	Relev	vant Work:						
8	No Number and Type; Connect		ion to Course	[Duration		Part of final mark in %	
	1	1 Final written exam			.20 min.		100 %	
9	Stud	y Work: none						
10	Prere The c comp	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.						
	CP A	ssignment:						
			No 1			1.00 (CP	
11	Pres	sence (see No 3)	No 2		1.00 (CP		
			No 3		1.00 CP			
	Rele	evant Work (see No 8)	No 1		3.00 CP			
	Tota	ıl				6 CP		
12	Weig 3.33	sht of the module grade for th % (6 of 180 CP)	he overall grade	e:				
13	Mod none	ule Prerequisites:						
14	Pres Prese	ence: ence is strongly recommende	ed to warrant le	arning	success			
	Mobi	Mobility/Acknowledgement:						
15	Use	Use of the module for other course programs			Bachelor Business Administration, Bachelor Information Systems, Bachelor Mathematics, Master Physics			
16	Resp Profe	onsible Lecturer: essor Dr. Gerhard Schewe			Departm School o	ient: of Busi	iness and Economics	
17	Misc	.:						

Finance & Accounting Seminar

Module Title english:				Finance & Accounting Seminar						
Course Program:				Bachelor Economics	Bachelor Economics					
1 Module No: BWL S1			51	State: Elective	Language of Instru	ction: Ger	man or Englis	h		
2	Turn: seme	each winter ster		Duration: 1 semester	Semester: 5 or 6	CP: 6	Workload (h	1): 180		
	Modu	le Structure	:							
	No	Туре	Coι	ırse		State	Workload (h))		
3							Presence (h + CH)	Self- Study (h)		
	1	Seminar	Fin	ance & Accounting Ca	se Studies Seminar	Elective	30 h (2 CH)	150		
	2	Seminar	INT	OP Business Simulati	on (English)	Elective	60 h (4 CH)	120		
4	Purpo Stude seme betwo Cours Finan finan conne bach will b INTOI increa polyp differ have the p const comp proce criter educa The d relati comp opera mark the co	ose of the mo ents have to a sters to solve een finance a se content: ce and Accor- ce and accor- ections betwe elor studies. e practised b P: INTOP (Inte che specific p derives its a asingly vital of colistic dema ent publicly f to consider t articipants h traint of a min eass. Based or ia are high m ation. The pa ecision-mak ng to busines orehensive se ational proble ets, marketin ompany's org ems of interr	odule appli- e pra- and a untir untin stuc- oy wo ernat spec- elem nd s listed he ir ave t histed he ir ave t n the arks articu ing p so of ems. og aniz anatio	e/integration into cur y the theoretical know actical problems. The accounting. Ing Case Studies Semin g and taxes. The aim the different areas. The lents' knowledge from orking on case studies ional Operations Sim ems of multinational ial significance from t ent of the business e tructure. Because the d INTOP IV-companies the task to maximize the take part in INTOP, in written applications' in former exams and ular advantage of INTO poectives and operatin given data, the busine With INTOP, the stud of production program eation. The major obje nal business operation	riculum: Aledge that they have goal of the seminar i har: The seminar co of the course is to m hereby, it connects di n previous courses is 5. The case studies h ulation) is the first m companies and worl he fact, that the intent nvironment. INTOP s participants, function 5, have the sharehold tors when establishing their companies' cun h the adjustment of nterested students h evaluations 20-30 s an adequate knowled DP is the interdisciple nber of truly entrepro- tess simulation emphe- ents have to determines as well as the inve- ective of INTOP is to e- ons in general and of	e gained in s to under vers seve ake stude ifferent m s enhance ave to be najor busi dwide bus rmational imulates a oning as th ders' capit ng a set o nulative p decisions ave to ove tudents w edge achie inary aspe eneurial, s viding the basizes str ine the bus estment a enhance the	n the previous rstand the inte- ral intergative ents aware of odules from th d in certain as solved in grou- ness simulatic siness operati market becam a supply oligo he executive b tal at their disp f objectives. T rofit under the in the differen- ercome an ele- vill be elected. eved during pr ect of the simu- strategic decis participants v rategy, tactics isiness size, ta nd finance pol he understance onal enterpris	eraction topics in pects and ups. on to deal ons. ne an poly with a oards of posal, they herefore, ent ction Selection revious ualtion: ions with a and arget licies and ling of es 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.

Themes	Learning objectives
INTOP: Finance:	All participants learn to operate with short-term bank loans, treasury notes, credits from suppliers and non-interest-bearing receivables and liabilities.
INTOP: Company Organization:	Each team of students (company) has to appoint individual business responsibilities to each student.They must conduct the following activities: marketing/ market research, investment/ raw material purchasing/ production/ warehousing, research & development/ patents, financing/ taxes/ logistics policy, information systems/ annual financial statements.
INTOP: Marketing:	The students achieve skills in the following areas: pricing policy, advertising policy, product design and assortment of goods policy, distribution policy and market research.
INTOP: Production:	The students learn to choose the right production program and to calculate the costs of production
INTOP: Taxes:	The educational objective is to learn how to best reduce tax expenses by applying the following options: inter-company pricing policy and interest policy for the invested capital.

Learning outcomes:

Academic:

Finance and Accounting Case Study Seminar: During the 60 minute written examination the students have to apply quantitative and qualitative concepts learned in class and via the case studies to present solutions to different problems based on the whole course content. In the written examination, the student should demonstrate the ability to develop a coherent argument within a limited period of time, to integrate and apply several concepts, to solve practical problems.

INTOP: 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.

- 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.

Soft skills:

5

In addition, students can solve complex problems in a team. They have advanced communication, presentation and conflict resolution skills.

6	Description of possible electives within the modules: One of the courses has to be absolved.									
7	Examination: Examinations for every part of the module									
	Rele	Relevant Work:								
	No	Number and Type; C	Duration		Part of final mark in %					
		Finance & Accountin	g Case Study (No. 1):							
	1	Written exam on Fina Seminar	ance & Accounting Case Study	60 min.		60 %				
8	2	Case studies on Fina	nce & Accounting Case Study Seminar	2 x ca. 7	pages	40 %				
		or INTOP (No. 2):		-						
	3	seminar paper on IN beginning of the sen	TOP (subject will be given at the nester)	8 - 10 pag	ges	40 %				
	4	INTOP Business Sim management decisio	ulation Game: written paper on the ons	maximun pages	n of 15	40 %				
	5	Presention & defenc	e (INTOP)	45 min. per group 20		20 %				
9	Stud	l y Work: none								
10	Prer The com	equisites for Credit P ective credit points will be g pleted.	oints: ranted after all relevant work and study	work have	e been suo	ccessfully				
	СР А	ssignment:								
	Due		No 1 (on choice)		1.00 CP					
	Pre	sence (see No 3)	No 2 (on choice)		2.00 CP					
			No 1 (depending on choice under pres and	sence)	3.00 CP					
11			No 2		2.00 CP					
	Rela 8)	evant Work (see No	No 3 (depending on choice unde pres and	ence)	1.50 CP					
			No 4 and		1.50 CP					
			No 5		1.00 CP					
	Tota	al			6 CP					
12	Wei 3.33	ght of the module gra % (6 of 180 CP)	de for the overall grade:							

13	Module Prerequisites: The knowledge of the second year of study, especially in accounting, taxations, and corporate finance is expected. For the INTOP seminar the number of participants allowed can be limited.					
14	Presence: Presence is strongly recommended to warrant le	arnin	g success			
15	Mobility/Acknowledgement:					
-5	Use of the module for other course programs Bachelor Business Administration					
16	Responsible Lecturer: Department: Professor Dr. Thomas Langer School of Business and Economics					
17	Misc.:					

