

Module Descriptions

Module descriptions of the Bachelor of Science in Economics of the University of Münster

for students studying according to the examination rules from 2022 (PO 2022) valid from winter semester 2022/23



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Supply Chain Logistics Management	206 209 212 215 218 221 223 224

Plan of Study (beginning winter semester)

					Business		
Year	Semester	Microeconomics	Macroeconomics	Economic Policy	Administration	Quantitative Methods/Skills	СР
	1 (WiSe)		Introduction to Bu		hics FCM 1 Fundamentals of Finance 6 LP	QMS 1 Calculus for Business/Economics 6 LP	30
1	2 (SuSe)	VWL 4 Game Theory 6 LP	VWL 5 International Economics 6 LP	VWL 6 Foundations of Economic Policy 6 LP		QMS 2 Data Science 1 6 LP QMS 5 Skills 6 LP	30
	3 (WiSe)	VWL 7 Foundations of Industrial Economics 6 LP	VWL 8 Monetary Theory 6 LP	VWL 9 Tax Policy 6 LP VWL 10 Social Policy 6 LP		QMS 3 Data Science 2 6 LP	30
2	4 (SuSe)	VWL 11 Behavioral Economics 6 LP	VWL 13 Fopics on Economic 6 LP Elective (Br		tion/Economics/QM,	QMS 4 Empirical Economics 6 LP /Else)	30
	5 (WiSe)			ics usiness Administra 6 LP	tion/Economics/QM/		30
3	6 (SuSe)		VWL 14 Fopics in Economic: 6 LP WPV 3 Elective in Economi 6 LP Elective (Bi	/Else)	30		

Plan of Study (beginning summer semester)

Year Semester Microeconomics Microeconomics Economic poly Administration Quantitative Methods/Skills CP 1 15629 VWL1 VWL1 CMS1 CMS2 CMS2 <th></th> <th></th> <th></th> <th></th> <th></th> <th>Business</th> <th></th> <th></th>						Business				
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Mandatory modules

Introduction to Business and Economics

Mod	dule Ti	tle english:	Introduction to Busine	ss and Economics					
Cou	rse Pr	ogram:	Bachelor Economics	Language of Instruction: German, partly English					
1	Mod	ule No: VWL 1	State: Compulsory	Language of Inst	ruction: Ge	rman,	partly Engli	sh	
2	Turn seme	: each ester	Duration: 1 semester	Semester: 1	CP: 6	Work	kload (h): 180		
	Mod	ule Structure:							
	No	Туре	Course		State		Workload	(h)	
							Presence (h + CH)	Self- Study (h)	
3	1	Lecture	Principles of Economics		Comp	ulsory	15 h (1 CH)	30	
	2	Exercise	Tutorial Principles of Eco	nomics	Comp	ulsory	15 h (1 CH)	30	
	3	Lecture	Introduction to Business	ntroduction to Business Administration				30	
	4	Exercise	Tutorial Introduction to E Administration	utorial Introduction to Business dministration				30	
4	Purp The r econ Cour In the the b prese corporesponds The i macri comp power regul Macri analy world busin these	module consist omics. It is the se content: e business action oasis of institu- ented. Referen- orate governa- onsibility. The ntroduction to roeconomics. petitive marke- er and informa- latory) interve- roeconomics of ysis. Long run dwide inequa- ness cycle flu- e fluctuations	dule/integration into cur sts of two parts, namely a le base for further busines lministration part, coordin utional economics. Then, nces to microeconomics a nce, financial markets, ho e special challenges for co o economics gives an ove The microeconomic part f ets. We then introduce the ation asymmetries) and h entions. The first part cono studies the economy as a macroeconomics studies lity across countries. The ctuations and then how m . The insights from the mi n a final chapter on finan	n introduction to b as and economics nation via markets the various busine are repeatedly mad ow companies trad ompanies arising fr rview about the co first presents the p e main reasons for ow to improve the cludes with a brief whole and is divid the determinants short run analysis nonetary and fiscal cro- and macroecc	modules. and hierarc ss function le. Importar le in market rom digitaliz re areas in oositive and market failu market failu market out introduction led into a sh for econom first introdu policy can	hies is s in co it topic s, and zation micro- norma ure (ex come t n to ga nort an ic grow ices re be use	a first discu mpanies ar corporate s will be inclu and ternalities, hrough (e.g me theory. d long run wth and thu asons for ed to stabili	e ude social uded. ties of market g. IS	
5	brought together in a final chapter on financial crises. Learning outcomes: Academic:								

	econ Soft The son th using	The module provides a broad overview about the core areas in business management and economics and shows how these areas are related and intertwined. Soft skills: The students acquire the knowledge through a combination of lecture, preparation and follow-up on the lecture material, and tutorials. They are guided to search for information on their own, using various sources including library, journals, internet, etc. The solution of the exercises is actively discussed and moderated in tutorials.							
6	Desc none	ription of possible elective	s within the modu	les:					
7	Examination: Examinations for every part of the module								
	Relev No	vant Work: Number and Type; Connec	ction to Course	Duration	Part of final mark in %				
8	1	Written exam on the part F Economics	Principles of	maximum of 120 min.	50 %				
	2	Written exam on part Intro	duction to BA	maximum of 120 min.	50 %				
9	Stud	y Work: none							
10	The c	equisites for Credit Points: credit points will be granted bleted.	l after all relevant	work and study work	c have been successfully				
	CP A	ssignment:							
			No 1 0.5		o CP				
	Droc	sence (see part 3)	No 2		о СР				
11	ries	sence (see part 3)	No 3	0.5	о СР				
			No 4 0.		о СР				
	Rela	evant Work (see part 8)	No 1	2.0	о СР				
		main more (see pair of	No 2	2.0	о СР				
	Tota	ıl		6 C	P				
12		ht of the module grade for 4 (3,45%)	the overall grade:						
13	Mod none	ule Prerequisites:							
14		ence: ence is strongly recommend	det to warrant lear	ning success.					
		Presence is strongly recommendet to warrant learning success. Mobility/Acknowledgement:							

	Use of the module for other course programs none							
16	Responsible Lecturer: Professor Dr. Peter Kajüter, Professor Dr. Nadine Riedel, Professor Dr. Christoph Watrin	Department: University of Münster, School of Business and Economics						
17	Misc.:							

Foundations of Microeconomics

Module Title english: Course Program:			Foundations of Microe	conomics						
Cou	rse Pro	ogram:		Bachelor Economics						
1 Module No: VWL 2				State: Compulsory	Language of Ins	truction: Gerr	nan			
2	Turn : seme	each winter ester	r	Duration: 1 semester	Semester: 1 or 2	CP: 6	Workload ((h): 180		
	Mod	ule Structure	e:							
	No	Туре	Cou	rse		State	Workload	(h)		
3							Presence (h + CH)	Self- Study (h)		
	1	Lecture	Four	ndations of Microeconor	nics	Compulsory	30 h (2 CH)	60		
	2	Exercise	Exer	cises on Foundations of	Microeconomics	Compulsory	30 h (2 CH)	60		
4	also Game Cours The c hand and v of go discu	for the advar e Theory. se content: course "Foun l (optimal ho with the thec ods, factor c ussed. The ai	nced n ndatior ouseho ory of t deman im of t	lly true for the complem nicroeconomically focus ns of Microeconomics" d ld behavior, demand for he firm on the other (the d). Moreover, theorems he exercises is to deepe oblem sets that are solv	sed moduls such leals with the theo r goods, factor sup eory of production of welfare econon n the theoretical u	as 'Industrial bry of the hou oply, insuranc , least cost co nics and incon understanding	Economics sehold on the e and unce ombination, mplete mark	or ne one rtainty) supply kets are		
	The	mes		Learning objectives						
	Households' Decision			-Preferences and constraints -Structuring of decisionproblems -solving and interpreting decision problems -unterstanding the relation between households' decision and demand function.						
	Producers' Decision			-Deriving the cost	-Production Function -Deriving the cost function and explaining it -understanding the relation between cost function and supply function.					
5		ning outcom emic:	es:							

	Students 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	Desc none	ription of possible electives	within the moo	lules:				
7	Exam	ination: Final Module Exam						
8	Relevant Work: No Number and Type; Connection to Course Duration Part of final mark in %							
	1	Written exam on Microecon	omics	12	o min.	100 %		
9	Study	y Work: none						
10	The c	equisites for Credit Points: redit points will be granted a pleted.	ifter all relevan	t work ar	ıd study wo	ork have been	successfully	
	CP As	ssignment:						
	Droc	conco (coo part a)	No 1	No 1 1.00		.oo CP		
11	Fles	sence (see part 3)	No 2			.oo CP		
	Rele	evant Work (see part 8)	No 1			.oo CP		
	Tota	l				СР		
12		ht of the module grade for th 4 (3,45%)	ne overall grad	e:				
13	Modu none	ule Prerequisites:						
14	Prese Prese	e nce: ence is strongly recommende	ed to warrant le	arning su	Iccess			
	Mobi	lity/Acknowledgement:						
15	Use	of the module for other cour	se programs		natics, Bach	Administratic nelor Physics,		
16	-	onsible Lecturer: essor Dr. Martin Bohl, Profess hel	or Dr. Andreas		Departme School of	ent: f Business and	d Economics	

17	Misc.:	

Foundations of Macroeconomics

Module Title english: Course Program:			Foundations of	Macroe	economics					
Cou	irse Pr	ogram:		Bachelor Econo						
1 Module No: VWL 3 State: C				State: Compuls	sory	Language of In	struction: Ge	rman		
2	Turn: each winter semesterDuration: 1 ser				nester	Semester: 1 or	2 CP: 6	Workload	(h): 180	
	Mod	ule Structure	2:							
	No	Туре	Cou	rse			State	Workload	(h)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Four	ndations of Macr	oecono	mics	Compulsory	30 h (2 CH)	60	
	2	Exercise	Tuto	rial on Foundatio	ons of N	lacroeconomics	Compulsory	30 h (2 CH)	60	
	Cour The r The s polic		ose of uld be		alyse an	o an understandi d evaluate econo				
4		ional Accoun	ting		Learning objectives Students should learn how the different factors of the national accounts are composed.					
	Кеу	•		al Economics Neoclassical	Students should learn and understand the difference between the theories.					
	Mor	Money Creation			Students should learn how money can be created by the financial sector and what money creation implies for the real sector.					
	Ecoi	nomic Policy	Implio	cation	Students should learn what are the pros and cons of economic policy implication within the different theories.					
	Bus	iness Cycle a	nd Gr	owth	Studer		the difference	e between a	- la	

	Mon	etarism	between Mo		d understand the difference the theories discussed in th	e			
	Phili	ps Curve			w inflation and unemployme nd what are the policy effect				
	Unemployment Students should learn how unemployment emerges and what might be effective measures to reduce unemployment								
5	Learning outcomes: Academic: Upon completion of the course students are able understand and apply fundamental concepts of macroeconomic theory. The students know important macroeconomic terms and are able to use them correctly. Furthermore, students are familiar with the instruments of macroeconomic analysis, abstraction and macroeconomic modelling and capable to assess states, developments and economic policy measures. This model forms a basis for more advanced courses. Soft skills: After completing the module, students are familiar with complex economic topics. The tools learned in class increase both, problem-solving competence of the students and the ability of abstract thinking. Furthermore, students will learn how to work selforganized, exchange Information, as well as the ability to develop solutions in teams within the preparation before and finalising of notes after the attendance of the lecture.								
6	Desc none	ription of possible electives	within the modules	5:					
7	Exam	ination: Final Module Exam							
8	Relev No	vant Work: Number and Type; Connecti	ion to Course	Duration	Part of final mark in %	6			
	1	Final written exam		120 min.	100 %				
9	Stud	y Work: none							
10	The c	equisites for Credit Points: credit points will be granted a pleted.	after all relevant wo	rk and study w	ork have been successfully				
	CP As	ssignment:							
	Pres	sence (see part 3)	No 1		1.00 CP				
11			No 2		1.00 CP				
	Rele	want Work (see part 8)	No 1		4.00 CP				
	Tota	ıl			6 CP				
12	-	ht of the module grade for th 4 (3,45%)	ne overall grade:						

13	Module Prerequisites: none						
14	Presence: Presence is strongly recommended to warrant learning success						
	Mobility/Acknowledgement:						
	Use of the module for other course programs		r Business Administration, Bachelor atics, Bachelor Physics, Bachelor hy				
15	Module Title english	Foundations of Macroeconomics					
	English translation of module components	No 1: Foundations of Macroeconomics					
	from section 3	No 2: Tutorial on Foundations of Macroeconomics					
16	Responsible Lecturer: Professor Dr. Bernd Kempa, Professor Dr. Nadin	e Riedel	Department: School of Business and Economics				
17	Misc.:						

Fundamentals of Finance

Module Title english: Fundamentals of Finance										
Cou	rse Pro	ogram:		Bachelor Economics						
1	Modu	ule No: FCM 1		State: Compulsory	State: Compulsory Language of Instruction: German or English					
2	2 Turn: each winter semester			Duration: 1 semester		Semester: 1 or 2 CP: 6		Workload (
	Modu	le Structure								
	No	Туре	Co	urse		Sta	ate	Workload (h)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Fu	ndamentals of Investme	ents	Со	mpulsory	15 h (1 CH)	30	
	2	Lecture	Fu	ndamentals of Corporat	e Finance	Со	mpulsory	15 h (1 CH)	30	
	3	Exercise	Tu	torial Fundamentals of I	Finance	Со	mpulsory	30 h (2 CH)	60	
4	The n busir They detai Cours The n decis Stude them addit	nodule is the ness administ are introduce led analyses se content: nodule covers ions. It provi ents learn the to practical p ion, the mod	firs trati of to s the des e mo prob ule	e/integration into curri t of two introductory fin on and now learn how to the main concepts in f he financial decisions o e fundamentals of finan the microeconomic fou ost important valuation olems. A particular empl discusses the pricing of y and debt and discuss	ance courses. The to deal with invest inance; the mod of investors and control of the store of the methods to eval hasis is given to f stocks and bon	stm ule com n in onal uate the ds.	ent and fir lays the for panies in evestment investment e investme net prese It also dis	nancing decis oundation for subsequent c and financing nt decision m ent decisions nt value meth cusses the fir	ions. more courses. g aking. and apply od. In	
5	companies with equity and debt and discusses the basic principles of capital structure. Learning outcomes: Academic: The students know the basic concepts and methods in finance. They are able to make decisions on investment projects. They are able to identify, discuss and judge the main ways to raise capital. They know the basics of pricing stocks and bonds. They are able to apply the concepts to qualitative and quantitative problems. They are also able to discuss ethical problems related to finance. Soft skills: The students can solve basic problems in finance and justify their solutions. They can apply theoretical concepts to solve practical problems. Furthermore, they are able to participate in the public and political discussions on finance related topics.									
6	Desc none	• •	sib	le electives within the r	nodules:					

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		9	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:						
			No 1		0.50	СР		
11	Pres	ence (see part 3)	No 2		0.50	СР		
			No 3	No 3 1.0		СР		
	Rele	vant Work (see part 8)	No 1		4.00	СР		
	Tota	l			6 CP			
12		ht of the module grade for th 4 (3,45%)	ne overall grad	e:				
13		Ile Prerequisites: duction to business administ	tration is recon	nmend	ed.			
14	Prese Prese	ence: ence is strongly recommende	d to warrant le	arning	success.			
	Mobi	lity/Acknowledgement:						
15	Use	of the module for other cour	se programs	Infor	mation Systems,	ministration, Bachelor Bachelor Mathematics, ster Business Chemistry		
16	Prof.	onsible Lecturer: Dr. Nicole Branger, Prof. Dr. (eider	Christoph	Department: Münster School of Business and Economics				
17	Misc	:						

Calculus for Business/Economics

Mod	dule Ti	tle english:		Calculus for Business/E	conomics					
Cou	rse Pro	ogram:		Bachelor Economics						
1	Turn: each			State: Compulsory	ate: Compulsory Language of Instruction: German					
2	Turn: each semester		Duration: 1 semester	Semester: 1		CP: 6	Workload (h): 180		
	Modu	ule Structure:	:							
	No	Туре	Cou	5e		State		Workload (h)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Cal	culus for B&E		Con	npulsory	30 h (2 CH)	60	
	2	Exercise	Tute	orial on Calculus for B&I	Ξ	Con	npulsory	30 h (2 CH)	60	
	whicl esser prere	h is fundame ntially needeo quisites exce ents	ntal i d, e.g	topic of calculus in one in every kind of quantita g., in Statistics, Operatic solid knowledge of scho Learning objectives	tive study of bu ons Manageme	usine nt an	ess and eo d Finance	conomics. It i e. There are n	s 0	
4		uences and s	eries	can represent economic sequences in an explicit and implicit way and can calculate their limits. They handle finite and infinity series, in particular power series representing functions of one variable. They get expertise in modelling financial sequences by geometric series.						
	Integ	erential- and gral calculus variable	in	integrability to most o	know and apply the concepts of continuity, differentiability and integrability to most common classes of functions (rational, power, exponential, logarithmic and trigonometric functions)					
	Integ two	erential- and gral calculus (and more) ables	in	functions of several v and directed derivation and curvature of those	can represent interrelations between economic variables by means of functions of several variables. They can apply the concepts of partial and directed derivatives in order to investigate level sets, mononicity and curvature of those functions. Finally they have basics knowledge in integration of functions of several variables.					
		lineare mizations		are trained in setting differentiable functio derivatives as by Lag exogeneous variables	ns in one and s rangean metho	sever d. Th	al variabl Iey can ex	es, as well by cplore the imp	/ (partial) bact of	

5	Learning outcomes: Academic: Having mastered the module, the students have a thorough overview and technical capacites in using mathematical instruments of calculus which is basic to further courses in B&E Soft skills: Students gain general insight in application of mathematical models solving B&E-problems. Furthermore they adopt perseverance in solving quantitative problems and improve their presentation skills and teamwork capability when performing exercises in small learning groups during self study time.							
6	Description of possible electives within the modules: none							
7	Exam	ination: Final Module Exam						
	Relev	vant Work:						
8	No	Number and Type; Connect	ion to Course	D	uration	Part of final mark in %		
	1	Written exam (LPLUS)		6	o 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:						
	Proc	sence (see part 3)	No 1 1.		1.00	СР		
11			No 2		1.00	СР		
	Rele	want Work (see part 8)	No 1 4			4.00 CP		
	Tota	l			6 CP			
12	-	ht of the module grade for tl 4 (3,45%)	he overall grad	le:				
13	Modu none	le Prerequisites:						
14	Prese none							
15	Mobi	lity/Acknowledgement:						
	Use	of the module for other cour	se programs	Bachel	or Business Adm	inistration		
16	-	onsible Lecturer: golf Terveer			Department: University of M Business and I	lünster, School of Economics		

17	Misc.:	

Game Theory

Mo	dule Ti	tle english:		Game Theory							
Cou	irse Pr	ogram:		Bachelor Economics							
1				State: Compulsory	Language of Instruction: German						
2	Turn: each summer semester			Duration: 1 semester	Semester: 1	0r 2	CP: 6	Workload	l (h): 180		
	Mod	ule Structure	e:								
	No Type Cours		se		State	9	Workload (h)			
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	Gam	e Theory		Com	pulsory	30 h (2 CH)	60		
	2	Exercise	Tuto	rial Game Theory		Com	oulsory	30 h (2 CH)	60		
	intro	duce the fun Iples and ap	ıdamer	hal trade, macroeconomics, political economy, etc. The lectures will tal solution concepts in game theory and will feature numerous concrete ons from all areas of economics.							
		oduction		Learning objectives Understand why we need game theory to make better decision in							
4				strategic situations							
		ic games wit plete inform		Understand how we can predict the behavior of players if the utility of one player depend on the action of others, all players move simultaneously and there is no information asymmetry							
		amic games Iplete inform			nere is no inio	Understand how the time dimension changes the predictions of game theory relative to static games					
	Rep	eated games		Understand how repeated interactions changes the behavior of players							
	Static games with incomplete			Understand how repe	time dimensio ic games	ons ch	anges tl	ne behavior c			
	_			Understand how repe Understand how inco static games	time dimensio ic games eated interactio		-		fplayers		

5	Learning outcomes: Academic: After finishing the module the student should demonstrate the knowledge of game theory. The students should demonstrate the ability to apply this knowledge to real-world examples, to predict the behavior in strategic interactions and to understand the limits of game theoretic reasoning Soft skills: In this module, students learn particularly the analysis of complex economic circumstances with multiple influencing factors as well as abstract thinking. In the exercises, the practical solution competence for applied problems is encouraged. The self-responsible preparation of the exercises supports students in their development of an autonomous approach to problem solving. Additionally, the content of the course is applied in a real life context. For this purpose and throughout the course, specific case studies are referred to, so that students gain an understanding for the scope of application of game theory.						
6	Desc none	ription of possible electives	within the mod	ules:			
7	Exan	nination: Final Module Exam					
	Rele	vant Work:			1		
8	No	Number and Type; Connect	ion to Course	Duration	P	Part of final mark in %	
	1	Written exam for "Game the	eory"	60 min.	1	00 %	
9	Stud	y Work: none					
10	The o	equisites for Credit Points: credit points will be granted a pleted.	after all relevant	t work and study	work hav	ve been successfully	
	CP A	ssignment:					
	Dura		No 1		1.00 CP		
11	Pres	sence (see part 3)	No 2		1.00 CP		
	Rele	evant Work (see part 8)	No 1		4.00 CF)	
	Tota	al			6 CP		
12		tht of the module grade for t 4 (3,45%)	he overall grade	2:			
13	Mod none	ule Prerequisites:					
14		ence: ence is strongly recommende	ed to warrant lea	arning success			
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cour	rse programs	Bachelor Busine	ess Admi	nistration	

16	Responsible Lecturer: Prof. Dr. Martin Watzinger	Department: School of Business and Economics
17	Misc.:	

International Economics

Mo	dule Ti	tle english:		International Economi	CS				
Cou	Course Program: Bachelor Economics Module No: VWL 5 State: Compulsory Language of Instruction: German								
1	Mod	ule No: VWL	5	State: Compulsory	Language of	fInstru	ction: (German	
2	2 Turn: each summer semester			Duration: 1 semester	Semester: 2	Semester: 2 or 3		Workload	l (h): 180
	Mod	ule Structur	e:						
	No	Туре	Cour	se		State	!	Workload (h)
3							Presence (h + CH)	Self- Study (h)	
	1	Lecture	Inter	national Economics		Comp	oulsory	30 h (2 CH)	60
	2	Exercise	Tuto	rial on International Eco	nomics	Comp	oulsory	30 h (2 CH)	60
	The r build	ose of the m nodule offer Is upon the	rs an in	integration into curricu troduction to important dge of the module Macr	topics and me		of inter	rnational fina	nce and
4	Purp The r build Cour The Com fina fore mor	ose of the m nodule offer Is upon the l se content: mes nposition an ncial market ign exchang	d interests; interests	troduction to important	topics and me oeconomics I tional money pen economic y; internationa	and es;	Learnin Ability dynami financia	g objectives to understand ics in capital al markets; al roblems self-	d the and bility to
4	Purp The r build Cour The Cor fina fore mor fina fore mor fina fore mor fina fore soft Upor econ	ose of the m nodule offer is upon the se content: mes position an ncial market ign exchang netary syster ncial crises ning outcom emic: nodule conv se is to offer sets. Studen el perspectiv skills: n completior omy. This ku	d interd d interd ts; inter e rate on and g es: veys ba a deep ts learn ve as w n of the nowled	troduction to important dge of the module Macr dependencies in interna dependencies among o letermination and policy	topics and me oeconomics I tional money open economic y; internationa currency and field of interr e functioning of ic policy issue asis. le to analyse o of the studen	and es; al nationa of capit es of th	Learnin Ability dynami financia solve p contain al econo cal and f re open	Ig objectives to understand ics in capital al markets; al roblems self- red omics. The air foreign excha economy, bo	d the and bility to n of the nge rate th from a f the open
	Purp The r build Cours The Com fina fore mor fina fore mor fina Learn Acad The r cours mark mode Soft Upor econ prob	ose of the m nodule offer is upon the se content: mes position an ncial market ign exchang netary syster ncial crises ning outcom emic: nodule conv se is to offer ets. Studen el perspectiv skills: n completior omy. This ki lems and co	d interd d interd s; inter e rate c n and g es: veys ba a deep ts learn ve as w n of the nowled nveys t	troduction to important dge of the module Macr dependencies in interna dependencies among o letermination and policy lobal consequences of seline knowledge in the how to assess econom ell as on an empirical ba course students are ab ge facilitates the ability	topics and me oeconomics I tional money pen economic y; internation currency and field of interr functioning of ic policy issue asis. le to analyse of of the studen inking.	and es; al nationa of capit es of th	Learnin Ability dynami financia solve p contain al econo cal and f re open	Ig objectives to understand ics in capital al markets; al roblems self- red omics. The air foreign excha economy, bo	d the and bility to n of the nge rate th from a f the open

	Rele	vant Work:							
8	No	Number and Type; Connect	ion to Course	Dur	ation	Part of final mark in %			
	1	Final written exam		90	min.	100 %			
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 A	ssignment:							
	Dree		No 1		1.00	СР			
11	Pres	sence (see part 3)	No 2		1.00	СР			
	Rele	evant Work (see part 8)	No 1		4.00	СР			
	Tota	al			6 CP				
12		ght of the module grade for t 4 (3,45%)	he overall grad	e:					
13	Mod none	ule Prerequisites:							
14		ence: ence is strongly recommende	ed to warrant le	arning su	ccess				
	Mobility/Acknowledgement:								
15	Use	of the module for other cou	rse programs	Bachelo	or Business Ad	ministration			
16		oonsible Lecturer: essor Dr. Bernd Kempa			Department: School of Business and Economics				
17	Misc								

Foundations of Economic Policy

Mod	dule Ti	Foundations of Economic Policy							
Cou	rse Pro	ogram:		Bachelor Economics					
1	Modu	u le No: VWL 6	6	State: Compulsory	nstruction: (struction: German			
2	Turn: each summer semester			Duration: 1 semester	Semester: 2 0	r 3 CP: 6	Workloa	d (h): 180	
	Modu	ule Structure	:						
	No	Туре	Cour	se		State	Workload	(h)	
3							Presence (h + CH)	Self- Study (h)	
	1	Lecture	Foun	dations of Economic Po	licy	Compulsor	y 30 h (2 CH)	90	
	2	Exercise	Tuto	rial on Foundations of E	ial on Foundations of Economic Policy		y 30 h (2 CH)	30	
4	indic polic adva Cours The la lectu envir econ draw	ated and why y instrument ntages and d se content: ecture and its re and its exe onmental reg omic policy, backs might	en do f s and v lisadva s exerc ercises gulatio they w be exp	conomic policy actions. they lack an economic ra will develop criteria whe antages are. cises aim to explain eco introduce economic po ns. Students will be abl ill be able to assess, wh pected. Confronted with suggest economic polic	ationale? The co en policy actions nomic policy the licy instrument e to understance nen such policy real-life examp	ourse will inf s are indicat at we observ s like polluti d the econor actions are	roduce econ ed and what ve in everyda on taxes or nic reasoning to be applied	omic their y life. The g for l and what	
	The	nes		Learning objectives					
	1. In	troducation		To learn about basic issues of economic policy and the role of government in a developed economy					
						To learn how the market aggregates information from consumers firms to guide production and consumption toward a Pareto-effic allocation.			
	3. In	equality		To learn what alternat under which assumpt economic policy obje	ions distributio			•	
	4. M	arket power		To learn what the con what economic policy				er and	