Integrated Management Seminar

Mod	Module Title english: Integrated Management Seminar								
Cou	Course Program: Bachelor Economics								
1	1 Module No: BWL S2			State: Elective	Language of Ins	truction:	Gern	nan or Engl	ish
2	Turn: seme	each summe ster	er	Duration: 1 semester	Semester: 5 or 6	5 CP: 6		Workload	(h): 180
	Modu	le Structure	:						
	No	Туре	Cou	rse		State	Wo	orkload (h)	
3							Pre + C	esence (h ːH)	Self- Study (h)
	1	Seminar	Inno	ovation Management		Elective	45	h (3 CH)	135
	2	Seminar	INTO	OP Business Simulati	on (English)	Elective	60	h (4 CH)	120
4	Purper The m amor Mana know Cours In Inr strucc as we taugh elabo INTO speci its sp elem dema publi consi partic a mir To ta writte in for adva requi opera busir stude progr majo opera to pro	beso of the monodule combined others in the second others. In the second others of a system of the second other second others in the second other se	dule ines ines are ovational agentic tema erlyir sed. stude al Op of mi ance sines . Beck OP IV ests of the ta ration OP, if ns' ev nd ar P is t res. By on en detern a sthe cas the cas the cas the cas and cas and c	/integration into curr and integrates releva odules Foundations of and Control and Mana onspecific and strates nent factors, goals, st tic management of maginterplay between This is accompanied ents to deepen the kr perations Simulation) ultinational companie from the fact, that th s environment. INTOF ause the participants <i>c</i> -companies, have the of their investors whe ask to maximize their to through the adjustment neterested students have valuations 20-30 students have a uly entrepreneurial, so y providing the partice nphasizes strategy, tak mine the business size investment and fina of multinational e education in both the	riculum: nt management co of Business Admin agement and Gove gic aspects. rategies, process ew products, proc different domains by case studies o nowledge of releva is the first major es and worldwide e international ma P simulates a suppl , functioning as the e shareholders' ca n establishing a s companies' cumu tent of decisions i ave to overcome a lents will be elected e achieved during spect of the simula- trategic decisions inpants with a com actics and operations tent of processions inderstanding of post nterprises in parti- e fields of "general enterprises in parti- e fields of "general post of "general post of "general e fields of "	elements ernance a elements esses rel and dep f success at conce business atket beca oly oligop e execut apital at t et of obje ulative pr n the diffu n electio ed. Select g previous altion: The relating prehensi onal prot , marketin the comp problems icular. The al busines	hat h Found b Found b	have been t ndations of proadens th d organizat to their de nents in a co nd failed in and theorie ulation to d erations. IN ⁷ an increasi with a polyp poards of di disposal, th es. Therefor under the co t company ocess. Base criteria are ucation. Th ecision-mak usiness obj et of given of s. With INTO nd producti s organizat ternational nulation is s Iministratio	aught f Marketing, e acquired ional velopment ompany are novations s. leal with the TOP derives ingly vital oolistic fferent ney have to re, the onstraint of divisions. ed on the high marks e particular sing process fectives and data, the OP, the on ion. The l business structured on" 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.

Themes	Learning objectives					
INTOP: Finance	All participants learn to operate with short-term bank loans, treasury notes, credits from suppliers and non-interest-bearing receivables and liabilities.					
INTOP: Company Organization	Each team of students (company) has to appoint individual business responsibilities to each student. They must conduct the following activities: marketing/ market research, investment/ raw material purchasing/ production/ warehousing, research & development/ patents, financing/ taxes/ logistics policy_information_systems/ annual financial statements					
INTOP: Marketing	The students achieve skills in the following areas: pricing policy, advertising policy, product design and assortment of goods policy, distribution policy and market research.					
INTOP: Production	The students learn to choose the right production program and to calculate the costs of production					
INTOP: Taxes	The educational objective is to learn how to best reduce tax expenses by applying the following options: inter-company pricing policy and interest policy for the invested capital.					
Academic: Innovation Manage Upon completion of apply fund different fa understand between m understand product de the holistic entry. develop an substantia innovative INTOP The INTOP business objectives, formula their long-term stra decisions and thei participants to app The studer focus on th Based on e judge the j	ement: of the course the student is able to amental innovation management concepts; know the main objectives and acets of innovation management and assess their relevance. d the elemental action framework of innovation management and differentiate nicro-, macroenvironmental and situational factors. d the strategic nature of innovation management; know and apply different evelopment, branding, timing, and ccoperation strategies understand c innovation management process - from market situation analysis to market n understanding for organizational structures and processes; recognize the l influence of individual roles and the culture within an organization on its ness. as simulation has various objectives: The participants must determine financial ate accompanying strategies and make decisions each quarter according to ategy. The participants learn to establish the relationship between the ir consequences and new decisions. The learning-by-doing-effect enables the oly their prior knowledge. nts are encouraged to reduce the time for making decisions which helps to ne most relevant decision criteria. experience made throughout the course of the simulation, the students learn to					

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	 Inside the group assignment, the students should demonstrate the ability to productively work in groups and their ability to coordinate with peers. Soft skills: Innovation Management: Upon completion of the course the student is able to evaluate empirical research based on own experiences. engage in discipline-specific discussions. INTOP: Students can solve complex problems in a team. They have advanced communication, presentation and conflict resolution skills. 						
6	Des Stuc sem	cription of possible electives lents must absolve either (a) inar Strategic Management o	within the modules: the seminar innovation manage r (c) INTOP.	ement or (b) the cas	e study		
7	Exar	mination: Examinations for e	very part of the module				
	Rele	evant Work:			1		
	No	Number and Type; Connect	on to Course	Duration	Part of final mark in %		
		Innovation Management (N	Γ				
	1	Written exam on Innovation	Management	60 min.	95 %		
8	2	Practical exercises on Innov	ation Management	240 min.	5 %		
		or INTOP (No. 2):		1			
	3	Seminar paper (INTOP) (sub beginning of the semester)	ject will be given at the	8 - 10 pages	40 %		
	4	INTOP Business Simulation management decisions	Game. written paper on	maximum of 15 40 % pages			
	5	Presentation & defence (IN)	45 min. per group	20 %			
9	Stuc	iy Work: none					
10	Prer The com	equisites for Credit Points: credit points will be granted a pleted.	after all relevant work and study	r work have been su	ccessfully		
	CP A	ssignment:					
	Dree		No 1 (on choice)	1.50 CP			
	Pre	sence (see No 3)	No 2 (on choice)	2.00 CP			
			No 1	3.50 CP			
11			No 2	1.00 CP			
	Rel	evant Work (see No 8)	No 3	1.50 CP			
			No 4	1.50 CP			
			No 5	1.00 CP			
	Tot	al		6 CP			

12	Weight of the module grade for the overall grade: 3.33% (6 of 180 CP)					
13	Module Prerequisites: None. The number of participants allowed for INTOP can be restricted.					
14	Presence: Attendance is strongly recommended to warrant learning success					
	Mobility/Acknowledgement:					
15	Use of the module for other course programs	Bache	elor Business Administration			
16	Responsible Lecturer: UnivProf. Dr. Thorsten Hennig-Thurau		Department: School of Business and Economics			
17	Misc.:					

Advanced Accounting

Mo	Module Title english: Advanced Accounting							
Cou	irse Pr	ogram:	Bachelor Economics					
1	Mod	ule No: BWL 11	State: Elective	Language of Instru	uction: Gerr	nan, p	oartly Englis	sh
2	Turn seme	: each winter ester	Duration: 1 semester	Semester: 5 or 6	CP: 6	Wor	rkload (h): 180	
	Mod	ule Structure:						
	No	Туре	Course		State		Workload	(h)
3							Presence (h + CH)	Self- Study (h)
	1	Lecture/ Exercise	Advanced Financia	al Accounting	Compu	lsory	30 h (2 CH)	60
	2	Lecture/ Exercise	Business Analysis		Compu	Compulsory 30 CH)		60
4	Purp Adva strucc infor obta prep GAAF gain Busin hanc most inter comp the r shall finan Cour Adva prep fund techn Thes toget scop cons will § By th able	ose of the module inced Financial Ad- tures. Therefore to mative for potent in a true and fair y are these request P) as well as with basic knowledge ness Analysis: The land Managerial cimportant valuat nal managers to go pany faces. There elated techniques deepen their knowledge techniques and managers to go pany faces. There elated techniques deepen their knowledge se content: inced Financial Ad- ared under HGB (amentals of cons niques like the pu- e techniques are ther with the prep e of consolidated olidated financia get a first overview the end of the class to consolidate or	e/integration into cur counting: Companie the individual financia ial investors who con- view on the group as ted consolidated fina- the International Fina- on IFRS. Knowledge i is class incorporates Accounting on the ot tion methods for com- gain a deep understat fore it is important to s and interpretation g owledge in manageria- rial accounting. For the ccounting: This lectur German-GAAP) and IF olidated financial stat urchase method, the p trained on the basis oparation of consolidat I financial statements I statement like defer w about the Internations is students should have their own and under	rriculum: es are often subject al statements of the clusively request a a whole. Students in ancial statements in ancial Reporting Sta in financial accounti two elements: Finar her hand. Financial panies performed n nding of the current provide students w guidelines. Beyond f al accounting and re his course basic kno re focuses mainly of RS. Therefore stude tements accompani proportional consoli of practical example ed financial stateme s. Furthermore, spec red taxes will be em onal Financial Repor ve gained a deeper rstand related proble	to complex companies consolidate n this cours accordance ndards (IFR ing is a pren cial Statem Statement A ot only by in economic s ith a profou inancial acc cognize cor wledge in a n consolidate ints will lear idation and es. Moreove ents will be ific questio phasized. A ting Standa knowledge ems corpora	organ d fina e will with S). Fui equis nent A Analys nent A Analys nection counti counti nection counti nection counti	izational ved are not incial state learn how t HGB (Germ rthermore t ite for this nalysis on ors but also on the cons on the cons on the cons derstandir ng, the stu ons betwee nting is requi- nancial stat basics and nsolidation quity metho l requirement red as well th regard to onally, stud nally, stud and about au nsolidation and audit	t ment to co an- hey will course. the one f the by sidered ng of dents en uired. cements cements l od. ents as the dents uiting. be firms