'l li									
	5. Externalities Using the example of climate change, learn what the consequences are when the actions of one economic agent have negative effects on the benefits of others. Also learn about economic policy instruments to reduce externalities.								
	6. Public Goods To learn what public goods are and how to ensure the financing of public goods.								
	7. Innovation policy and Entrepreneurship	econom	ny, why the market	provides too	little ir	urship play in the market novation and instruments can change			
5	economic policy instrum	ents and ents and the theore olems. learn par as abstrac . The self autonom a real life I to, so th	ic policy measures when economic po etical knowledge of rticularly the analys ct and lateral thinki -responsible preparous approach to pre context. For this pu at students are able	should be ap licy actions n market failur is of complex ng. Further, p ration of the oblem solvin rpose and th e to construct	pplied, nay be res and res con- probler exercis g. Add rough t suita	the working principles of detrimental. Additionally, d practical tools related to omic policy issues with n-solving skills will be supports students in itionally, the content of out the course, specific ole economic policy			
6	Description of possible on none	electives	within the modules	:					
7	Examination: Final Mod	ule Exam							
1									
	Relevant Work:								
8	Relevant Work: No Number and Type;	Connecti	ion to Course	Duration		Part of final mark in %			
		Connecti	ion to Course	Duration 90 min.		Part of final mark in %			
	No Number and Type;	Connecti	ion to Course						
8	NoNumber and Type;1Final written exam	Points:		90 min.	work h	100 %			
8	NoNumber and Type;1Final written examStudy Work: nonePrerequisites for CreditThe credit points will be	Points:		90 min.	work h	100 %			
8	NoNumber and Type;1Final written examStudy Work: nonePrerequisites for Credit The credit points will be completed.CP Assignment:	Points:		90 min.	work h	100 % ave been successfully			
8	NoNumber and Type;1Final written examStudy Work: nonePrerequisites for CreditThe credit points will becompleted.	Points:	after all relevant wo	90 min.		100 % ave been successfully			
9 10	NoNumber and Type;1Final written examStudy Work: nonePrerequisites for Credit The credit points will be completed.CP Assignment:	Points: granted a	after all relevant wo	90 min.	1.00	100 % ave been successfully			

12	Weight of the module grade for the overall grade: 6/174 (3,45%)						
13	Module Prerequisites: none						
14	Presence: Presence is strongly recommended to warrant le	arning su	ccess.				
	Mobility/Acknowledgement:						
15	Use of the module for other course programs	Bachelo	or Business Administration				
16	Responsible Lecturer: Prof. Dr. Martin WatzingerDepartment: School of Business and Economics						
17	Misc.:						

Data Science 1

Module Title english:				Data Science 1					
Course Program:				Bachelor Economics					
1 Module No: QMS 2				State: Compulsory Language of Instruction: German					
2	Turn: each summer semester			Duration: 1 semester	Semester: 1	0r 2	CP: 6	Workload	l (h): 180
	Mod	ule Structur	2:		-				
	No	Туре	Cour	se		State	9	Workload (h	ı)
8								Presence (h + CH)	Self- Study (h)
	1	Lecture	Data	Science 1		Com	pulsory	30 h (2 CH)	60
	2	Exercise	Tuto	rial on Data Science 1		Compulsory		30 h (2 CH)	60
	Purp The r data statis Cour Topic elem	nodule gives description. stics. se content: cs of Data Sc entary data	s a gen It is a ience a transfo	Entropy of the second 	a science focu ses in empirica nation with the to visualize da	al met IDE R ta and	hods, e Studio, d descri	conometrics data import, ption of univa	and ariate an
	Purp The r data statis Cour Topic elem multi basic	ose of the m nodule gives description. stics. se content: cs of Data So entary data ivariate data c data science	s a gen It is a ience transfo . The le	eral introduction to dat prerequisite for all count are: Using R in combin prmations, simple ways earning objective is to c	a science focu ses in empirica nation with the to visualize da	IDE R IDE R ta and ctive a	hods, e Studio, d descri and pas	conometrics data import, ption of univa sive knowled	and ariate and
4	Purp The r data statis Cour Topic elem multi basic	ose of the m nodule gives description. stics. se content: cs of Data So entary data ivariate data c data science mes	s a gen It is a tience a transfo . The le ce meth	eral introduction to dat prerequisite for all count are: Using R in combin prmations, simple ways earning objective is to c	a science focu ses in empirica nation with the to visualize da btain a solid a	IDE R IDE R ta and ctive a	hods, e Studio, d descri and pas	conometrics data import, ption of univa sive knowled Djectives	and ariate and

	 used in economics. The students are enabled to work with data and are statistically and numerically literate. They recognize the importance and value of statistical thinking, training, and approach to problem solving. They understand the overall process and particular steps in collecting and analyzing data, interpreting and presenting results. They are familiar with a variety of examples where statistics helps to accurately explain abstract phenomena. They can recognize and appreciate the connections between theory and applications. Students learn to independently read empirical 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 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 data science 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. The students undermine nonsensical regulations subversively. The students accept comments and feedback, and learn from them. They can explain fundamental concepts from data science to non-experts. They can justify choices made during 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 modules	:				
7	Exam	ination: Final Module Exam						
	Relev	vant Work:						
8	No	Number and Type; Connecti	on to Course	Duration		Part of final mark in %		
	1	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 As	ssignment:						
	Dec		No 1		1.00	СР		
11	Pres	ence (see part 3)	No 2		1.00	CP		
	Rele	vant Work (see part 8)	No 1		4.00	СР		
	Tota	l			6 CP			

12	Weight of the module grade for the overall grade: 6/174 (3,45%)						
13	Module Prerequisites: none						
14	Presence: Presence is strongly recommended to warrant le	arning su	ccess				
	Mobility/Acknowledgement:						
15	Use of the module for other course programs		or Business Administration, Bachelor and Economics and Law, Dual Bachelor ics				
16	Responsible Lecturer: Department: Prof. Dr. Mark Trede, Professor Dr. Bernd Wilfling School of Business and Economics						
17	Misc.:						

Module Title english:				Foundations of Industrial Economics					
Course Program: Bachelor Economics									
1 Module No: VWL 7				State: Compulsory	Language of Instruction: German				
2	Turn: each winter semester			Duration: 1 semester	Semester: 3	or 4	CP: 6	Workload	l (h): 180
	Modu	ule Structure	:						
	No	Туре	Cours	e		State	9	Workload (h	ı)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Indus	trial Economics		Com	pulsory	30 h (2 CH)	60
	2	Exercise	Tutori	al Industrial Economic	CS	Com	pulsory	30 h (2 CH)	60
	differ equil aucti	rentiation, oli ibria; hetero; ons and emp	igopoly genous pirical ir	conomics" deals with t theory (homogenous market, market entry, ndustrial economics. T	market: Nash- cooperations he course "Ga	Courn in an o me the	ot and N oligopol eory" de	lash-Bertranc y), innovation als with basi	ns, cs of
	differ equil aucti game	rentiation, oli ibria; heteros ons and emp e theory, solu ated games, o	igopoly genous pirical ir Ition co	theory (homogenous market, market entry,	market: Nash- cooperations he course "Ga ative games, g game theory.	Courn in an o me the	ot and N oligopol eory" de	lash-Bertranc y), innovation als with basi	ns, cs of
	differ equil aucti game repea	rentiation, oli ibria; heteros ons and emp e theory, solu ated games, o	igopoly genous iirical ir ition co coopera	theory (homogenous market, market entry, ndustrial economics. T ncepts for non-cooper ation and evolutionary	market: Nash- cooperations he course "Ga rative games, g game theory. s firm can use it	Courne in an o me tho games s marl	ot and N oligopol eory" de with inc	lash-Bertrand y), innovation als with basi complete info	ns, cs of rmation,
4	differ equil aucti game repea Ther Sup mon	rentiation, oli ibria; heterog ons and emp e theory, solu ated games, o mes ply behavior	igopoly genous pirical ir ition co coopera in a	theory (homogenous market, market entry, ndustrial economics. T ncepts for non-cooper ation and evolutionary Learning objective Understand how a	market: Nash- cooperations he course "Ga ative games, g game theory. s firm can use it equences on t ects of strateg es or quantitie	Courne in an o me tho games s marl otal w ic beh	ot and N oligopol eory" de with inc ket powe elfare. avior of	lash-Bertrand y), innovation als with basi complete info er to maximiz firms in the c	ns, cs of rmation, re its cases of
4	differ equil aucti game repea Ther Sup mon Sup oligo	rentiation, oli ibria; heterog ons and emp e theory, solu ated games, o mes ply behavior ply behavior ply behavior	igopoly genous irical ir ition co coopera in a in an Ilusion	theory (homogenous market, market entry, ndustrial economics. T ncepts for non-cooper ation and evolutionary Learning objective Understand how a profit and the cons Understand the eff competition in pric	market: Nash- cooperations he course "Ga ative games, g game theory. s firm can use it equences on t ects of strateg es or quantitie	Courne in an o me tho games s marl otal w ic beh es. Lea terpre	ot and N oligopol eory" de with inc elfare. avior of rn abou	lash-Bertrand y), innovation als with basi complete info er to maximiz firms in the c t the rational	ns, cs of rmation, re its cases of e of
4	differ equil aucti game repea Ther Sup mon Sup oligo Emp ecor	rentiation, oli ibria; heterog ons and emp e theory, solu ated games, o mes ply behavior opoly ply behavior opoly and col	igopoly genous irical ir ition co coopera in a in an Ilusion	theory (homogenous market, market entry, ndustrial economics. T ncepts for non-cooper ation and evolutionary Understand how a profit and the cons Understand the eff competition in pric collusive behavior.	market: Nash- cooperations he course "Ga rative games, g game theory. s firm can use it equences on t ects of strateg es or quantitie apply and to int market power.	Courne in an o me tho games s marl otal w ic beh ic beh ics. Lea terpre	ot and N oligopol eory" de with inc elfare. avior of rn abou t simple	lash-Bertrand y), innovation als with basi complete info er to maximiz firms in the o t the rational indices for m	ns, cs of rmation, re its cases of e of narket
4	differ equil aucti game repea Sup mon Sup oligo Emp ecor Inno	rentiation, oli ibria; heterog ons and emp e theory, solu ated games, o mes ply behavior opoly ply behavior opoly and col pirical industr nomics	igopoly genous irical ir ition co coopera in a in an Ilusion	theory (homogenous market, market entry, ndustrial economics. T ncepts for non-cooper ation and evolutionary Understand how a profit and the cons Understand the eff competition in pric collusive behavior. Students learn to a concentration and	market: Nash- cooperations he course "Ga rative games, g game theory. s firm can use it equences on t ects of strateg es or quantitie pply and to int market power. plications of co ms.	Courne in an o me the games s marl otal w ic beh es. Lea terpre- ompet	ot and N oligopol eory" de with inc ket powe elfare. avior of rn abou t simple ition an	lash-Bertrand y), innovation eals with basi complete info er to maximiz firms in the c t the rational indices for m d patent prot	ns, cs of mation, re its cases of e of narket ection on
4	differ equil aucti game repea Sup mon Sup oligo Emp ecor Inno Auct	rentiation, oli ibria; heterog ons and emp e theory, solu ated games, o mes ply behavior opoly ply behavior opoly and col pirical industr nomics	igopoly genous pirical ir ition co coopera in a in an llusion ial	theory (homogenous market, market entry, ndustrial economics. T ncepts for non-cooper ation and evolutionary Learning objective Understand how a profit and the cons Understand the eff competition in pric collusive behavior. Students learn to a concentration and Understand the im R&D behavior of fir Learn about differe of these difference Analyse strategic a	market: Nash- cooperations he course "Ga ative games, g game theory. s firm can use it equences on t ects of strateg es or quantitie pply and to int market power. plications of co ms. ences between s on market re	Courne in an o me the games s marl otal w ic beh es. Lea terpre- ompet auctio sults.	ot and N oligopol eory" de with inc et powe elfare. avior of rn abou t simple ition an	lash-Bertrand y), innovation eals with basi complete info er to maximiz firms in the o t the rational indices for m d patent prot	ns, cs of rmation, re its cases of e of narket ection on he effects

Foundations of Industrial Economics

	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: none								
7	Exam	Examination: Final Module Exam							
8	Relev No	Relevant Work:							
	1	Written exam for "Industria	l Economics"	60	min.	100 %			
9	Stud	y Work: none							
10	The c	equisites for Credit Points: credit points will be granted a pleted.	after all relevan	t work ar	nd study worł	< have been successfully			
	CP A	ssignment:	1						
	Pres	sence (see part 3)	No 1						
11		evant Work (see part 8)	No 2 No 1			o CP o CP			
		dy Work	No 1		-				
	Tota	-			6 C	Р			
12		(ht of the module grade for t 4 (3,45%)	he overall grade	9:					
13	Module Prerequisites: none								
14	Presence: Presence is strongly recommended to warrant learning success								
	Mobility/Acknowledgement:								
15	Use	Use of the module for other course programs Bachelor Business Administration							
16		onsible Lecturer: essor Dr. Andreas Löschel			Departmen School of B	t: Business and Economics			
17	Misc	Misc.:							

Monetary Theory

Mod	Module Title english: Monetary Theory								
Cou	rse Program: Bachelor Economics								
1	Modu	ule No: VWL &	3	State: Compulsory Language of Instruction: German					
2	Turn: each winter semester			Duration: 1 semester	Semester: 2 0	or 3	CP: 6	Workload	(h): 180
	Modu	le Structure	:						
	No	Туре	Cou	rse		State	9	Workload (h)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Mor	etary Theory		Com	oulsory	30 h (2 CH)	60
	2	Exercise	Tuto	rial on Monetary Theory		Com	oulsory	30 h (2 CH)	60
4	The fund dem trans prob theo insti are s exar ecor	lectures of th lamentals of and and sup smission me olems of mon oretical and e tutional conc shown, proce nined and th	mone ply, ir chani etary mpiri dition esses e pote interv	odule cover the stary theory (money offlation theory, sms) as well as selected economics. In cal analyses, the s on the money markets and developments are entials and limits of entions in these	independent problems on is to give stu the functions enable them developmen interventions independent In the exercise	is sup the n dents of th to as ts and s on th ty dev ses ac mpart	oposed velop sc nacroec s a deep ne mone sess co d econo d econo hese ma velop sc ccompar ed is ex	mic policy	onetary The aim ding of to bblems. ures, the
5	Acad Stude modu on th each police Soft	ule, they are a e money man of which is s y practice. skills:	eeper able t rket. T supple	insight into how the mor o assess the conditions, he module material is ta emented by case studies & cause-effect relationshi	developments ught in a lectu on macroecor	s and ire an iomic	econom d an aco phenor	nic policy inte companying e nena and eco	rventions exercise, nomic

	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	Description of possible electives within the modules: none								
7	Exam	Examination: Final Module Exam							
	Relev No	vant Work: Number and Type; Connecti	on to Course	D uu	ration	Part of final mark in %			
8	1	Final written exam		-	o min.	100 %			
9	Stud	y Work: none							
10	The c	equisites for Credit Points: credit points will be granted a pleted.	fter all relevant wo	rk an	id study work ł	nave been successfully			
	CP A	ssignment:							
	Pres	sence (see part 3)	No 1		1.00	СР			
11			No 2		1.00				
	Tota	evant Work (see part 8)	No 1		4.00 6 CP				
12	-	(ht of the module grade for th 4 (3,45%)	e overall grade:		I				
13		ule Prerequisites: successful completion of Mac	roeconomics is rea	omm	nended.				
14		ence: ence is strongly recommende	d to warrant learni	ng su	ICCESS				
	Mobi	Mobility/Acknowledgement:							
15	Use	Use of the module for other course programs Bachelor Business Administration							
16		o onsible Lecturer: essor Dr. Martin Bohl			Department: School of Bus	siness and Economics			
17	Misc	.:							
Tax Policy

Mod	lule Tit	tle english:		Tax Policy						
Cou	rse Pro	ogram:		Bachelor Economics						
		_			State: Compulson:					
1		ile No: VWL 9)	State: Compulsory	Language of Instruction: German					
2	Turn: seme	each winter ster		Duration: 1 semester	Semester: 3 (or 4	CP: 6	Workload	(h): 180	
	Modu	ıle Structure	:							
	No	Туре	Cou	rse		State	9	Workload (h)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Tax	Policy		Com	pulsory	30 h (2 CH)	60	
	2	Exercise	Tuto	orial Tax Policy		Com	pulsory	30 h (2 CH)	60	
5	impo Good Cours The n for de Learn Acad After Germ	rtant role in o knowledge o se content: nodule offers escribing and ing outcome emic: completing t	other of mic an o l anal es: he mo m and	ucial for the economy an subfields of economics, croeconomics is helpful. verview of the German ta yzing taxes. odule, students have (1) l its fundamental rules,	such as enviro ax system and gained knowle	prese	ntal and nts the	energy econo theoretical fo	omics. undations f the	
6		ription of pos		electives within the mo	odules:					
7	Exam	ination: Fina	al Mo	dule Exam						
8	Relev No	vant Work: Number and Written exar	••	e; Connection to Course	Duratio 90 min.			art of final ma	urk in %	
9	Study	y Work: none	<u>.</u>							
10	Prere The c	quisites for	Credit	t Points: e granted after all releva	nt work and st	udy w	ork hav	e been succe	ssfully	

	CP Assignment:							
		No 1		1.00 CP				
11	Presence (see part 3)	No 2		1.00 CP				
	Relevant Work (see part 8)	No 1		4.00 CP				
	Total			6 CP				
12	Weight of the module grade for the overall grade: 6/174 (3,45%)							
13	Module Prerequisites: none							
14	Presence: Presence is strongly recommende	ed to warrant lea	arning su	iccess				
	Mobility/Acknowledgement:							
15	Use of the module for other cour	rse programs		or Economics, Bachelor Politics and nics and Law, Dual Bachelor Economics				
16	Responsible Lecturer: Professor Dr. Johannes Becker			Department: School of Business and Economics				
17	Misc.:							

Social Policy

Мо	dule Ti	tle english:		Social Policy								
Cou	rse Pr	ogram:		Bachelor Economi	ics							
1	Mod	ule No: VWL	10	State: Compulsor	y	Language of Instruction: German						
2	Turn: seme	each winter ester	ſ	Duration: 1 semes	ster	Semester: 3 0	or 4	CP: 6	Workload	(h): 180		
	Mod	Module Structure:										
	No Type Course			rse			State	9	Workload (h)		
3								Presence (h + CH)	Self- Study (h)			
	1	Lecture	Soc	ial Policy	Policy				30 h (2 CH)	60		
	2	Exercise	Tuto	orial Social Policy			Com	pulsory	30 h (2 CH)	60		
	theoretical framework to analyse the eff interventions, in particular in the labour with empirical results.				arket	t. Theoretical p	redict					
4	The				Learning objectives							
	Just	ification for s	social	insurance	Understand why under adverse selection private, voluntary insurance markets might be inferior to government mandated insurance.							
		our Market P mployed	olicies	s for the	Understand how passive (unemployment insurance) and active (training programs) labour market polices affect labour supply and unemployment.					urance)		
	(mir	Labour Market Policies for the Employed (minimum wages, wage subsidies, anti- discrimination measures)					ny and	Understand both the efficiency and distributive consequences of all three policies.				
	uisc			e subsidies, anti-		ect labour supp derstand both t	the ef	ficiency	and distribut	t polices		
		nomics of Ed	neasu	e subsidies, anti- es)	con Unc	ect labour supp derstand both t	the effall thr	ficiency ee polic esigned	and distribut ies. education po	t polices ive		

	 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 mod	ules:						
7	Examination: Final Module Exam								
8	Relevant Work: Duration Part of final mark in % 1 Final written exam 90 min. 100 %								
			9	0 1111.					
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 part 3)	No 1			1.00	СР			
11		No 2			1.00				
	Relevant Work (see part 8)	No 1			4.00	СР			
	Total				6 CP				
12	Weight of the module grade for the 6/174 (3,45%)	ne overall grade	:						
13	Module Prerequisites: none								
14	Presence: Presence is highly recommended	to warrant learr	ning su	iccess.					
15	Mobility/Acknowledgement:								
	Use of the module for other cour	se programs	Bache	elor Bus	iness Ad	ministration			
16	Responsible Lecturer: Professor Dr. Nadine Riedel			Univ		Münster, School of Economics			
17	Misc.:								

Data Science 2

Мо	dule Ti	tle english:		Data Science 2					
C οι	irse Pr	ogram:		Bachelor Economics					
1	Mod	ule No: QMS	3	State: Compulsory	Language of	Instru	iction: G	ierman	
2	Turn seme	: each winte ester	r	Duration: 1 semester	Semester: 2 0	or 3	CP: 6	Workload	l (h): 180
	Mod	ule Structur	e:						
	No	Туре	Cou	rse		State	9	Workload (h	ı)
3								Presence (h + CH)	Self- Study (h)
	1 Lecture Statistics II						pulsory	30 h (2 CH)	60
	2	Exercise	Tuto	orial on Statistics II		Com	pulsory	30 h (2 CH)	60
	Purp The r statis and s Cour The c	module gives stical inferer statistics. se content: course Data	s a ger nce. It Scienc	/integration into curricu neral introduction to dat is a prerequisite for all f e 2 introduces the basic s to obtain a solid active	a science, in pa uture courses i cs of probabilit	n emp y theo	birical m	ethods, ecor	ometrics erence.
	Purp The r statis and s Cour The c The l	ose of the m module gives stical inferer statistics. se content: course Data	s a ger nce. It Scienc	neral introduction to dat is a prerequisite for all f	a science, in pa uture courses i cs of probabilit	n emp y theo knowl	birical m bry and s edge of	ethods, ecor	ometrics erence.

5	Acad After proba They probl analy when approver source Soft se Logice to ab They This i conte lines probl courr suita of the and se and c stude The se funda	ning outcomes: emic: completing the module, the students have a b abilistic methods used in economics. The stud recognize the importance and value of statistic lem solving. They understand the overall proce /zing data, interpreting and presenting results. e statistics helps to accurately explain abstract eciate the connections between theory and app statistical literature of various types, including ces. skills: c and Critical Thinking: Students have a facility /stract from concrete situations and make ideas can analyze, test, and interpret technical argun includes their own arguments and those of oth exts. Problem solving: The students use their tr of inquiry. They solve complex problems by idd lems. They gather and organize relevant inform terexamples. They sharpen statistical question ble existing methods of analysis and assess th e problem being considered. They construct ab statistical tools. The students undermine r ents can engage their creativity in the quest for students accept comments and feedback, and I amental concepts from statistics to non-expert lem solving and interpretation of results. The si oblem solving strategy. They communicate logic e of audiences.	asic knowledge of study limita - prov study limita - prov descr probl asic knowledge of ents are statistica cal thinking, traini ss and particular They are familiar phenomena. The olications. Studen survey articles, s with abstract reas precise by formu- nents, and form in ers, in both acade aning in data scie entifying feasible ation such as rela s as a problem sci eir strengths and stract models usin are as exploratory onsensical regula novel or elegant earn from them. T s. They can justify sudents present th	vide a conclusion to the vincluding a discussion of ations of the analysis. vide a concise and clear ription of a statistical em in economics. f the statistical and illy and numerically literate. ing, and approach to steps in collecting and with a variety of examples ey can recognize and its learn to independently cholarly books, and online soning, including the ability ulating them statistically. ndependent judgements. emic and non-academic ence to help guide possible divisions into simpler sub- ated problems, examples and olving strategy. They identify weaknesses in the context ng appropriate economic V, visualization, modelling ations subversively. The solutions. Communication: They can explain v choices made during ne results and assessment of					
6	Desc none	ription of possible electives within the module	s:						
7	Exam	nination: Final Module Exam							
	Relev	vant Work:	1						
8	No	Number and Type; Connection to Course	Duration	Part of final mark in %					
	1	Written exam	120 min.	100 %					
	1 Written exam 120 min. 100 % 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 part 3)	No 2		1.00 CP		
	Relevant Work (see part 8) No 1			4.00 CP		
	Total			6 CP		
12	Weight of the module grade for the overall grade: 6/174 (3,45%)					
13	Module Prerequisites: none					
14	Presence: Presence is strongly recommend	led to warrant le	arning su	Iccess		
	Mobility/Acknowledgement:					
15	Use of the module for other cou	urse programs	Politics	Bachelor Business Administration, Bachelor Politics and Economics and Law, Dual Bachelor Economics		
16	Responsible Lecturer: Department: Prof. Dr. Mark Trede, Professor Dr. Bernd Wilfling School of Business and Economics					
17	Misc.:					

Behavioral Economics

Module Title english:Behavioral Economics										
Cou	irse Pr	ogram:		Bachelor Economics						
1	Mod	u le No: VWL	11	State: Compulsory Language of Instruction: English						
2	Turn : seme	each summ ester	ıer	Duration: 1 semester	Semester: 3	or 4	CP: 6	Workload	i (h): 180	
	Mod	ule Structur	e:							
	No	Туре	Cour	se		State	1	Workload (h)	
3						Presence (h + CH)	Self- Study (h)			
1LectureBehavioral EconomicsCompulsory30 h (2 CH)60						60				
	2 Exercise Tutorial on Behavioral Economics Compulsory 30 h (2						30 h (2 CH)	60		
4	furth Cour In thi prefe mode	er study the se content: is module st erences and els that inco (iii) policy co	implica udents biases rporate	d social preferences as wations of psychologically get to know (i) the mair in belief formation and these insights and (iii) ons that can be drawn fr	y more realisti n evidence for economic dec policies that a	c mod the re ision r allows	els for ı levance naking, to inco	market outcon of non-stanc (ii) the main rporate these	mes. lard economic	
	1. 0'	verview		Students get an overvi psychological findings		ealth c	ofecono	omically relev	ant	
	Info	symmetric rmation and lence Goods			tric informatio	n amo ghts ol	ng selle	ers and buyer	s for	
	3. S	ocial Prefere	ences	chapter to markets for credence goods.3. Social PreferencesStudents learn about the implications of social preferences such as						
		hoice under		chapter to markets for credence goods.						

	5. In Cho	tertemporal ice	learn abo	ind of famous parac out the implications c theory as well as f	of non-stan	dard ri						
	6. B	elief Biases	In this se		e consequer		f belief biases such as					
	7. Li	mited Attention	Attentior time and	Attention is limited, and this explains, among others, biases in the risk, time and social domain. We will explore the consequences of limited attention in this chapter.								
5	Learning outcomes: Academic: Upon completion of the module, students have learned about the main economically relevant psychological insights, how to integrate them into economic models, and how to derive implications for market outcomes and regulations from these insights. Soft skills: Upon completion of the module, students are able to derive economic implications from experimental findings and behavioral phenomena.											
6	Desc none	• •	electives	within the modules	:							
7	Exam	iination: Final Mod	ule Exam									
8	Relevant Work: No Number and Type; Connection to Course Duration Part of final mark in %											
	1	Final written exam			90 min.		100 %					
9	Stud	y Work: none										
10	The c	equisites for Credit redit points will be bleted.		fter all relevant wor	k and study	work h	ave been successfully					
	CP As	ssignment:										
	Droc	sence (see part 3)		No 1		1.00	CP					
11	Fles	sence (see part 3)		No 2		1.00	СР					
		want Work (see par	t 8)	No 1		4.00	CP					
	Tota	ll				6 CP						
12		ht of the module g 4 (3,45%)	rade for th	ne overall grade:								
13		u le Prerequisites: mmended: Microec	onomics,	Industrial Organiza	tion, Game T	heory						
14	Prese Prese		ommende	d to warrant learnin	g success.							