	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 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.						
5	Learr Acad After know Furth • • • • • • • • • • • • • • • • • • •	ning outcomes: emic: the successful completion of the module, stude dedge of accounting principles for consolidated ermore, they have demonstrate the ability to analyse and interpret the economic situati to compare and rank companies depending of to condense different ratios and information to apply the technical ratios to individual cas ring to Managerial Accounting students have de unting and controlling. Moreover, they are able to hal accounting. skills: the successful completion of the module, stude es as well as to identify practical problem areas a	ents have develope financial statemen on of a company, on their financial pe to an overall invest es. eveloped comprehe to explain relations ents are able to ana and solve them ade	d a comprehensive ts under German GAAP. erformance, ment decision, nsive knowledge in hips between external and lyze sound theoretical equately.			
6	Description of possible electives within the modules: none						
7	Exam	ination: Examinations for every part of the mod	lule				
	Relev	vant Work:	1	1			
	No	Number and Type; Connection to Course	Duration	Part of final mark in %			
8	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 a completed.	after all relevan	t wo	ork and study work have been successfully				
	CP Assignment:							
		No 1		1.00 CP				
11	Presence (see No 3)	No 2		1.00 CP				
	Polovant Work (see No 8)	No 1		2.00 CP				
		No 2		2.00 CP				
	Total			6 CP				
12	Weight of the module grade for the overall grade: 3.33% (6 of 180 CP)							
13	Module Prerequisites: Recommended: Knowlege based	on the module:	s Fin	nancial Accounting/Taxation and Controlling				
14	Presence: Presence is strongly recommende	ed to warrant le	arnir	ng success.				
	Mobility/Acknowledgement:							
15	Use of the module for other cou	rse programs	Bao Info	Bachelor Business Administration, Bachelor Information Systems				
16	Responsible Lecturer: Professor Dr. Peter Kajüter, Prof. Dr. Hans-Jürgen Kirsch			Department: School of Business and Economics				
17	Misc.:							

Advanced Taxation

Mod	dule Ti	tle english:		Advanced Taxation						
Cou	rse Pro	ogram:		Bachelor Economics						
1	Modu	ile No: BWL 1	2	State: Elective	Language of Instruction: Gerr			man	nan	
2	Turn: seme	each ester		Duration: 1 semester	Semester: 5 or 6	6	CP: 6	Workload	(h): 180	
	Modu	le Structure	:							
	No	Туре	Co	ourse		State		Workload (h)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Tra	ansaction Taxes		Cor	npulsory	15 h (1 CH)	30	
	2	Exercise	Tu	torial on Transaction Ta	axes	Cor	npulsory	15 h (1 CH)	30	
	3	Lecture	In	come Taxes		Cor	npulsory	15 h (1 CH)	30	
	4	Exercise	Tu	torial on Income Taxes		Compulsory		15 h (1 CH)	30	
4	Modu Purpo Integ impo princ skills Germ great possi and e Cours The p respec cours the ta inten decis parts pract	ale Profile: pse of the mo- rated knowle rtance for eff- iples necessa- in determini- an tax law be- importance to ble. The cour- extends the a se content: part Transacti- ect, it elabora- se may be ext- axation of par- sive introduc- ions from a t- are accompa- ical cases.	odul dge icie ary i eing co c rse cqu on tes cenc the tior ax p anie	le/integration into curr e of tax law, taxing proc nt economic and busin to taxation, the differen taxing consequences of one of the most compl onsider tax consequence Advanced Taxation buil tired knowledge in term Taxes provides a deepe on both national and in ded by an excursus into erships, corporations ar n into the relevant tax ru perspective. The most in ed by a tutorial, which h	iculum: esses and tax eff ess decisions. Th at types of taxes, a f alternative comp lex and fastest ch ces not only in ac ds on the module s of transaction t er understanding nternational (EU a real estate trans ad hybrid legal fo ules, the course f mportant issue is elps to process t	ects is do and olex ang lvang e "Pr caxes of va and r fer ta fer ta the be le	on busing business business ing ones i ce but als inciples of and inco lue-adde non-EU co ax. The pa in an adva ces on ma choice of ecture's th	esses is of gr nly refer to th s but requires es. With resp in the world it of corporate T ome taxes. d tax (VAT). In ountries) aspe art Income Ta anced way. A king optimal the legal form neoretical cor	eat e basic profound ect to t is of y as Taxation" n this ects. The xes covers fter an business m. Both atents in	
5	Learn Acad After evalu adva apply In the	ing outcome emic: completing t late them and nced knowled their knowled written exar to develop	he o d ca dge edge nina o a c	course, students know in structure them in an about the consequenc e on actual tax-related ation, the student shou coherent argument with	about tax-relevar optimal economi es of taxes on bu problems. Id demonstrate t in a limited perio	nt cir c wa sine he a d of	cumstanc y. Further ss decisio bility time,	tes, are able t more, they ga ons. They are	o ain able to	

	 to integrate and apply several concepts and tax rules, to apply the tax concepts and tax rules to individual cases. Soft skills: Students acquire knowledge through a combination of lecture, pre-processing and following up on lecture material, exercises. They are responsible for their own instructed search for information, including library, journals, internet etc. The solution of the exercises will be actively discussed in exercise sessions and moderated. 										
6	Desc none	ription of possible elective	es within the moo	lules:							
7	Exan	nination: Examinations for	r every part of the	module							
	Relev No	vant Work: Number and Type; Conne	ction to Course	Duration	Part of final mark in %						
8	1	Written exam on Transact	tion Tax (No. 1)	60 min.	50 %						
	2	Written exam on Income	Tax (No. 3)	60 min.	50 %						
9	Stud	y 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:										
			No 1		0.50 CP						
	Drog	sanca (saa Na a)	No 2		0.50 CP						
11	rie:		No 3		0.50 CP						
			No 4		0.50 CP						
	Rele	evant Work (see No 8)	No 1		2.00 CP						
			No 2		2.00 CP						
	Tota	al			6 CP						
12	Weig 3.33°	g ht of the module grade for % (6 of 180 CP)	r the overall grad	e:							
13	Mod Skills	ule Prerequisites: s from the module "Princip	les of Corporate 1	axation" are recor	nmended.						
14	Pres Prese	ence: ence is strongly recommen	ded to warrant le	arning success							
	Mob	ility/Acknowledgement:									
15	Use	of the module for other co	ourse programs	Bachelor Busines	ss Administration, Bachelor ems						

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

Specialization in Finance

Mod	Module Title english:			Specialization in Fin	Specialization in Finance						
Cou	rse Pro	ogram:		Bachelor Economics							
1	Modu	Ile No: BWL 1	3	State: Elective	State: Elective Language of Instruction: English						
2	Turn: each summer semester			Duration: 1 semester	Semester: 5 or 6 CP: 6				Workload	l (h): 180	
	Modu	le Structure	:								
	No Type Cour			se		State	2	w	orkload (h)	
3							Pı (h	resence 1 + CH)	Self- Study (h)		
	1	Lecture	Speci	alization in Finance		Com	oulsory	30	o h (2 CH)	90	
	2	Exercise	Tutori	ial Specialization in Fi	nance	Com	oulsory	15	5 h (1 CH)	45	
4	To ev discle (parti (gove trans this c build Cours The p inves conce rates deriv strate discu selec stude Ther Inter bond	aluate invest ose and asse ally) immuni ernment) bon actions and t ourse deal w s on the stat se content: rimary purpo tment decisi epts for capit , bond pricin atives like fu egies and the ssed and ap t and apply a ents learn to mes rest rates and ds	tment sess the ze port ds and to discuvith price istics conserved for an and tures, fee the set of	A strategies, for instance risks associated with respective stability and strong concepts, it builds ourses taught at the end of the stability and strong concepts, it builds ourses taught at the end ourses taught at the end of the stability and strong concepts, it builds ourses taught at the end ourses taught at the end of the stability and strong concepts, it builds ourses taught at the end of the stability and strong concepts, it builds ourses taught at the end of the stability and strong concepts, it builds ourses taught at the end of the strong of t	e in the field of it these strategies sks. The comprision of the senables an in usceptibility of s on the course arly stage of the then students' ses, the interse his includes an n. Furthermore, are taught. Sev Finally, perform bics. In the end we complex inv appropriate rig	retiren s and rehens vestor finance "Corp e prog knowl ction o basic veral p nance , succ restme gor. ricing ault ris rtfolio ves ar ive pri	nent sav to unde ion of t r to eval cial mar porate F gram. dedge ak of this k of this	vin rst he ket ina ots ly r tuc ler t u g a	gs, it is imp and how to pricing of te financia is. As most ince". Furth ut individua wledge wit sion of inte of the prici relevant inv nent metho dents are a ns. Further nder certai ble to und ation.	bortant to l topics of hermore it al h pricing rest ing of vestment ds are ble to more nty and erstand	