45	Mobility/Acknowledgement:							
15	Use of the module for other course programs	r Business Administration						
16	Responsible Lecturer: Dr. Eric Meyer		Department: University of Münster, School of Business and Economics					
17	Misc.:							

Мо	dule Ti	tle english:		Competition and Regu	Competition and Regulation						
Cou	rse Pro	ogram:		Bachelor Economics							
1	Modu	ule No: VWL	12	State: Compulsory	Language of	f Instru	uction: (German			
2	Turn: seme	each summ ester	ier	Duration: 1 semester	Semester: 3	or 4	CP: 6	Workload	d (h): 180		
	Module Structure:										
	No	Туре	Cour	'se		State		Workload (h)		
3						Presence (h + CH)	Self- Study (h)				
	1	Lecture	Com	petition and Regulation		Comp	oulsory	30 h (2 CH)	90		
	2	Exercise	Tuto	rial on Competition and	Regulation	Comp	oulsory	30 h (2 CH)	30		
4	theor Cours In the with the appli exam know prefe unde differ is als overr theor mark instru Stude discu try to indus mark	Purpose of the module/integration into curriculum:The lecture "Foundations of Regulation" is based on "Microeconomics I". "Foundations ofRegulation" builds on problems stemming from restraints of competition and shows how theseproblems can be solved by a reasoned regulation policy. Moreover, the lecture deals withtheoretical questions and contemporary problems of competition policy. Course content: In the lecture students become acquainted with basic theories of regulation. The course beginswith the analysis of instruments that are able to solve market failure and their respective field ofapplication. In order to facilitate understanding of the instruments functionality, practicalexamples are presented, analysed and discussed in detail. Students are also provided with basicknowledge in competition theory and policy. Thus, it is discussed why competition in markets ispreferable from a social perspective and why companies try to avoid or reduce it. To enhanceunderstanding, students are getting aquainted with severa industrial economics models withdifferent market structures and outcomes. The influence of market behaviour of economic entitiesis also analysed in detail. Finally, means of competition policy are analysed that are capable ofoverriding the respective restraints. In this course students become acquainted with basictheories of regulation. The course begins with the analysis of instruments that are able to solvemarket failure and their respective field of application. In order to facilitate understanding of theinstruments functionality, practical examples are presented, analysed and discussed in detail.Students are also provided with basic knowledge in c									
	Ther		I	are capable of overridin Learning objectives							

Competition and Regulation

	1. Introduction	To understand competition po its objectives and its relation:						
	2. Market Power and Welfare	arying degrees of						
	3. The Role of Competition Policy To understand the different functions of competition policy.							
	4. Principles of Regulation To comprehend why natural monopolies arise, how they arise and they may not produce pareto-optimal outcomes. To know different theories of regulation.							
	5. Price Regulation	To comprehend how prices ar can be regulated and which p						
	6. Asymmetric Information	To comprehend which instrum asymmetric information.	nents regulatory p	olicy can use in case of				
	7. Cost-based Regulation	To comprehend that different available.	cost-based regula	atory instruments are				
	8. Incentive To comprehend the different forms of incentive regulation. Regulation							
	9. Deregulating Network Sectors	To comprehend how network	sectors can be de	regulated.				
5	paradigms, criteria wh economic policy instru the students are taugh practical tools related Soft skills: In this module, studen multiple factors as wel practiced with example their development of a the course is applied in case studies are referre	dents acquire content-related of en economic policy measures is ments and when economic po- it the theoretical knowledge of to the solution of such problem its learn particularly the analys il as abstract and lateral thinking es. The self-responsible prepara in autonomous approach to pro in a real life context. For this pu- ed to, so that students are able prate the pros and cons of thes	should be applied licy actions may b regulatory and co ns. is of complex econ ng. Further, proble ation of the exerci oblem solving. Ad rpose and throug e to construct suit	I, the working principles of e detrimental. Additionally, mpetition theory and nomic policy issues with em-solving skills will be ses supports students in ditionally, the content of hout the course, specific able economic policy				
6	Description of possible electives within the modules: none							
7	Examination: Final Mc	odule Exam						
	Relevant Work:	or Connection to Course	Duration	Part of final mark in %				
8	No Number and Typ 1 Final written exa	e; Connection to Course	Duration 90 min.	100 %				
	I		-					
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 part 3)	No 2		1.00 CP				
	Relevant Work (see part 8)	No 1		4.00 CP				
	Total			6 CP				
12	Weight of the module grade for the overall grade: 6/174 (3,45%)							
13	Module Prerequisites: none							
14	Presence: Preence is recommended to warra	ant learning su	ccess					
15	Mobility/Acknowledgement:							
-5	Use of the module for other cour	se programs	Bachelo	or Business Administration				
16	Responsible Lecturer: Professor Dr. Gernot Sieg			Department: School of Business and Economics				
17	Misc.:							

Empirical Economics

Mo	Module Title english:			Empirical Economics							
Cou	rse Pro	ogram:		Bachelor Economics							
1	Turn: each summer			State: Compulsory	Language of						
2	Turn: seme		ier	Duration: 1 semester	Semester: 3 or 4 CP:		CP: 6	Workload	l (h): 180		
	Modu	le Structure	9:								
	No	Туре	Cour	se		State	!	Workload (h)		
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	Empi	irical Economics		Comp	oulsory	30 h (2 CH)	60		
	2	Exercise	Tuto	rial Empirical Economics	5	Comp	oulsory	30 h (2 CH)	60		
4	for the modu Cours Topic regre studi objec the fo	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 are the modules Data Science 1 and 2. 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										

	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	Desc none	ription of possible electives	within the mod	ules:					
7	Exam	nination: Final Module Exam							
	Relev	vant Work:							
8	No	Number and Type; Connect	ion to Course	Dur	ation	Part of final mark in %			
	1	Final written exam		120	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 part 3)	No 1		1.0	о СР			
11		sence (see part 3)	No 2		1.0	o CP			
	Rele	evant Work (see part 8)	No 1		4.0	о СР			
	Tota	l			6 C	Р			
12	-	ht of the module grade for th 4 (3,45%)	ne overall grade	:					
13		ule Prerequisites: equisite: Modules Data Scien	ce 1 and Data S	cience 2					
14		ence: ence is strongly recommende	ed to warrant lea	Irning su	ccess				
	Mobi	ility/Acknowledgement:							
15	Use	of the module for other cour	se programs		or Economics nics and Law	s, Bachelor Politics and			
16	-	onsible Lecturer: Dr. Mark Trede, Professor Dr.	. Bernd Wilfling		Departmer School of E	n t: Business and Economics			
17	Misc	•••							

Topics in Economics I

Module Title english: Topics in Economics I									
		ogram:	Bachelor Economics						
1		ile No: VWL	State: Compulsory	Language of Instr	r uction: Germa	an or English			
2	Turn: seme		Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (I	1): 180		
	Modu	Ile Structure:							
	No	Туре	Course	State	Workload (h	ı)			
3				opics in Economics I			Self- Study (h)		
	30 h (2 CH)	150							
4	differ 'Micro Cours The S Econo to ap think	ent, mainly m beconomics I se content: deminar "Topi omics (such a ply their theo through a sp neral to learn	is in Economics' focusse icroeconomic topics. It '. cs in Economics" focuse is industrial organizatio retical knowledge from ecific economic questio the value of a consister	can be seen as a co ses every Semester n or applications of their basic econom n. This will form the	omplement to on a "cross-s game theory) ics lectures in e basis for the	modul ectional" Top where Stude order to con ir Bachelor th	nic in ents learn sistently nesis and		
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 slefstructured working are enforced. A feedback after the presentation is helpful to sharpen presentation skills. 								
6	Desc none	• •	sible electives within th	ie modules:					
7	Exam	ination: Fina	l Module Exam						
8	Relev	ant Work:							

	No	Number and Type; Connecti	on to Course	Du	ration		Part of final mark in %					
	1	Written term paper & presen	itation	max. 20 pages & max. 90 min.		100 %						
9	Stud	y Work: none										
10	The o	equisites for Credit Points: credit points will be granted a pleted.	fter all relevant	wor	k and study v	vork hav	e been successfully					
	CP A	CP Assignment:										
11	Pres	sence (see part 3)	No 1			1.00 CP						
	Rele	evant Work (see part 8)	No 1	5.00 CP		5.00 CP						
	Tota	al				6 CP						
12		ght of the module grade for th 4 (3,45%)	ie overall grade	:								
13	Basi	ule Prerequisites: c Economic knowledge (from ⁻ Science 1 + 2)	the first 3 Seme	ester	, i.e. Principle	es of Eco	nomics, Micro, Macro,					
14		ence: ence is strongly recommende	d to warrant lea	arnin	g success.							
	Mob	ility/Acknowledgement:										
15	Use	of the module for other cours	se programs	Bac	helor Busine	ss Admiı	nistration					
16		oonsible Lecturer: essor Dr. Gernot Sieg			Department School of B		and Economics					
17	Misc	.:										

Topics in Economics II

•		tle english:	Topics in Economics I						
				•					
Cou	rse Pro	ogram:	Bachelor Economics						
1	Μοdι 14	ile No: VWL	State: Compulsory	Language of Inst	Language of Instruction: German				
2	Turn: seme	each ester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (I	1): 180		
	Modu	le Structure:							
	No	Туре	Course		State	Workload (h	ı)		
3							Self- Study (h)		
	1	Seminar	Topics in Economics II		Compulsory	30 h (2 CH)	150		
4	'Micro Cours The S Econo to ap think	oeconomics I se content: Geminar "Topi omics (such a ply their theo through a sp neral to learn	icroeconomic topics. It '. cs in Economics" focuse is industrial organizatio retical knowledge from ecific economic questio the value of a consister	ses every Semester n or applications of their basic econom n. This will form the	on a "cross-s game theory) ics lectures in basis for the	ectional" Top where Stude order to con ir Bachelor th	ents learn sistently nesis and		
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 slefstructured working are enforced. A feedback after the presentation is helpful to sharpen presentation skills. 								
6	Desc none		sible electives within th	ie modules:					
7	Exam	ination: Fina	l Module Exam						
8	Relev	vant Work:							

	No	Number and Type; Connection	on to Course	Du	ration		Part of final mark in %
	1	Written term paper & presen	itation	max. 20 pages & max. 90 min.		100 %	
9	Stud	l y Work: none					
10	The o	equisites for Credit Points: credit points will be granted a pleted.	fter all relevant	: wor	k and study w	vork hav	e been successfully
	CP A	ssignment:					
11	Pres	sence (see part 3)	No 1	1.00 CP			
	Rele	evant Work (see part 8)	No 1	5.00 CP		5.00 CP	
	Tota	al				6 CP	
12		ght of the module grade for th 4 (3,45%)	e overall grade	:			
13		ule Prerequisites: c Economic knowledge (from t	the first 3 Seme	ester	, i.e. Econ 101	, Micro,	Macro, Statistics)
14		ence: ence is strongly recommende	d to warrant lea	arnin	g success.		
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cours	se programs	helor Busines	ss Admiı	nistration	
16		oonsible Lecturer: essor Dr. Gernot Sieg			Department School of Bu		and Economics
17	Misc	:					

Electives in the area skills

General Studies

Мос	lule Ti	tle englis	sh:	General Studies						General Studies								
Course Program: Bachelor Economics																		
1	Mod	ule No: Q	MS 5	State: Elective	Language	e of Inst	ruction: Ge	rman oi	^r English									
2	Turn : seme	each ester		Duration: 1 semester	Semester	r : 2	CP: 6	Work	load (h): 18	0								
	Mod	ule Struc	ture:															
	No	Туре	Cour	se	State	ł	Workload	(h)										
3																		
	1			se from the offer of Ge ersity of Münster for ch	e Comp	oulsory	30 h (2 CH)	60										
4	In thi Müns langı	ster. Depo Jages, sc	e, the s ending ientific	tudents take courses on the chosen course theory, rhetoric, press s and/or sustainability	students g entation an	get akno	wledged in	the are	a of (foreig	n)								
5	Acad No su Soft : Depe comr	skills: ending on nunicatio	ecific s choice on and	skills will be maintaine e, students learn impo presentation, scientifi ct sustainably.	rtant skills			U		ssional								
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	Exam	nination:	Exami	nations for every part	of the mod	ule												
	Relev	vant Worl	k:	Relevant Work:														
l i	Na	NI			Course Duration			Part of final mark in %										
8	No			ype; Connection to Conception conception course	urse	Duratio	on	Part of	final mark	in %								

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 part 3)	depending on chosen course								
	Relevant Work (see part 8)	No 1			Depending on chosen course					
	Total	Total 6 CP								
12	Weight of the module grade for to 0/174 (0%)	Weight of the module grade for the overall grade: 0/174 (0%)								
13	Module Prerequisites: none									
14	Presence: Presence is regulated in the example	m regula	tions for "G	eneral studie	es" of the University of Münster					
	Mobility/Acknowledgement:									
15	Use of the module for other cou programs	irse	none							
16	Responsible Lecturer: Professor Dr. Gernot Sieg			Departmen University c and Econor	of Münster, School of Business					
17	Misc.:									

Internship

Module Title english: Internship										
Cou	urse Program: Bachelor Economics									
1	Modu	ı le No: QMS 6	State: Elective	Language of In	struction: Gern	nan or Englisł	1			
2	Turn: seme	each ster	Duration: 1 semester	Semester: 2	CP: 6	Workload (h)	: 180			
	Modu	Ile Structure:								
	No	Туре	Course	State	Workload (h)				
3					Presence (h + CH)	Self- Study (h)				
	1		Intership + internship re	eport	Compulsory	/ o h (o CH)	180			
4	their professional field. The internship is to be completed in a field of activity that can be expected to apply the study content. For each internship, an internship report is written in which the students describe the internship and reflect on it against the background of the study content.Learning outcomes: Academic: The implementation of the internships is intended to intensify the exchange between university education and professional practice. For the students, this exchange is linked to the following									
5	 goals: They should be given the opportunity to get to know the respective chosen professional fields and to gain professional experience by being involved in concrete work processes. The work in a professional field should make it possible to apply the theoretical and empirical knowledge acquired in the course program in practice, to identify areas of knowledge that are lacking, and to receive suggestions for further study design and, if applicable, for the topic of the Bachelor's thesis. In connection with this, the internship should help students to gain information about whether the orientation to a professional field actually meets their abilities and personal characteristics. 									
6	Description of possible electives within the modules: none									
7	Exam	ination: Fina	l Module Exam							
8		ant Work: Number and	Type; Connection to Co	urse Durati	on	Part of final n	nark in %			

	1	Internship report		maximum of pages	20	100 %		
9	Study	y Work: none						
10	The c	quisites for Credit Points: redit points will be granted a leted.	ifter all relevant v	vork and study	work h	ave been successfully		
	CP As	ssignment:						
11	Pres	ence (see part 3)	No 1		0.00 (<u>C</u> P		
	Rele	vant Work (see part 8)	No 1		6.00 (CP		
	Tota	l		6 CP				
12		ht of the module grade for th 4 (0%)	ne overall grade:					
13	Modu none	lle Prerequisites:						
14	Prese Prese place	nce is regulated between the	e student and th	e organization,	where t	he internship takes		
15	Mobi	lity/Acknowledgement:						
-5	Use	of the module for other cour	se programs	none				
16		onsible Lecturer: ssor Dr. Gernot Sieg		Department: University of Münster, School of Business and Economics				
17	Misc.	:						

Electives in Economics

Energy Economics

		tle english:	-	Energy Economics							
		-									
Cou	rse Pro	ogram:		Bachelor Economics							
1	Modu	Ile No: WPV 1		State: Elective	Language of Instruction: German						
2	Turn: seme	each summe ster	er	Duration: 1 semester	Semes	s ter: 4 or 5	or CP: 6	Workload	d (h): 180		
	Modu	le Structure	:								
	No	Туре	Cour	se	8			Workload (h	ı)		
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	Ener	gy Economics		Co	ompulsory	30 h (2 CH)	60		
	2	Exercise	Exer	cises on Energy Econo	mics	Co	ompulsory	30 h (2 CH)	60		
4	a bas Econe Cours The n the s energ	policy and regulation. It complements the modules "Resource Economics". The module serves as a basics course for the master program modules "Environmental Economics", "Climate Change Economics" and "Advanced Energy and Resource Economics". 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									
5	Acade Stude indep stron acade Soft s	ents gain an i bendently ass g theoretical emic career (skills:	insigh sess a , empi resear	t into the most releval nd evaluate these issu rical and economical ch, consulting, etc.) a ; analysis of contrary	ues. As a fundam nd as a	a partial ar ent, energy solid basis	ea of appli economic for a job i	ed economics is is useful for n the energy i	s with a r an		
6	Desc none		sible	electives within the n	nodules	:					
7	Exam	ination: Fina	al Mod	ule Exam							
	Relev	vant Work:									
8	No	Number and	Туре	; Connection to Cours	e	Duration	Р	art of final ma	ark in %		
	1	Final written	exam	I		60 min.	10	00 %			

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 part 3)	No 2		1.00 CP		
	Relevant Work (see part 8) No 1			4.00 CP		
	Total			6 CP		
12	Weight of the module grade for t 6/174 (3,45%)	he overall grad	e:			
13	Module Prerequisites: none					
14	Presence: Presence is strongly recommende	ed to warrant le	arning s	uccess		
	Mobility/Acknowledgement:					
15	Use of the module for other course programs Polit			helor Business Administration, Bachelor tics and Economics and Law, Dual Bachelor hematics, Bachelor Geography		
16	Responsible Lecturer: Professor Dr. Andreas Löschel			Department: University of Münster, School of Business and Economics		
17	Misc.:					

Advanced Statistics

Module Title english:				Advanced Statistics							
Course Program:				Bachelor Economics							
1 Module No: WPV 2				State: Elective	Elective Language of Instruction: German or English						
2	Turn: each winter semester			Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180			
	Modu	ule Structure	:								
	No	Туре	Co	urse		State	Workload (h	ı)			
3							Presence (h + CH)	Self- Study (h)			
	1	Lecture	Ad	vanced Statistics		Compulsor	/ 30 h (2 CH)	60			
	2	Exercise	Tut	torial Advanced Stati	stics	Compulsor	30 h (2 CH)	60			
	varia conv	bles, estima ergence, hyp	tion othe	methods (method of sis testing, Wald, LM	moments, maximu 1, and LR-tests. Edu	ım likelihood ıcational obj), stochastic ectives: To une				
5	Acad This recon with asses Soft Logic to ab They	Purpose of the module/integration into curriculum: This module deepens and enhances the material introduced in the modules Data Science 1 and 2. t 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. 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									

	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	nination: Final Module Exam						
	Relev	vant Work:		i				
8	No	Number and Type; Connect	ion to Course		Duration		Part of final mark in %	
	1	Final written exam			120 min.		100 %	
9	Stud	y Work: none						
10	The c	equisites for Credit Points: credit points will be granted a pleted.	after all relevan	t wor	k and study v	work h	ave been successfully	
	CP A	ssignment:						
	Proc	sence (see part 3)	No 1			1.00 CP		
11		sence (see part 3)	No 2			1.00 CP		
	Rele	evant Work (see part 8)	No 1			4.00 CP		
	Tota	al				6 CP		
12		sht of the module grade for th 4 (3,45%)	ne overall grad	e:				
13		ule Prerequisites: mmended: Modules Data Sci	ience 1 and Dat	a Sci	ence 2			
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 and Law, Dual Bachelor Mathematics, Bachelor Geography						and Law, Dual Bachelor	
16	-	onsible Lecturer: Dr. Mark Trede, Professor Dr.	. Bernd Wilfling		Departmen School of E		ss and Economics	
17		.: module is taught in the first h ometrics in the second half c			nester. It is a	advisat	ble to attend the module	

Principles of Transport Economics

Мо	Module Title english:			Principles of Transpo	ort Economics					
Cou	Course Program:			Bachelor Economics						
1				State: Elective Language of Instruction: German						
2	Turn: each winter semester			Duration: 1 semester	Semester: 4 or 6	5 or	CP: 6	Workload	l (h): 180	
	Modu	ule Structure	e:							
	No	Туре	Cour	se		State	9	Workload (h)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Trans	sport Economics		Com	oulsory	30 h (2 CH)	90	
	2	Exercise	Tuto	rial Transport Econom	nics	Com	oulsory	30 h (2 CH)	30	
		nt research		pecific analysis of rel s of the Institute of Tr Learning objective	ransport Econom				10	
4	1. De styli	efinitions an zed facts of sport sector		Students learn ke economic charact	y indicators mea	-		·	stand the	
		conomic cos efits of trans		Students are able infrastructure rega and the environm	arding their impa				velfare	
	-	egulation of sport sector	the	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 th impacts of treatin charges and they	g traffic jams wit	h stat	ic or dyr	namic conges	tion	

	6. Dis	cussion of further	Studer	nts learn about th	e reasons	of persiste	nt market im	balances in	
	legitimations to s intervene in the r transport market. t			ecific transport sectors and they can evaluate in which cases arket interventions by the government can improve the market atcome. Moreover, they know in which context subsidies for specific ansport sectors can be appropriate.					
	7. Traffic safety Students learn about the reason for an undersupply traffic safety can evaluate measures aiming at increasing traffic safety.								
	8. Further perspectives on the transport sector 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	Acaden Upon o proble studen transp improv or spec	completion of the co ms that occur when nt have knowledge co ort, air transport an ve market outcomes ed limits. Upon com environment, on he	transpo of scient d road t by ade pletion	orting freight and tific foundations, traffic. Upon comp quate policies lik of the course the	beople. Up key theorie letion of the regulatio student un ement of h	oon comple es and prin ne course t n, taxes, e nderstands eterogene	etion of the c ciples in the he student is missions lim the impacts ous people.	ourse the fields of rail s able to its, subsidies s of transport	
	Upon o enviror policy	completion of the co nment, on health ar options from differe	nd on so ent ethic	ocial involvement cal viewpoints.	of heterog	•			
6	Upon o enviror policy	nment, on health ar	nd on so ent ethic	ocial involvement cal viewpoints.	of heterog	•			
6	Upon o environ policy Descri none	nment, on health ar options from differe	nd on so ent ethic ectives	ocial involvement cal viewpoints. within the modul	of heterog	•			
	Upon c environ policy Descri none Examin	nment, on health ar options from differe ption of possible el	nd on so ent ethic ectives	ocial involvement cal viewpoints. within the modul	of heterog	•			
	Upon c environ policy Descri none Examin Releva	nment, on health ar options from differe ption of possible el nation: Final Modul	nd on so ent ethic ectives v le Exam	ocial involvement cal viewpoints. within the modul	of heterog	eneous pe		evaluate	
7	Upon c environ policy Descri none Examin Releva No	nment, on health ar options from differe ption of possible ele nation: Final Modul	nd on so ent ethic ectives v le Exam	ocial involvement cal viewpoints. within the modul	es:	n	ople and to e	evaluate	
7	Upon c environ policy Descri none Examin Releva No N 1 F	nment, on health ar options from differe ption of possible ele nation: Final Modul ant Work: Number and Type; C	nd on so ent ethic ectives v le Exam	ocial involvement cal viewpoints. within the modul	Duratio	n	Part of fina	evaluate	
8	Upon c environ policy Descrip none Examin Releva No N 1 F Study	nment, on health ar options from differe ption of possible ele nation: Final Modul ant Work: Number and Type; C Final written exam Work: none puisites for Credit Po edit points will be gr	nd on so ent ethic ectives le Exam Connecti	ion to Course	Duratio	n.	Part of final	evaluate	
7 8 9	Upon c enviror policy Descri none Examin Releva No N 1 F Study The cre comple	nment, on health ar options from differe ption of possible ele nation: Final Modul ant Work: Number and Type; C Final written exam Work: none puisites for Credit Po edit points will be gr	nd on so ent ethic ectives le Exam Connecti	ion to Course	Duratio	n.	Part of final	evaluate	
7 8 9	Upon c environ policy Descrip none Examin Releva No N 1 F Study The cree comple	nment, on health ar options from differe ption of possible ele nation: Final Modul ant Work: Number and Type; C Final written exam Work: none uisites for Credit Po edit points will be gr eted. signment:	nd on so ent ethic ectives le Exam Connecti	ion to Course	Duratio	n.	Part of final 100 %	evaluate	
7 8 9	Upon c environ policy Descrip none Examin Releva No N 1 F Study The cree comple	nment, on health ar options from differe ption of possible ele nation: Final Modul ant Work: Number and Type; C Final written exam Work: none uisites for Credit Po edit points will be gr eted.	nd on so ent ethic ectives le Exam Connecti	ion to Course	Duratio	n n udy work h	Part of final 100 %	evaluate	
7 8 9 10	Upon c environ policy Descrip none Examin Releva No N 1 F Study Prereq The cre comple CP Ass Prese	nment, on health ar options from differe ption of possible ele nation: Final Modul ant Work: Number and Type; C Final written exam Work: none uisites for Credit Po edit points will be gr eted. signment:	nd on so ent ethic ectives le Exam Connecti oints: ranted a	ion to Course	Duratio	n n udy work h	Part of final 100 %	evaluate	

12	Weight of the module grade for the overall grade: 6/174 (3,45%)					
13	Module Prerequisites: The mastery of the content of the modules Foundations of Microeconomics, Foundations of Macroeconomics and Competition and Regulation is required.					
14	Presence: Presence is strongly recommended to warrant le	arning s	success			
	Mobility/Acknowledgement:					
15	Use of the module for other course programsBachelor Business Administration, Bachelor Politics and 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.					