	Structured Products and Investment strategiesAssessment of the use of different investment strategies and complex structured products. Being able to apply concepts of derivative pricing to yield prices for structured products.									
	Perf mea	ormance asurement	Estima	te the risk-return tra	de-off from diff	feren	t points of view.			
5	Learn Acad The s diffe the in choo inves can e Soft The s mana finan the le lectu	ning outcomes: lemic: students are able to verse rent classes of derivers of the se and employ differ stment strategies. The evaluate different inverse skills: self-preparation of the age themselves and the cial problems helps ectures and tutorial are ta	value bo atives an actors o ent perfe ey are fa estment e studer their tim their tim them to strength ught in E	nds under certainty d their use in portfo ormance and risk-m miliar with current of strategies in the lig nts for the lecture fa e in a more effective solve problems in a nens the student's of English, the student	and assess int olio management as and structure easures in orde developments i thts of the efficient structured way iscussion-skill s' 'Business En	teres ent. The er to in po ilent way. y. Th s in to nglish	t rate risks. They know hey are able to quantify roducts.They are able to evaluate different rtfolio management and market hypothesis. of the students to The analysis of complex e interactive character of the academic context. As of proficiency is improved			
6	Description of possible electives within the modules: none									
7	Exan	nination: Final Modu	le Exam							
	Relevant Work:									
8				-			Dout of final model in 0/			
8	NO	Number and Type; (Connecti	ion to Course	Duration		Part of final mark in %			
8	1 1	Number and Type; (Final written exam	Connecti	ion to Course	Duration 90 min.		100 %			
9	No 1 Stud	Number and Type; (Final written exam y Work: none	Connecti	ion to Course	Duration 90 min.		100 %			
8 9 10	No 1 Stud Prere The c comp	Number and Type; 0 Final written exam y Work: none equisites for Credit P credit points will be g oleted.	oints:	after all relevant wor	Duration 90 min. k and study wo	ork h	ave been successfully			
9	No 1 Stud Prere The c comp CP A	Number and Type; (Final written exam y Work: none equisites for Credit P credit points will be g oleted. ssignment:	oints:	after all relevant wor	Duration 90 min. k and study wo	ork h	ave been successfully			
9	No 1 Stud Prere The c comp	Number and Type; (Final written exam y Work: none equisites for Credit P credit points will be g oleted. ssignment:	oints: ranted a	after all relevant wor	Duration 90 min. k and study wo	ork h	ave been successfully			
8 9 10	No 1 Stud Prere The c comp CP A Pres	Number and Type; (Final written exam y Work: none equisites for Credit P credit points will be g oleted. ssignment: sence (see No 3)	oints: ranted a	after all relevant wor No 1 No 2	Duration 90 min. k and study wo	.00 (ave been successfully			
8 9 10	No 1 Stud Prere The c comp CP A Pres Rele	Number and Type; 0 Final written exam y Work: none equisites for Credit P credit points will be g pleted. ssignment: sence (see No 3) evant Work (see No 8	oints: ranted a	No 1 No 1 No 1	Duration 90 min. •k and study wc 1. 0 4	.oo (.50 (ave been successfully			
9 10 11	No 1 Stud Prere The c comp CP A Pres Rele Tota	Number and Type; (Final written exam y Work: none equisites for Credit P credit points will be g oleted. ssignment: sence (see No 3) evant Work (see No 8	oints: ranted a	No 1 No 1 No 2 No 1	Duration 90 min. •k and study wo 1. 0 4 6	.oo (.50 (.50 (ave been successfully			
8 9 10 11	No 1 Stud Prere The c comp CP A Pres Rele Tota 3.33 ^c	Number and Type; 0 Final written exam y Work: none equisites for Credit P credit points will be g oleted. ssignment: sence (see No 3) evant Work (see No 8 al ght of the module gram % (6 of 180 CP)	oints: ranted a	No 1 No 2 No 1	Duration 90 min. 'k and study wo 'k and study wo 1. 0 4 6	.00 (.50 (.50 (ave been successfully CP			

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14	Presence: Presence is strongly recommended to warrant learning success						
	Mobility/Acknowledgement:						
15	Use of the module for other course programs	Bachelo Informa	elor Business Administration, Bachelor nation Systems				
16	Responsible Lecturer: Professor Dr. Thomas Langer		Department: School of Business and Economics				
17	Misc.:						

Insurance Economics

Mod	dule Tit	le english:		Insurance Economic	5				
Cou	rse Pro	ogram:		Bachelor Economics					
1	Modu	I le No: BWL 1	4	State: Elective	Language of I	nstru	ction: G	erman	
2	Turn: seme	each summe ster	er	Duration: 1 semester	Semester: 5 c	or 6	CP: 6	Workload	(h): 180
	Modu	Ile Structure:							
	No	Туре	Cours	se		State	9	Workload (h)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Insur	ance Economics		Com	pulsory	60 h (4 CH)	120
4	Cours The a mech are ca addit risk n of top analy both Durin scien field f stude betwo leadin	Se content: im of this contains of the apable in app ion, students hanagement bics encourage sing the com lectures and g lecture eact tific theory. The facilitates the ents to take a een students ing German in	urse is e insur olying r swill g system ges and plex ir exercis h weel The inc e trans greate . As pa suranc	to enable students to rance business. By the management accounti ain an understanding as caused by the regul alytical thinking and co interactions of the insu ses. Lecturers explain k, exercises are integra for between theory and fer between theory and er interest in insurance art of a symposium, stu- ce company.	understand the end of the cou ng systems in c in developing a atory requireme onveys a metho rance economy and discuss the ated and the st of different to d practice. The e economic issu udents participa	e prin Irse, if differe Ind in ents o odical v. Insu e mai udent p-clas speal ues an ate in	ciples an is expe- ent insur terpretir basis in rance Ec n conce s find ou s speak cer's role a d to sup a works	nd the causal cted that the ance sectors. In internal mo cy II. The broa understandi conomics con ots and techn ut the practica ers in the insu- e is to encours port discussi hop in the ho	students In odels and ad range ng and sists of iques. al use of urance age the ons use of a
	Basi	nes		arning objectives	tives and the s	necifi	c nartici	larities of the	
	econ	iomics	in:	surance economy.	lives and the s	pecin	c partici		
	Prop casu	erty and alty insuranc	e To	comprehend the calc	ulation of non-	life in:	surance	products.	
	Life i	insurance	To of	comprehend the calc profit bonus.	ulation of life in	nsurai	nce proc	lucts and the	process
	Rein	surance	To fo	learn about the main r direct insurers to coc	features of reir perate with a r	nsurar einsu	nce and rance co	the (dis-)adva mpany.	antages
	Cont	rolling	To co	learn about a variety mpanies` success	of methods to	provid	le inform	nation on the	

	Capi	ital investment	To study th insurance of	e regulatory particu companies.	larities in ma	anaging t	he investmen	ts of	
	Basi acco	c principles in ounting	To apprecia insurance u	ate the intention an undertakings.	d legal funda	mentals	of the accour	its of	
	Solv man	ency and risk agement	To evaluate risk manag	e the elements of So ement.	olvency II and	l the rele	vant requirem	ients to	
	Value based managementTo study the requirements for insurance companies to develop branch specific internal models for gathering data on all relevant and quantif risks basing itself on economic criteria.								
	Busi	iness strategy	To valuate German ins	the strategic operat surance market.	ion options f	or insura	ince companio	es at the	
5	 Learning outcomes: Academic: During the 90 minute written examination students have to deal with about 10 issues concerning both the use of management tools within certain lines of insurance business and value based management of insurance companies. Theory and practical applications from lectures and symposium build the ground of the assessment. In the written examination, students are supposed to demonstrate their abilities to solve problems effectively within a limited period of time, to transfer and integrate knowledge, methods and theory from lectures and exercises, to select and identify the most relevant aspects first. Soft skills: The module promotes interdisciplinary understanding of enterprise-wide management tasks. This is mediated especially through the practice-oriented presentations of executives from the German insurance industry. Second, the lectures fosters discussion skills of students through direct communication with experts and senior executives. Students additionally will be made aware of the importance of communication skills and conflict management in workplace decision-making								
6	Desc none	ription of possib	le electives	within the modules	:				
7	Exam	iination: Final M	odule Exam						
	Relev	vant Work:							
8	No	Number and Typ	pe; Connect	ion to Course	Duration	P	Part of final ma	ark in %	
	1	Final written exa	am		90 min.	1	00 %		
9	Study	y Work: none							
10	Prere The c comp	equisites for Crec redit points will pleted.	lit Points: be granted a	after all relevant wo	rk and study	work hav	ve been succe	ssfully	
4.4	CP As	ssignment:							
11	Pres	sence (see No 3)		No 1		2.00 CF)		

	Relevant Work (see No 8)	No 1			4.00 CP			
	Total				6 CP			
12	Weight of the module grade for the 3.33% (6 of 180 CP)	ie overall grade	2:					
13	Module Prerequisites: none							
14	Presence: Presence is strongly recommended to warrant learning success							
	Mobility/Acknowledgement:							
15	Use of the module for other cours	se programs	Bachelo Informa	elor Business Administration, Bachelor nation Systems				
16	Responsible Lecturer: Prof. Dr. Wolfgang Berens			Department: School of Business and Economics				
17	Misc.:							

Advanced Marketing

Mod	lule Ti	tle english:		Advanced Marketing					
Cou	rse Pro	ogram:		Bachelor Economics					
1	Modu	Ile No: BWL :	15	State: Elective	Language of Instruction: English				
2	Turn: seme	each summ ester	er	Duration: 1 semester	Semester: 5 0	or 6	CP: 6	Workload	l (h): 180
	Modu	ıle Structure	:						
	No	Туре	Cours	se		State		Workload (h)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Servi	ces Marketing		Com	oulsory	30 h (2 CH)	60
	2	Lecture	Entre	preneurial Marketing		Com	oulsory	30 h (2 CH)	60
4	Purpo The n "Marl Cours The a know key tl aim c meth into t	nodule build keting Opera se content: im of the Se dedge in rela neories, moc of the Entrepi odological k he challenge	s on th tions" a rvices <i>N</i> tion to lels, sta reneuria nowled es of En	ntegration into currico e courses "Foundation and deepens context-s Marketing course is to the market-oriented m ategies, methods, and al Marketing course is ge about the topic Ent trepreneurial Marketin	alum: as of Marketing specific knowle provide studer nanagement of instruments of to provide stud trepreneurial <i>N</i> ng that contribu	", "Ma edge in ts with servic f this s dents larketi ute to t	rket Res the res the res pecific with the ng. The the succ	search", and spective doma etical and me icts. Insights domain are g coretical and students gain cess of new co	ains thodical into the iven. The n insights ompanies.
5	 Learning outcomes: Academic: To various extents, the different courses adher to the following learning goals. Upon completion of this course, students are able to understand and explain essential terms, concepts, models, instruments, and methods from the area of services marketing/ ntrepreneurial marketing. recognize and analyze specific challenges of service provision/ entrepreneurial marketing successfully. Soft skills: To various extents, the different courses adher to the following learning goals. Upon completion of this course the student is able to solve problems efficiently and in a socially desirable manner in an (international) team; prepare and communicate results of this team work. solve topic-specific cases effectively. participate and lead topic-specific discussions in English. 								
6	Desc none	ription of po	ssible e	electives within the m	odules:				

7	Exan	nination: Examinations for ev	very part of the	module					
	Rele	vant Work:			I		1		
8	No	Number and Type; Connecti	on to Course		Dur	ation	Part of final mark in %		
	1	Written exam Services Mark	eting		60	nin.	50 %		
	2	Written exam Entrepreneuria	al marketing			min.	50 %		
9	Stud	y Work: none							
10	Prere The c com	equisites for Credit Points: credit points will be granted a pleted.	ifter all relevan	t work an	d study	work have b	een successfully		
	CP A	ssignment:							
	Pres	sence (see No 3)	No 1			1.00 CP			
11			No 2			1.00 CP			
	Rele	evant Work (see No 8)	No 1			2.00 CP			
			No 2			2.00 CP			
	lota	al				6 CP			
12	Weig 3.33	sht of the module grade for th % (6 of 180 CP)	ne overall grade	e:					
13	Mod Reco	ule Prerequisites: mmended: Modules "Founda	itions of Marke	ting" and	"Quanti	tative Mark	eting".		
14	Pres Pres	ence: ence is strongly recommende	d to warrant le	arning su	ccess.				
	Mob	ility/Acknowledgement:							
15	Use	of the module for other cour	Bachelo Informat	r Busine tion Syst	ess Administ tems	tration, Bachelor			
16	Resp Univ Man	o onsible Lecturer: Prof. Dr. Thorsten Hennig-Th fred Krafft, Professor Dr. Thor	urau, Professo sten Wiesel	r Dr.	Department: School of Business and Economics				
17	Misc	.:							

Advanced Management

Mod	lule Tit	le english:		Advanced Manage	me	ent				
Cou	rse Pro	gram:		Bachelor Economic	cs					
1	Modu	I le No: BWL 1	6	State: Elective		Language of I	Instru	ction: E	nglish	
2	Turn: seme	each summe ster	er	Duration: 1 semester		Semester: 5 c	or 6	CP: 6	Workload	l (h): 180
	Module Structure:									
	No	Туре	Cours	se			State	9	Workload (h)
3									Presence (h + CH)	Self- Study (h)
	1	Lecture	Adva	nced Management	ed Management				30 h (2 CH)	60
	2	Seminar	Adva	nced Management			Com	pulsory	30 h (2 CH)	60
4	Course content: Strategic Management is characterized by a multitude of models and frameworks. The theoretical foundation and the interdependencies between the different models often get lost. This course provides a coherent theoretical framework that combines the most important theories of strategic management and answers how firms can achieve a sustainable competitive advantage. Through case studies and exercises students learn how firms select a suitable industry, how firms position within this industry, how firms develop and use core competencies, and how firms create efficient governance structures. The students also learn about the importance of leadership in implementing suitable actions in practice.									
5	Learning outcomes: Academic: Students learn to analyze and assess the essential questions in strategic management. The students learn how leadership influences the implementation of strategic actions. Soft skills: By conducting a case study as a team, students develop and strengthen various soft skills. Students learn how to efficiently and effectively work as a team, how individual attitudes, preferences and behaviors influence the quality of team decisions, what kind of communication facilitates or hinders team collaboration.									
6	Description of possible electives within the modules: none									
7	Examination: Examinations for every part of the module									
8	Relev No	ant Work: Number and Course	Туре;	Connection to	Dı	uration			Part of fin in %	al mark
	1	Written exan	n (Nr. 1)	90	o min.			60 %	

	2	Analysis and presentation o case study (Nr. 2)	f team	50 Powerp 45 min. (m	oint slides (ma: ax.)	x.) &	40 %			
9	Study	Work: none								
10	Preree The cr comp	quisites for Credit Points: redit points will be granted a leted.	ifter all rele	vant work a	nd study work l	nave t	peen successfully			
	CP As	signment:								
	Dree		No 1		1.00	СР				
11	Prese	ence (see No 3)	No 2		1.00	СР				
	Relev	vant Work (see No 8)	No 1		2.50	2.50 CP				
			No 2		1.50	1.50 CP				
	Total	l			6 CP					
12	Weight of the module grade for the overall grade: 3.33% (6 of 180 CP)									
13	Modu none	le Prerequisites:								
14	Prese Prese	nce: nce is strongly recommende	d to warran	t learning s	uccess					
	Mobil	lity/Acknowledgement:								
15	Use o	of the module for other cour	se program	s Bachel	achelor Business Administration, Bachelor formation Systems					
16	Respo Prof. [o nsible Lecturer: Dr. Stephan Nüesch			Department: School of Business and Economics					
17	Misc.:	Misc.:								

Mod	lule Ti	tle english:		International Financi	al Management			
Cou	rse Pro	ogram:		Bachelor Economics				
1	Modu	ule No: BWL 1	17	State: Elective	Language of Instru	uction: Englis	sh	
2	2 Turn: each winter semester			Duration: 1 semester	Semester: 5 or 6 CP: 6 Workload (h)): 180
	Modu	le Structure	:					
	No Type Course				State	Workload	(h)	
3							Presence (h + CH)	Self- Study (h)
	1	Lecture	Inter	national Financial Man	agement	Compulsor	y 30 h (2 CH)	90
	2	Exercise	Tuto Mana	rial on International Fir agement	ancial	Compulsor	45	
4	Purpe The n persp large focus maki Cours The n of int such firms first i finan	ose of the mo nodule "Inter pective to the ly deal with a ses on compl ng. Se content: nodule "Inter ernational ar as exchange , and interna nsights as to cial decision	rnation e modu a singl exities rnation nd mu e rates tional o how o makin	integration into curric nal Financial Managem iles "Finance" and "Go e-country setting, the r s that specifically arise hal Financial Managem tinational enterprises. and currency markets, portfolio management differences in institution	ulum: ent" adds an intern overnance and Mana nodule "Internation in cross-border fina ent" discusses rele It covers classical t derivatives and hec and asset pricing. I nal arrangements a ue across countries	ational, mult agement". W al Financial <i>I</i> ancial and ma vant topics fo opics in Inte dging, valuat Further, this nd cultural n	ti-country hile these m Management anagerial de or the manag rnational Fin ion of multir module prov forms affect	odule t" cision gement ance national ides
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	Desc none	ription of pos	ssible	electives within the m	odules:			
7	Exam	ination: Fina	al Moc	lule Exam				

International Financial Management

	Rele	vant Work:						
8	No	Number and Type; Connect	ion to Course	Du	ration	Part of final mark in %		
	1	Final written exam		12	o min.	100 %		
9	Stud	y Work: none						
10	Prere The c com	equisites for Credit Points: credit points will be granted a pleted.	ifter all relevant	work aı	nd study work h	ave been successfully		
	CP A	ssignment:						
	Brog	conco (coo No o)	No 1		1.00 (CP		
11	Fle	Sence (See No 3)	No 2		0.50	CP		
	Rele	evant Work (see No 8)	No 1		4.50 (CP		
	Tota	al			6 CP			
12	Weig 3.33°	g ht of the module grade for th % (6 of 180 CP)	ne overall grade	:				
13	Mod Reco	ule Prerequisites: mmended: Module Corporate	e Finance					
14	Pres Pres	ence: ence is strongly recommende	ed to warrant lea	rning sı	uccess			
	Mob	ility/Acknowledgement:						
15	Use	of the module for other cour	se programs	Bachel	or Business Adr	ninistration		
16	Resp Profe	oonsible Lecturer: essor Nadja Guenster			Department: School of Business and Economics			
17	Misc	.:						

Public Firms

Mod	dule Tit	tle english:		Public Firms						
Cou	rse Pro	ogram:		Bachelor Economics						
1	Modu	Ile No: BWL 1	۱8	State: Elective	Lang	Language of Instruction: German			German	
2	Turn: seme	each winter ester		Duration: 1 semester	Seme	Semester: 5 or 6 CP: 6		Workload	(h): 180	
	Modu	ıle Structure	:							
	No	lo Type Course				State	e	Workload (h)	
3									Presence (h + CH)	Self- Study (h)
	1	Lecture	Public	: Firms			Com	pulsory	30 h (2 CH)	60
	2	Exercise	Exerci	se Public Firms			Com	pulsory	30 h (2 CH)	60
5	Purpose of the module/integration into curriculum: The module can be understood by itself, however, see 12. Course content: Subject of this module are the peculiarities of public firms. Learning outcomes: Academic: The students recognise the peculiarities of public firms and can apply their general management knowledge on them. Soft skills: The students learn to understand and actively apply arguments. The exercise includes teamwork and the application of presentation skills.									
6	Desc none	ription of pos	ssible e	lectives within the mo	odules:					
7	Exam	i nation: Exa	minatio	ons for every part of th	e modu	ule				
	Relev	vant Work:			1			I		
	No	Number and	d Type;	Connection to Course		Duration	n	Ра	art of final ma	ark in %
	1	Written exa	m on Pı	ıblic Firms (No. 1)		90 min.		50	o %	
8	2	Work in Exe	rcises (No. 2):				50	o %	
		Assignment	S			2 x 2 p.				
		Short Präse	ntation			10 min.				
		Test exam				90 min.				