Trade Theory and Policy

Module Title english:		Trade Theory and Po	olicy							
Course Program:				Bachelor Economics	Bachelor Economics					
1 Module No: WPV 4			4	State: Elective	Language of I	Instruct	ion: Enន្	glish		
2	Turn seme	each winter		Duration: 1 semester	Semester: 4 c	or 5 or	CP: 6	Workload	d (h): 180	
	Mod	ule Structure	:							
	No	Туре	Cou	rse		State	•	Workload (h	ı)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Trad	le Theory and Policy		Com	oulsory	30 h (2 CH)	60	
	2	Exercise	Tuto	orial on Trade Theory a	and Policy	Com	oulsory	30 h (2 CH)	60	
	Purp Over remo At th domo disto	the last 60 y wing barriers e same time, estic industri ort the free flo	vears, s to int , worri ies ha ow of §	/integration into curr most countries aroun ernational trade, refle es about the effects o ve led many countries goods and factors. Stu	d the world hav ecting the view t of free trade on t s to engage in p udying the caus	that free the inte rotectio es and	e trade i rnationa nist pol consequ	s a force for p al competitive icies which li uences of inte	orosperity eness of mit or ernationa	
4	Purp Over remo At th dome disto trade relati Cour This the s bette to ex econ ques vario	ose of the me the last 60 y oving barriers e same time, estic industri ort the free flo e integration ive pros and se content: course provid tudent to the er than autark plain the stru omic welfare tion of wheth	vears, s to int , worri ies ha ow of g theref cons o des ar e subjo ky. To ucture e. The her res icy ins	most countries aroun ternational trade, refle es about the effects o ve led many countries	d the world hav ecting the view t of free trade on t s to engage in p udying the caus pensable tool of nomics of intern nich deals with odels of interna e as well as its o ture deals with than free trade	that free the inte rotectio es and of asses ational questio ational t consequ trade p e. To this	e trade i rnationa nist pol consequ sing an trade. T ns of wl trade are ences f olicy iss s end, th	s a force for p al competitive icies which li uences of inte d evaluating the first part i hether or not e developed for factor mar sues which as ne functionin	orosperity eness of mit or ernationa the ntroduces trade is and used kets and sks the g of	
4	Purp Over remo At th dome disto trade relati Cour This the s bette to ex econ ques vario	ose of the me the last 60 y oving barriers e same time, estic industri ort the free floe integration ive pros and se content: course provio tudent to the er than autark plain the stru omic welfare tion of wheth us trade poli are are evalua	vears, s to int , worri ies ha ow of g theref cons o des ar e subjo ky. To ucture e. The her res icy ins	most countries aroun ternational trade, refle es about the effects of ve led many countries goods and factors. Stu- fore becomes an indis of globalization. In overview of the ecor ect of trade theory, wh this end, the major m of international trade second part of the lecos stricted trade is better	d the world hav ecting the view t of free trade on t s to engage in p udying the caus pensable tool of nomics of intern nich deals with odels of interna e as well as its o ture deals with than free trade	that free the inte rotectio es and of asses ational questio ational t consequ trade p e. To this	e trade i rnationa nist pol consequ sing an trade. T ns of wl trade are ences f olicy iss s end, th	s a force for p al competitive icies which li uences of inte d evaluating the first part i hether or not e developed for factor mar sues which as ne functionin	orosperity eness of mit or ernationa the ntroduces trade is and used kets and sks the g of	
4	Purp Over remo At th dome disto trade relati Cour This the s bette to ex econ ques vario welfa	ose of the me the last 60 y oving barriers e same time, estic industri ort the free floe integration ive pros and se content: course provio tudent to the er than autark plain the stru omic welfare tion of wheth us trade poli are are evalua	vears, s to int , worri ies ha ow of g theref cons o des ar e subje ky. To ucture e. The her res icy ins ated.	most countries aroun ternational trade, refle es about the effects of ve led many countries goods and factors. Stu fore becomes an indis of globalization. In overview of the ecor ect of trade theory, wh this end, the major m of international trade second part of the leo stricted trade is better truments is analyzed	d the world hav ecting the view to of free trade on to s to engage in po- udying the cause opensable tool of nomics of intern nich deals with to odels of internate as well as its of ture deals with than free trade and their impace	that free the inte rotectio es and of asses ational questio ational t consequ trade p e. To this ct on tra	e trade i rnationa nist pol consequ sing an trade. T ns of wl rrade are ences f olicy iss s end, th ide, fact	s a force for p al competitive icies which li uences of inte d evaluating the first part i hether or not e developed for factor mar sues which as ne functionin for allocation	orosperity eness of mit or ernationa the ntroduces trade is and used kets and sks the g of	
4	Purp Over remo At th dome disto trade relati Cour: This the s bette to ex econ ques vario welfa	ose of the me the last 60 y oving barriers e same time, estic industri ort the free floe integration ive pros and se content: course provid tudent to the er than autark plain the stru omic welfare tion of wheth us trade poli are are evaluation Ricardo mod Heckscher-O	vears, s to int , worri ies ha ow of s theref cons o des ar e subjo ky. To ucture e. The her res icy ins ated.	most countries aroun ternational trade, refle es about the effects of ve led many countries goods and factors. Stu- fore becomes an indis of globalization. In overview of the ecor ect of trade theory, wh this end, the major m of international trade second part of the lecos stricted trade is better truments is analyzed Learning objectives To learn about the co	d the world hav ecting the view to of free trade on to s to engage in po- udying the caus- pensable tool of nomics of interna- odels of interna- e as well as its of ture deals with of than free trade and their impace oncept of comp- le patterns and fects of interna-	that free the inte rotectio es and of asses ational questio ational t consequ trade p trade p to this ct on tra	e trade i rnationa nist pol consequ sing an trade. T ns of wl rrade are lences f olicy iss s end, th ide, fact	s a force for p al competitive icies which li- uences of inte d evaluating the first part i hether or not e developed for factor mar sues which as he functionin for allocation	orosperity eness of mit or ernationa the ntroduces trade is and used kets and sks the g of and	
4	Purp Over remo At th dome disto trade relati Cour This the s bette to ex econ ques vario welfa The The	ose of the me the last 60 y oving barriers e same time, estic industri ort the free floe integration ive pros and se content: course provid tudent to the er than autark plain the stru omic welfare tion of wheth us trade poli are are evaluation Ricardo mod Heckscher-O	vears, s to int , worri ies ha ow of g theref cons o des ar e subjo ky. To ucture e. The her res icy ins ated.	most countries aroun ternational trade, refle es about the effects of ve led many countries goods and factors. Stu- fore becomes an indis of globalization. In overview of the ecor ect of trade theory, wh this end, the major me of international trade second part of the leconstricted trade is better stricted trade is better truments is analyzed Learning objectives To learn about the co- implications for trade To investigate the effective	d the world hav ecting the view to of free trade on to s to engage in po- udying the caus- pensable tool of nomics of interna- odels of interna- e as well as its of ture deals with othan free trade and their impace oncept of comp- le patterns and fects of interna- bution of incom	that free the inte rotectio es and of asses ational questio ational to conseque trade p to this ct on tra- arative welfare tional to ne.	e trade i rnationa nist pol consequ sing an trade. T ns of wl rade ard ences f olicy iss s end, th ide, fact	s a force for p al competitive icies which li- uences of inte d evaluating the first part in hether or not e developed or factor mar sues which as the function in tor allocation factor marke	orosperity eness of mit or ernationa the ntroduces trade is and used kets and sks the g of and	

	Strat	tegic trade policy	To analyz trade poli	-	action of firn	ns and	the role of rent-seeking	
International factor To contemplate the incentives and consequences for mobility movement of capital and labor.					es for the international			
5	Acad Upon econe theor expla reflect facilit base and b policy Soft s The a probl Upon releva class obtai	omics and enables retical, model-base in trading patterns at current issues ar tates the ability of d on their theoretic ousiness fields of e y departments of n skills: analysis of interdep ems in a differenti completion of the ant way and to ide ify tasks into a bro ned knowledge ca	s students ed foundat and drivin d to discu the studer cal backgro conomic a ninistries, pendencies ated way a course, th ntify proble ader conte n be used	ions and empirical ng forces and barrie ss the topics critica ts to participate in bund. This knowled activity, particularly research institutes facilitates the abil and conveys the abil se student is able to em areas. The stude ext and gain the abi	dent econon research resu ers to interna- illy and contr current deba ge can be inc in internatio and internatio ity of the stu- lity of abstra o analyse the ents are able lity to provid cussions and	nic pol ults. Si tional roversi ites an corpora nal org onally dents ct and oretica to refl e diffe debat	icy arguments based on	
6		ription of possible		within the modules				
7		ination: Final Mod	lule Exam					
	Dalay	vant Work:						
•		Number and Type	• Connecti	on to Course	Duration		Part of final mark in %	
8	1	Written exam	, connecti		90 min.		100 %	
9	Study	y Work: none						
10	The c	equisites for Credit redit points will be oleted.		fter all relevant wor	k and study	work h	nave been successfully	
	CP As	ssignment:						
				No 1		1.00	00 CP	
11	Pres	ence (see part 3)		No 2		1.00	CP	
	Rele	vant Work (see pa	rt 8)	No 1		4.00	СР	
	Tota	l				6 CP		
12	-	ht of the module g 4 (3,45%)	rade for th	e overall grade:				

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	Politic	lor Business Administration, Bachelor s and Economics and Law, Dual Bachelor matics, Bachelor Geography		
16	Responsible Lecturer: Professor Dr. Bernd Kempa		Department: School of Business and Economics		
17	Misc.:				
Economics of Innovation

Мо	dule Ti	tle english:		Economics of Innova	ation				
Course Program: Bachelor Economics 1 Module No: WPV 5 State: Elective Language of Instruction: English									
1	Modu	ule No: WPV	5	State: Elective	Language of In	struct	ion: Eng	glish	
2	Turn: seme	each winter ester		Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6		Workload	d (h): 180	
	Modu	ule Structure	:						
	No	Туре	Cou	rse		State	2	Workload (h)
3								Presence (h + CH)	Self- Study (h)
	1 Lecture Eco			nomics of Innovation		Com	oulsory	30 h (2 CH)	60
	2	Exercise	Tuto	rial on Economics of I	nnovation	Com	oulsory	30 h (2 CH)	60
4	Cours The la first s ideas analy the la immi	se content: ecture provid sets out gene s and the imp yses we can i ast part, the o gration on in	les an ral pr oortan ncrea course novat	•	omic issues of in nics of innovation conomic prosper vation in compar nnovation policy artificial intellig	novati n such ity. In nies ar /, for e ence v	on and as the the sec id the e xample vill have	new ideas. Th public goods ond part, the conomy at la the impact o	nature of course rge In f
5	Acad Study of inr theor used studi Soft s In thi multi pract their the c case	immigration on innovation and which impact artificial intelligence will have on the labor market. In the tutorials, we will read current papers at the frontier of research. Learning outcomes: Academic: Students acquire content-related competencies by examining the macroeconomic consequences of innovation as well as current innovation policy. Furthermore, the students master essential theoretical basics for the management of innovation and can apply concepts and instruments used in practice. The students are familiar with the essential theoretical findings and empirical studies. 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 policy measures to promote innovation and entrepreneurship and to elaborate the pros and cons of these suggested							
6	Desc none	• •	ssible	electives within the r	nodules:				

7	Exam	iination: Final Module Exam					
8	Relevant Work:NoNumber and Type; Connection to CourseDurationPart of final mark in1Final written exam90 min.100 %						
	1	Final written exam		90	o min.	100 %	
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 A	ssignment:					
	Droc	sence (see part 3)	No 1		1.00	СР	
11	Pres	sence (see part 3)	No 2		1.00	СР	
	Rele	evant Work (see part 8)	No 1		4.00	СР	
	Tota	ıl			6 CP		
12		tht of the module grade for th 4 (3,45%)	ne overall grade	5:			
13	Mod none	ule Prerequisites:					
14	Prese Prese	ence: ence is strongly recommende	ed to warrant lea	arning s	uccess.		
	Mobi	ility/Acknowledgement:					
15	Use	of the module for other cour	se programs	Bachel	Bachelor Business Administration		
16		onsible Lecturer: Dr. Martin Watzinger			Department: University of Business and	Münster, School of I Economics	
17	Misc						

Monetary Economics I

	odule Title english:			Monetary Economics I						
Cou	rse Pr	ogram:		Bachelor Economics	5					
1	Mod	ule No: WPV (6	State: Elective	Language of In	struct	ion: Gei	rman		
2	Turn seme	each winter		Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6		Workload	i (h): 180		
	Mod	ule Structure	:				<u></u>	1		
	No Type Cou			rse		State	2	Workload (h	ı)	
3								Presence (h + CH)	Self- Study (h)	
				etary Policy		Com	oulsory	30 h (2 CH)	60	
				orial on Monetary Polic	су	Com	oulsory	30 h (2 CH)	60	
	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 diagrammed in the lecture.									
4	parti strate mone are n lectu	tical and to a cular, the (i) i egies and the etary transmi nainly used d	lesse institu eir imp ssion lue to nplen	r extent with the theo utional aspects of the plementation, (iii) more channels of monetany the practical monetany nented by case studie	retical aspects o European Monet netary policy inst y policy are cons y policy of the Eu	f mone tary Ur trumer idered uropea	etary po iion, (ii) its and . The co in Centr	licy of centra monetary po money marke rresponding al Bank (ECB)	l banks. In licy et and (iv) concepts). The	
5	parti strate mone are n lectu discu Learn Acad The p mone polic impa quali Soft Throu techn deba	tical and to a cular, the (i) i egies and the etary transmi nainly used d re will be cor ussed in the l ning outcome emic: participants s etary policy. T y. Due to the act on financia ification. skills: ugh the present niques will be te on a scient	lesse institu eir imp ssion lue to mplen ecture est should This w impo al ma entatione e prac	r extent with the theo utional aspects of the plementation, (iii) more channels of monetany the practical monetany nented by case studie	retical aspects o European Monet netary policy inst y policy are cons y policy of the Eu s, prepared by st ne theoretical an ntify current pro olicy in the intern nomy, these issu hin the circle of o question- answe The same applies	f mone tary Ur trumer idered uropea tudent d prac blems nationa ues are course r sessi	tical dir and to o e import s and th tical dir and to o e import particip on part	licy of centra monetary po money marke presponding al Bank (ECB) nen be preser men be preser discuss mone mic policies ant for econo pants, presen icipants learn	l banks. In licy et and (iv) concepts). The nted and etary and their omic	
	parti strate mone are n lectu discu Learn Acad The p mone polic impa quali Soft Throu techn deba abou	tical and to a cular, the (i) i egies and the etary transmi nainly used d re will be cor ussed in the l ning outcome emic: participants s etary policy. T y. Due to the act on financia ification. skills: ugh the present niques will be te on a scient t current mon	lesse institu eir imp ssion lue to mplen ecture es: should This w impo al ma entatione e prace tific lo netary	r extent with the theo utional aspects of the olementation, (iii) more channels of monetary the practical monetary nented by case studie e. If be familiarize with the vill enable them to ide rtance of monetary poor rkets and the real eco on of case studies wit ticed. In the ensuing of evel with each other.	retical aspects o European Monet netary policy insi y policy are cons y policy of the Eu s, prepared by si ne theoretical an ntify current pro- plicy in the intern nomy, these issu hin the circle of o question- answe The same applies	f mone tary Ur trumer idered uropea tudent d prac blems nationa ues are course r sessi	tical dir and to o e import s and th tical dir and to o e import particip on part	licy of centra monetary po money marke presponding al Bank (ECB) nen be preser men be preser discuss mone mic policies ant for econo pants, presen icipants learn	l banks. In licy et and (iv) concepts). The nted and etary and their omic	
5	parti strate mone are n lectu discu Learn Acad The p mone polic impa quali Soft Throu techn deba abou	tical and to a cular, the (i) i egies and the etary transmi nainly used d re will be cor ussed in the l ning outcome emic: participants s etary policy. T y. Due to the act on financia ification. skills: ugh the present niques will be te on a scient t current mon	lesse institu eir imp ssion lue to mplen ecture es: should This w impo al ma entatio e prac stific lo netary ssible	r extent with the theo utional aspects of the olementation, (iii) more channels of monetary the practical monetar nented by case studie e. d be familiarize with the vill enable them to ide rtance of monetary por rkets and the real eco on of case studies wit ticed. In the ensuing of evel with each other. The policy developments	retical aspects o European Monet netary policy insi y policy are cons y policy of the Eu s, prepared by si ne theoretical an ntify current pro- plicy in the intern nomy, these issu hin the circle of o question- answe The same applies	f mone tary Ur trumer idered uropea tudent d prac blems nationa ues are course r sessi	tical dir and to o e import s and th tical dir and to o e import particip on part	licy of centra monetary po money marke presponding al Bank (ECB) nen be preser men be preser discuss mone mic policies ant for econo pants, presen icipants learn	l banks. In licy et and (iv) concepts). The nted and etary and their omic	