9	Study Work: none						
10	Prerequisites for Credit Points: The credit points will be granted completed.	after all relevan	t work ar	nd study work have been successfull	ly		
	CP Assignment:						
		No 1		1.00 CP			
11		No 2		1.00 CP			
	Polovant Work (see No 8)	No 1		2.00 CP			
		No 2		2.00 CP			
	Total			6 CP			
12	Weight of the module grade for the overall grade: 3.33% (6 of 180 CP)						
13	Module Prerequisites: Knowledge of foundations of mar	nagement and N	Nicroeco	onomics I.			
14	Presence: Presence is strongly recommende	ed to warrant le	arning sı	uccess			
	Mobility/Acknowledgement:						
15	Use of the module for other cou	rse programs	Bachelo Politics and Lav	or Business Administration, Bachelo and Economics, Bachelor Economic w, Dual Bachelor Economics	r :s		
16	Responsible Lecturer: Prof. Dr. Alexander Dilger			Department: School of Business and Economics			
17	Misc.:						

Selected Topics in Business Administration

Mod	lule Ti	tle english:	Selected Topics in B	Business Admi	inistrat	ion					
Cou	rse Pr	ogram:	Bachelor Economics	5							
1	Mod 31	ule No: BWL	State: Elective	Language o	f Instru	iction: (Germa	n or	English		
2	Turn	: irregularly	Duration: 1 semesterSemester: 5 or 6CP: 6			Workload (h): 180			80		
	Mod	ule Structure:									
	No	Туре	Course				State	9	Workload	Workload (h)	
3									Presence (h + CH)	Self- Study (h)	
	1	Lecture/ Exerc	cise Selected Topics	Selected Topics in Business Administration				ive	6o h (4 CH)	120	
	2	Seminar	Selected Topics	in Business A	dminis	tration	Elective		30 h (2 CH)	150	
4	Mode Purp In thi cours Cour This regul	ule Profile: ose of the module is module differ se is given irreg se content: module gives the ar program or to	ule/integration into c ent subjects will be d ularly. ne possibility to deal y o deepen topics and p	urriculum: leepened, eve with topics an problems of th	ntually d probl ne regu	also th lems, w lar prog	rough hich a gram.	gue ire n	st lecturers ot part of tl	s. The he	
5	Learning outcomes: Academic: The module either enhances the horizon of the students by dealing with topics and problems that are not part of the regular program or it deepens their knowledge in certain business topics and problems. Soft skills: If its a seminar. Knowledge of how to work scientifically.										
6	Desc Eithe	ription of possi r the lecture/ex	ble electives within t kercise or the seminar	he modules: has to be cho	osen.						
7	Exan	ination: Final I	Module Exam								
	Relev	vant Work:					_	-	<i></i>		
8	No	Number and T	ype; Connection to Co	ourse	Durati	on	P	art o	of final mar	'k in %	
		writen exam o	r	,, ,,, , , , , , , , , , , , , , , , ,	90 mm	•					

	2 If a seminar is absolvedm presentation	(No. 2): paper and	12 pages + 3 min.	30 100 %		
9	Study Work: none					
10	Prerequisites for Credit Points: The credit points will be granted completed.	after all relevant work	k and study wo	ork have been successfully		
	CP Assignment:					
		No 1 (on choice)		2.00 CP		
		No 2 (on choice)		1.00 CP		
11	Polovant Work (see No 9)	No 1 (depending on o presence)	choice under	4.00 CP		
	Relevant work (see No 8)	No 2 (depending on under presence)	choice	5.00 CP		
	Total			6 CP		
12	Weight of the module grade for 3.33% (6 of 180 CP)	the overall grade:				
13	Module Prerequisites: none					
14	Presence: Presence is strongly recommend	ed to warrant learning	g success			
15	Mobility/Acknowledgement:					
-5	Use of the module for other cou	Irse programs Back	helor Business	s Administration		
16	Responsible Lecturer: Professor Dr. Peter Kajüter		Department: School of Business and Economics			
17	Misc.:					

Mathematics and IT

Mod	dule Ti	tle english:	Mathematics and IT					
Cou	rse Pro	ogram:	Bachelor Economics					
1	Mod	u le No: QR1	State: Compulsory	Language of Instru	ction: Germa	เท		
2	Turn : seme	each ester	Duration: 1 semester	Semester: 1 or 2	CP: 12	Workload (h): 360	
	Mod	ule Structure:						
	No	Туре	Course		State	Workload	Workload (h)	
						Presence (h + CH)	Self- Study (h)	
3	1	Lecture/ Exercise	Mathematics for Eco	nomics	Compulsor	/ 75 h (5 CH)	105	
	2	Exercise	Mathematics Refresh	Compulsor	/ 30 h (2 CH)	0		
	3	Lecture	Financial Mathemati	Financial Mathematics			45	
	4	Lecture	Techniques in IT		Compulsor	/ 30 h (2 CH)	60	
4	 Module Profile: Course content: Mathematics are fundamental in every kind of quantitative study of business and economics. Mathematical skills are essentially needed, e.g., in Statistics, Operations Management and Finance. There are no prerequisites except a thorough knowledge of school mathematics, in particular differential and integral calculus for functions of one variable. Financial mathematics is one of the most fundamental and traditional instruments of business administration. It is essentially deployed in professional as well as private life. Managers and investors require internal and external financial information taken as a basis for business accounting. Information systems are used nearly everywhere in the academic study and later on in the job. The typical IT-tool of the manager for his job in planning and making decisions is the spreadsheet software. Therefore the professional use of Excel will be introduced, including the use of the features of Excel that base on the mathematical theories of the module like the solver. Most of the data needed can be found in databases. The students have to learn how to access these databases and to extract data using Access, SQL and ODBC. In addition, techniques of error-free working and the creation of business graphics are taught in the context of using spreadsheets. Upon completion of the course the student is able 							

Themes

Learning objectives

Systems of linear equations	To understand how to translate linear dependencies between economical variables into systems of linear equations and how to solve them. To find optimal solutions.
Linear Programming	To transfer real world linear optimization problems into a mathematical form and to solve them using the Simplex-Algorithm and the Two-Phase-Method
Vectors and operations with vectors	To learn how to mathematize economic profiles by means of vectors and how to do and interpret elementary operations with vectors, such as linear combinations.
Matrices and operations with matrices	To use matrices as mathematical models of linear economical mappings between groups of economical variables. To do basic operations such as products of matrices, matrix inverses, determinants and eigenvalues of matrices and to understand how these operations are used in quantitative economics.
Series	To characterize economical series by means of implicit and explicit formulas. To sum up finite and infinite series. To understand the interrelation between power series and functions of one variable.
Diferential calculus	To understand how functions of several variables are used in quantitative economics. To learn the role of partial/directed/total derivatives as tools describing variational properties of those functions. To use implicit derivatives. To understand the interrelation between curvature of functions and their second-order-derivatives
Nonlinear Optimization	To use derivatives of functions in optimization of economically motivated differentiable functions. To understand the treatment of differentiable restrictions in optimization (Lagrange-method). Finally, to investigate the influence of exogenous variables on the optimal
Introduction to financial mathematics	to gain an overview over financial mathematics issues
Fundamentals of financial mathematics	to learn about the objective of financial mathematics, calculation of sequences and orders as basic tools as well as the calculation of logarithms
Interest calculation	to accomplish yearly, in the course of the year and constant interest calculation
Annuity computation	to accomplish yearly, eternal and progressive calculation of annuity
Repayment calculation	to accomplish the calculation of amortization by instalments and annuity repayment
Determination of rates, especialle effective interest rates	to understand the nexus of rate and return and the systematisation of capital debt. To accomplish the calculation of rate and return
Spreadsheet: Excel	To use a spreadsheet program for your own work in study and job. To structure the spreadsheets using the input-process-output way. To know the functions of decision making and finance. To make diagrams as business graphs in many different ways. To Use Scenarios, Goal Seek and Pivot-tables. Techniques of error-free working.

	Database: Access, SQL and ODBCTo get use of the data in databases. To connect foreign databases with my personal database system. To select and to aggregate data of these databases using the techniques of SQL and QBE.								
5	 Learning outcomes: Academic: The student should demonstrate the ability to do mathematical calculations such as optimizations and solutions of economical equations which are necessary in further economical analyses. to mathematize economical problems, that is find mathematical structure in those problems to implement complex mathematical models in professional software like Excel to use professional software to solve their problems but know the difference between academic and professional use of items Soft skills: Reading and understanding formal texts (like mathematical formulas in economics), Working in small groups (self study) in order to solve mathematical problems, Presentation Skills (when visiting the tutorial), structuring given problems in a formal way, e.g. rows and columns. 								
6	Description of possible electives within the modules: none								
7	Examination: Examinations for every part of the module								
	Relevant Work:								
	No	Number and Type	e; Connecti	on to Course	Duratio	n	Part of final mark in %		
8	1	Electronic Exam '	ectronic Exam "Mathematics" (No. 1)				58 %		
	2	Written exam Fin	ancial Math	nematics (No. 3)	30 min.		17 %		
	3	Computerized ex Excel and Access	am "Techn (No. 4)	iques in IT" using 60 min.			25 %		
9	Stud	y Work: none							
10	Prere The c comp	equisites for Credi credit points will b pleted.	t Points: e granted a	fter all relevant work ar	nd study	work hav	e been successfully		
	CP A	ssignment:							
				No 1		2.50 CP			
	Drog	anco (coo No o)		No 2		1.00 CP			
11	Fies	Sence (See NO 3)		No 3		0.50 CP			
				No 4		1.00 CP			
	Rela	want Work (see N	n 8)	No 1		3.50 CP			
	Relevant Work (see No 8) No 2 1.50 CP								

		No 3			2.00 CP			
	Total				12 CP			
12	Weight of the module grade for th 6.67% (12 of 180 CP)	ie overall grade:						
13	Module Prerequisites: none							
14	Presence: Presence is strongly recommended to warrant learning success							
15	Mobility/Acknowledgement:							
-5	Use of the module for other cour	se programs B	achel	or Busine	ss Administration			
16	Responsible Lecturer: Dr. Alfred Brink, Dr. Walter Schmitting, Dr. Ingolf Terveer			Department: School of Business and Economics				
17	Misc.:							
Statistics

Mo	Module Title english:			Statistics					
Cou	irse Pr	ogram:		Bachelor Economics					
1	Mod	ule No: QR 2		State: Compulsory	Language of Instruction: German				
2	Turn: each semester			Duration: 2 semesters	Semester: 1 0	12	CP: 12	Workload	(h): 360
	Module Structure:								
	No	Туре	c	ourse		Stat	te	Workload (h)
3								Presence (h + CH)	Self- Study (h)
_	1	Lecture	S	tatistics I		Con	npulsory	30 h (2 CH)	60
	2	Exercise	T	utorial on Statistics I		Con	npulsory	30 h (2 CH)	60
	3	Lecture	S	tatistics II		Con	npulsory	30 h (2 CH)	60
	4	Exercise	Т	utorial on Statistics II			npulsory	30 h (2 CH)	60
	The r infer stati Cour The c wher infer stati	module gives ence. It is a p stics. se content: course Statist reas the cours ence. The lea stical methoc	a s rer tics se s rni ls.	general introduction to ec equisite for all future cou I introduces the concept Statistics II introduces the ng objective is to obtain a	onomic statistic rses in empirica s and tools use basics of prob solid active an	cs, pr al me d in d abilit d pa	obability thods, ec lescriptiv y theory ssive knc	theory and s conometrics a re economic s and statistica owledge of the	tatistical ind itatistics, il e basic
	The	mes			Learning obj	ectiv	es		
4	Topics in Statistics I: Basic notat terminology of descriptive econo statistics, data sources, scale lev statistics software, absolute and frequencies, frequency tables, ge their manipulation, empirical dis function, empirical quantiles and function, measures of location at dispersion, skewness, aggregative and variances, histograms, boxp measures of inequality and conce harmonic and geometric mean, ge and factors, index numbers, sub Simpsons paradox, high dimens			I: Basic notation and riptive economic rces, scale levels, absolute and relative ncy tables, graphics and empirical distribution quantiles and quantile of location and ss, aggregation of means ograms, boxplots, lity and concentration, netric mean, growth rates numbers, subindexes, high dimensional data:	Students shall - provide a description of the method used for analysis, including a discussion of advantages, disadvantages, and necessary assumptions know how to organize, manage, and present data numerically and graphically for appropriate statistical analysis know how to use a statistical computing software for data analysis.				of the es, and merically al

	absolute and relative frequencies, conditional distributions, conditional measures of location and dispersion, descriptive independence, coefficient of correlation, rank correlation, contingency coefficient, descriptive regression, elementary time series analysis, component model, detrending, saisonal adjustment, exponential smoothing.	
	Topics in Statistics II: Basic notation and terminology of elementary probability theory and statistical inference, combinatorics, conditional probability, law of total probability, independence, probability trees, Bayes theorem, discrete and continuous random variables, distribution function, quantile function, density function, linear transformations of random variables, expectation, variance, Bernoulli distribution, binomial distribution, Poisson distribution, geometric distribution, normal and standard normal distribution, exponential distribution, uniform distribution, joint and conditional distribution (bivariate), independence, covariance, correlation, law of large numbers, limit theorems, sampling, sampling function, statistics, point estimation, interval estimation, hypothesis tests for expectations and proportions, chi square tests of goodness of fit and independence.	 Students shall understand the mathematical basis and foundations of probability theroy and statistical inference. demonstrate understanding of the properties of probability and probability distributions and their role as the foundation for statistical inference. demonstrate ability to use formal statistical argument in the context of economics and statistics. provide a description of the method used for analysis, including a discussion of advantages, disadvantages, and necessary assumptions. provide a conclusion of the results and of a statistical analysis. provide a conclusion to the study including a discussion of limitations of the analysis. provide a concise and clear description of a statistical problem in economics.
5	Learning outcomes: Academic: After completing the module, the students have probabilistic methods used in economics. The s They recognize the importance and value of star problem solving. They understand the overall p analyzing data, interpreting and presenting resu where statistics helps to accurately explain abs appreciate the connections between theory and read statistical literature of various types, inclue sources. Soft skills: Logic and Critical Thinking: Students have a fac	e a basic knowledge of the statistical and students are statistically and numerically literate. tistical thinking, training, and approach to rocess and particular steps in collecting and ults. They are familiar with a variety of examples tract phenomena. They can recognize and I applications. Students learn to independently ding survey articles, scholarly books, and online ility with abstract reasoning, including the ability

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 statistics to help guide possible lines of inquiry. They solve complex problems by identifying feasible divisions into simpler subproblems. They gather and organize relevant information such as related problems, examples and counterexamples. They sharpen statistical 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 statistics 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.						
6	Description of possible electives within the modules: none						
7	Exam	ination: Examinations for e	very part of the mod	lule			
	Relevant Work:						
8	No	Number and Type; Connect	ion to Course	Duration	Part of final mark in %		
Ū	1	Written exam on Statistics		120 min.	50 %		
	2	Written exam on Statistics	11	120 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:						
			No 1		оо СР		
	Droc	anca (cao No a)	No 2		1.00 CP		
11	FIES	ence (see no 3)	No 3		1.00 CP		
			No 4	1.	оо СР		
	Rele	vant Work (see No 8)	No 1	4	.oo CP		
	ncic		No 2	4	.oo CP		
	Tota	l		1	2 CP		
12	Weig 6.67%	ht of the module grade for t % (12 of 180 CP)	he overall grade:				
13	Modu none	le Prerequisites:					
14	Prese Prese	ence: ence is strongly recommende	ed to warrant learnir	ng success			
15	Mobi	lity/Acknowledgement:					

	Use of the module for other course programs	Bachelor Business Administration, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Economics			
16	Responsible Lecturer: Prof. Dr. Mark Trede, Professor Dr. Bernd Wilfling		Department: School of Business and Economics		
17	Misc.:				

Law

Мос	lule Ti	tle english:		Law						
Cou	rse Pro	ogram:		Bachelor Economics						
1	Modu	u le No: QR3		State: Compulsory	Language of	Language of Instruction: German				
2	Turn: seme	each summe ester	er	Duration: 1 semester	Semester: 1	or 2	CP: 6	Workload	(h): 180	
	Module Structure:									
	No Type Course			se		State	2	Workload (h)	
3							Presence (h + CH)	Self- Study (h)		
	1	Lecture	Civil	Law	Com	oulsory	60 h (4 CH)	120		
4	Introduction to Civil Law, specifically the general part of the German Civil Code, the law of obligations, and sales law. The lecture will essentially deal with the formation of contracts and their potential refutation. In addition, the lecture will provide the students with broad knowledge when it comes to minor's law and legal representation issues. Furthermore, the law of obligations part of the lecture focusses on warranty rights. Eventually, the students will be introduced to sales law which is substantial in business contexts.						of its and iowledge oligations ed to			
5	Learning outcomes: Academic: Basics of legal methodology will be taught. These include the close and intensive work with the facts of a certain case and the identification of the relevant and corresponding legal norms which are required in order to solve the problems of that certain case. The students will be able to transfer their theoretical knowledge onto practice-oriented cases. Soft skills: The students will be able to present their results in a coherent way.									
6	Desc none	ription of pos	sible	electives within the mo	odules:					
7	Exam	iination: Fina	al Moc	lule Exam						
	Relev	vant Work:								
8	No	Number and	Туре	; Connection to Course	Duratio	on	Pa	art of final ma	rk in %	
	1	Final written	exam	1	90 min. 10			0 %		
9	Study	y 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 (see No 3)	No 1		2.00 CP		
	Relevant Work (see No 8)	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: none					
14	Presence: Presence is strongly recommende	ed to warrant le	arning su	ICCESS		
	Mobility/Acknowledgement:					
15	Use of the module for other cou	rse programs	Bachelo	or Business Administration		
16	Responsible Lecturer: Professor Dr. Peter Kajüter			Department: School of Business and Economics		
17	Misc.:					

Empirical Economics

Module Title english:				Empirical Economics					
Cou	rse Pro	ogram:		Bachelor Economics					
1	Modu	u le No: QR4		State: Compulsory	Language of Instruction: German or English				
2	Turn: each summer semester		er	Duration: 1 semester	Semester: 3 or	CP: 9	Workload (I	h): 270	
	Module Structure:								
	No	Туре	Coι	urse		State	Workload (h)	
3							Presence (h + CH)	Self- Study (h)	
	1	Lecture	Em	pirical Economics		Compulsory	30 h (2 CH)	182	
	2	Exercise	Em	pirical Economics		Compulsory	30 h (2 CH)	178	
4	Purpose of the module/integration into curriculum: This module lays the foundation for all courses with empirical research components, in particular for the modules Advanced Statistics and Econometrics. Prerequisite for this lecture course is the module Statistics. Course content: Topics: Empirical economic questions and data, linear regression with one regressor, linear regression with multiple regressors, nonlinear regressions, assessing the validity of empirical studies, instrumental variables regression, introduction to panel-data regression. The learning objective is to obtain a passive and active knowledge of these topics. The course skips most of the formal mathematical treatment and focuses on the intuitive understanding of the concepts. In the class, statistical software is used to apply the methods to real-world data.								
5	the formal mathematical treatment and focuses on the intuitive understanding of the concepts. In the class, statistical software is used to apply the methods to real-world data. Learning outcomes: Academic: Students learn to understand foreign empirical work and to question it critically. Students learn to conduct own empirical projects using today's standard econometric methods and to implement them using appropriate econometric software packages. 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 through the regression model. 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 regression analysis 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 econometric tools.								

	tools. The students undermine nonsensical regulations subversively. The students can engage their creativity in the quest for novel and elegant solutions. Communication: The students accept comments and feedback, and learn from them. They can explain fundamental concepts arising in regression analyses 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.								
6	Description of possible electives within the modules: none								
7	Examination: Final Module Exam								
	Relev	vant Work:							
8	No	Number and Type; Connect	ion to Course		Duration		Part of final mark in %		
	1 Final 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.								
	CP A	CP Assignment:							
	Presence (see No 2)		No 1		1.00 (СР			
11			No 2 1		1.00 (CP			
	Rele	evant Work (see No 8)	No 1	No 1 7.0		7.00	СР		
	Tota	l	9 CP						
12	Weig 5% (9	ht of the module grade for tl 9 of 180 CP)	he overall grade	:					
13	Mod Prere	u le Prerequisites: equisite: Module Statistics							
14	Prese Prese	ence: ence is strongly recommende	ed to warrant lea	Irning	success				
	Mobi	lity/Acknowledgement:							
15	Use	of the module for other cour	se programs	Bacl Ecor	helor Econo nomics, Bac	mics, chelor	Bachelor Politics and Economics and Law		
16	Resp Prof.	onsible Lecturer: Dr. Mark Trede, Professor Dr	. Bernd Wilfling	Department: School of Business and Economics			ess and Economics		
17	Misc								

General Studies

Mod	dule Ti	tle english:	General Studies						
Cou	rse Pr	ogram:	Bachelor Economics						
1	Mod	ule No: QR5	State: Compulsory	State: Compulsory Language of Instruc		tion: German or English			
2	Turn: each summer semester		Duration: 1 semester	Semest 5 or 6	er: 3 or 4 or	CP: 6	Workload (h): 180	
	Mod	ule Structure:							
	No	Туре	Course			State	Workload	Workload (h)	
3							Presence (h + CH)	Self- Study (h)	
	1 Lecture/ Exercise		e Mathematical skill	s for Ecor	nomists	Compulso	Compulsory 30 h (2 CH)		
	2	Lecture / Seminar	Business Skills for	Economi	sts	Elective 30 h (2 60 CH)		60	
4	Cour In th Mün langu inter	se content: is module, the stu ster. Depending c uages, scientific t cultural and/or cu	udents take courses of on the chosen course s heory, rhetoric, presen reative skills.	ut of the a students ៖ ntation ar	area "General get aknowled nd mediation	l studies" o ged in the , profession	of the Universi area of (foreig nal and/or	ty of şn)	
5	Lear Soft Depe com profe	ning outcomes: skills: ending on choice, munication and p essional skills.	students learn import resentation, scientific	tant skills writing, r	in the areas nulticultural	of foreign l and creativ	languages, ve skills and		
6	Description of possible electives within the modules: Students choose courses out of the area "General studies" of the University of Münster. Students can choose between the following combinations: 3 courses with 2 CP or 2 courses with 3 CP or 1 course with 2 CP and 1 course with 4 CP.								
7	Exan	nination: Examin	ations for every part o	f the mod	ule				
	Rele	vant Work:			I				
8	No	Number and Typ	be; Connection to Cour	rse	Duration	Parl	t of final mark	(in %	
	1					100	/0		
9	Stud	y 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:	CP Assignment:						
		No 1		1.00 CP				
11	Presence (see No 3)	No 2		1.00 CP				
	Relevant Work (see No 8)	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: none							
14	Presence: Presence is regulated in the example of	m regulations for	r "Gene	eral studies" of the University of Münst	er			
	Mobility/Acknowledgement:	Mobility/Acknowledgement:						
15	Use of the module for other cou	Use of the module for other course programs none						
16	Responsible Lecturer: Professor Dr. Gernot Sieg		Department: University of Münster, School of Business and Economics					
17	Misc.:							

Bachelor Thesis

Mod	Module Title english:		Bachelor Thesis	Bachelor Thesis						
Cou	rse Pro	ogram:	Bachelor Economics							
1	Modu	ı le No: BA	State: Compulsory	Language of I	Language of Instruction: German or English					
2	Turn: seme	each ester	Duration: 1 semester	Semester: 5 of	6 CP: 12	Workload (I	1): 360			
	Modu	Ile Structure:								
	No	Туре	Course		State	Workload (h)			
3					Presence (h + CH)	Self- Study (h)				
	1		Bachelor Thesis		Compulsory	oh (oCH)	360			
5	Module Profile: Course content: The bachelor thesis aims to show that the student is able to work on his/her own on a problem using scientific methods within a limited time, and to present and document the results on an academical level. The thesis should be about 40 pages long. In case of an internship report §11 of the examination regulations must be taken into account. Learning outcomes: Academic: Students will gain experiences by applying the learned contents. Moreover they will learn to work with scientific literature and to formulate academic texts. Soft skills: To write a scientific toxt, time, and solf management									
6	Desc none	ription of pos	sible electives within th	e modules:						
7	Exam	ination: Fina	Il Module Exam							
8	Relev No	vant Work: Number and Bachelor The	Type; Connection to Con	urse Dura	tion P	Part of final m	ark in %			
	Chud	·) • / • = = = = = = = = = = = = = = = = =								
10	Prere The c comp	equisites for C redit points v oleted.	Credit Points: vill be granted after all re	levant work and	study work hav	ve been succe	essfully			
11	CP As	ssignment:								

	Presence (see No 2)	No 1		0.00 CP			
	Relevant Work (see No 8)	NO 1		12.00 CP			
	Total			12 CP			
12	Weight of the module grade for the 6.67% (12 of 180 CP)	ne overall grade:					
13	Module Prerequisites: Students have to prove, that a Seminar in one of the elective courses in Economics or Business Administraion is completed. The seminar must be finished before starting the Bachelor Thesis.						
14	Presence: none						
	Mobility/Acknowledgement:						
15	Use of the module for other course programs none						
16	Responsible Lecturer: Professor Dr. Gernot Sieg		Departmen School of B	t: Susiness and Economics			
17	Misc.: The bachelor thesis will be supervexamination regulations (the example to bachelor thesis relates to). The st the topic of the bachelor thesis. If will be assigned to a different supervexamination of the bachelor thesis.	Professor Dr. Gernot Sieg School of Business and Economics Misc.: The bachelor thesis will be supervised and graded by an examiner in accordance with §13 of the examination regulations (the examiner has to regularly hold events about the subject which the bachelor thesis relates to). The student has a right of proposal concerning the examiner and also the topic of the bachelor thesis. If the examiner rejects the proposed supervision, the candidate will be assigned to a different supervisor by the examination board.					