	No	Number and Type; Connect	ion to Course	Du	uration	Part of final mark in %
	1	Final written exam		12	o min.	100 %
9	Stud	y Work: none				
10	The o	equisites for Credit Points: credit points will be granted <i>a</i> pleted.	ifter all relevan	t work a	nd study work	have been successfully
	CP A	ssignment:				
	Dro	conco (coo port o)	No 1		1.00	СР
11	Pres	sence (see part 3)	No 2		1.00	СР
	Rele	evant Work (see part 8)	No 1		4.00	CP
	Tota	al			6 CP	
12		ght of the module grade for th 4 (3,45%)	ne overall grad	e:		
13	For u	ule Prerequisites: Inderstanding the events of tl Macroeconomics is needed.	his module, the	e control	of the substar	nce of the modules Micro-
14		ence: ence is strongly recommende	ed to warrant le	arning s	uccess	
	Mob	ility/Acknowledgement:				
15	Use of the module for other cou				s and Economi	lministration, Bachelor cs and Law, Dual Bachelor or Geography
16		oonsible Lecturer: essor Dr. Martin Bohl			Department: School of Bus	siness and Economics
17	Misc					

Econometrics

Mo				Econometrics						
Course Program: Bachelor Economics 1 Module No: WPV 7 State: Elective Language of Instruction: German or English										
1	Modu	ule No: WPV	7	State: Elective	Language of Inst	ruction: Germ	an or English			
2	Turn: seme	each winte ester	r	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180		
	Modu	ule Structur	e:				-			
	No Type		Co	urse		State	Workload (h)		
3							Presence (h + CH)	Self- Study (h)		
	1	Lecture	Eco	onometrics		Compulsory	30 h (2 CH)	60		
	2	Exercise	Eco	onometrics		Compulsory	30 h (2 CH)	60		
4	Topic intera conve intera econ empi learn reflec	se content: cs: linear reg actions; gen ergence and dependent e ometrics me rical econor to use and ct on the me	eraliz I limit equat ethod nic re asses	on; t-test; F-test; omi ed least squares me theorems; stochasti ions systems. Learnin s required for empiric search. They learn to ss scientific methods	thod (heteroskeda: c exogenous varial ng objectives: This cal economics. Stue assess the suitabi	sticity, autoco les; instrumo module provi lents are bei lity of empirio	orrelation); st ental variable des the elem ng prepared f cal methods.	ochastic s; entary or		
	Learr			ts of economic phen	udies as well as or	the results.		ically		

	prob coun iden cont econ mod subv Com expla durir asse	of inquiry. They solve complems. They gather and organ iterexamples. They sharpen entify suitable existing method ext of the problem being con comic and statistical tools. The elling and computational too versively. The students can en munication: The students ac ain fundamental concepts from any problem solving and inter- ssment of a problem solving riting to a range of audiences	ize relevant informate econometric questic s of analysis and as sidered. They const ney use computers a ols. The students un ngage their creativit cept comments and om econometrics to pretation of results. strategy. They comm	tion such as t ons as a probl sess their stra- ruct abstract and software a dermine nons y in the quest feedback, an non-experts. The students	related lem so engths model as exp sensic t for no t lear They o prese	d problems, examples and lving strategy. They s and weaknesses in the s using appropriate loratory, visualization, al regulations ovel or elegant solutions. In from them. They can can justify choices made ent the results and
6	Desc none	ription of possible electives	within the modules	:		
7	Exan	nination: Final Module Exam				
		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	Stud	y Work: none				
10	The o	equisites for Credit Points: credit points will be granted a pleted.	after all relevant wo	rk and study v	work h	ave been successfully
	CP A	ssignment:				
	Pro	sence (see part)	No 1		1.00 (CP
11			No 2		1.00 (CP
	Rele	evant Work (see part 8)	No 1		4.00	СР
	Tota	al			6 CP	
12	-	ght of the module grade for t 4 (3,45%)	he overall grade:			
13		ule Prerequisites: mmended: Modules Data Sc	ience 1, Data Scienc	ce 2, Advance	ed Stat	istics.
14		ence: ence is strongly recommende	ed to warrant learnir	ng success		
15	Mob	ility/Acknowledgement:				

	Use of the module for other course programs	 Bachelor Business Administration, Bachelor Politics and Economics and Law, Dual Bachel Mathematics, Bachelor 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 w Advanced Statistics in the first half of the term.	vinter	term. It is advisable to attend the module		

Public Choice Theory

Mod	dule Tit	tle english:		Public Choice Theory						
Module Title english: Public Choice Theory Course Program: Bachelor Economics										
1	Modu	le No: WPV	8	State: Elective	Language of In	struct	ion: Ge	rman		
2		each winter		Duration: 1 semester	Semester: 4 or 5 or CP: 6		Workload	i (h): 180		
		le Structure	:		semester 6					
	No Type Cou			rse		State	•	Workload (h	1)	
3								Presence (h + CH)	Self- Study (h)	
				ure Public Choice The	ory	Com	oulsory	30 h (2 CH)	60	
	2	Exercise	Exer	cises on Public Choic	e Theory	Com	oulsory	30 h (2 CH)	60	
4	This r Macru insigl welfa make is ap and r Cours The for group insigl modu the m	module build oeconomic T hts into how re economic ers act; and v plied within nacroeconor se content: ocal point of os as well as hts into the r ule provides nodule aims	Is upo heory recon s. It a vhich a broa nics in analy actor estric are de	/integration into curri on the modules Princip and deepens the und mendations concerni lso gives insights into political behavior may ad field of political phe nstruments to a broad rsis in this module are s and their respective tions under which pol erived from the applicate tematically exercising	oles of Microecon erstanding acqu ing economics p the restrictions whence be expect enomena. The m range of both th public decision decision-making itical decision m ation of the econ	iired so olicy c under cted. T odule neory a maken g beha pakers nomics	o far. Th an be d which p he meth further ind poli rs, bure vior. Pa typicall methoo	e module giv erived using political decis nodology of e helps applyir cy issues. aucrats, inter rticipants wil y act. The ins dology. Furthe	res first criteria of sion conomics ng micro- rest l gain ights this ermore,	
5	Acade The n beha evalu Soft s In thi multi the a	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 advanced relying on exemplary cases.								
6	Desc none	• •	ssible	electives within the r	nodules:					

7	Exam	ination: Final Module Exam						
8	Relev No	vant Work: Number and Type; Connecti	on to Course	D	uration	Part of final mark in %		
0	1	Final written exam			o min.	100 %		
9	Stud	y Work: none						
10	The c	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.						
	CP Assignment:							
	Droc	sence	No 1		1.00	СР		
11			No 2		1.00	СР		
	Rele	evant Work	No 1		4.00	СР		
	Tota	l			6 CP			
12		ht of the module grade for th 4 (3,45%)	ne overall grad	e:				
13	recor	u le Prerequisites: nmended: mathematics, data oeconomics	a science 1 + 2	, found	ations of microe	conomics, foundations of		
14	Prese Prese	ence: ence is strongly recommende	d to warrant le	arning	success			
	Mobi	lity/Acknowledgement:						
	Use	of the module for other cours	se programs	Bache	elor Business Ad	ministration		
15	Mod	lule Title english		Public	Choice Theory			
	-	lish translation of module co	mponents	No 1:	Lecture Public C	hoice Theory		
	from	section 3		No 2:	Exercises on Pu	blic Choice Theory		
16		onsible Lecturer: essor Dr. Thomas Apolte			Department: School of Bus	iness and Economics		
17	Misc							

Resource Economics

Мо	dule Ti	tle english:		Resource Economics	5				
Cοι	Irse Program: Bachelor Economics								
1	Module No: WPV 9 Turn: each winter semester			State: Elective	Language of Ir	struct	ion: Gei	rman	
2			r	Duration: 1 semester	Semester: 4 01 6	Semester: 4 or 5 or 6 CP: 6		Workload	d (h): 180
	Mod	ule Structure	e:						
	No	Туре	Cou	rse		State	•	Workload (h	ı)
3								Presence (h + CH)	Self- Study (h)
				ource Economics		Com	oulsory	30 h (2 CH)	60
	2	Exercise	Exer	cises on Resource Eco	onomics	Com	oulsory	30 h (2 CH)	60
4	Purp The r econ serve Char Cour	nodule "Res omic policy es as a basic ige Economi se content:	ource and re s cour cs" an	/ integration into curr Economics" is based gulation. It compleme se for the master prog d "Advanced Energy a	on the fundame ents the modules gram modules "E and Resource Eco	s "Ener Environ onomic	gy Econ mental cs".	omics". The Economics",	module "Climate
4	Purp The r econ serve Char Cour The r facto facto and u Reso	ose of the m module "Res omic policy es as a basic ge Economi se content: module 'Reso ors of produc or. Hence, the uses in the e ources and th	ource and re s cour cs" an ource l tion in e stude conon ieir use	Economics" is based gulation. It compleme se for the master prog	on the fundame ents the modules gram modules "E and Resource Eco narily with Energ and the Resource ining of natural r - Energy and En- n - Resource usa	s "Ener Environ onomic y as th es whic esourc ergy Ac ge and	gy Econ mental cs". e one o ch are no ces and ccountir enviror	omics". The Economics", f the most im eeded to proo their transfor ng - Exhaustik mental issue	module "Climate portant duce this mation ole
5	Purp The r econ serve Char The r facto facto and r Reso Mark Lear Acad The s reso analy own. ques know	ose of the m module "Res omic policy es as a basic ge Economi se content: module 'Reso ors of produc or. Hence, the uses in the e ources and th tets for Reso ming outcom lemic: student acqu urces. Morec yzed. A main Theoretical tions. Stude yledge either skills:	ource and re s cour cs" an ource I tion in e stude conon eir use urces (es: iires a over, th goal i and er nts that	Economics" is based gulation. It compleme se for the master prog d "Advanced Energy a Economics' deals prin modern Economies a ent learn about the mi ny. The topics include e in Energy Productior	on the fundame ents the modules gram modules "E and Resource Eco narily with Energ and the Resource ining of natural r - Energy and En- n - Resource usag gas, uranium ar owledge concern n the resource se habled to answer heavily used and he module are in e Energy and Res	ing the ector a resource a pos ource	gy Econ mental cs". e one o ch are no ces and countir enviror ewable n e functio nd the r rce rela ed in oro ition to Industry	omics". The Economics", f the most im eeded to proo their transfor ng - Exhaustik mental issue resources) oning of mark est of the eco ted questions der to answer profit from th /.	module "Climate portant duce this mation ole es
5	Purp The r econ serve Char Cour The r facto facto and r Reso Mark Lear Acad The s reso analy own. ques know Soft	ose of the m module "Res omic policy es as a basic ge Economi se content: module 'Reso ors of produc or. Hence, the uses in the e ources and th tets for Reso ning outcom lemic: student acqu urces. Morec yzed. A main Theoretical tions. Stude vledge either skills: ytical Skills,	ource and resistand resistand resistand compared by the stude comment of	Economics" is based gulation. It compleme se for the master prog d "Advanced Energy a Economics' deals prin modern Economies a ent learn about the mi hy. The topics include e in Energy Production (lignite, hard coal, oil, solid background kno he interaction between s that students are er mpirical methods are at successfully pass the ademia but also in the	on the fundame ents the modules gram modules "E and Resource Eco narily with Energ and the Resource ining of natural r - Energy and En- n - Resource usag gas, uranium an owledge concern n the resource se heavily used and he module are in e Energy and Res nt positions and	ing the ector a resource a pos ource	gy Econ mental cs". e one o ch are no ces and countir enviror ewable n e functio nd the r rce rela ed in oro ition to Industry	omics". The Economics", f the most im eeded to proo their transfor ng - Exhaustik mental issue resources) oning of mark est of the eco ted questions der to answer profit from th /.	module "Climate portant duce this mation ole es
	Purp The r econ serve Char Cour The r facto facto and u Reso Mark Learn Acad The s resou analy own. ques know Soft Analy	ose of the m module "Res omic policy es as a basic ge Economi se content: module 'Reso ors of produc or. Hence, the uses in the e ources and th tets for Reso ning outcom lemic: student acqu urces. Morec yzed. A main Theoretical tions. Stude vledge either skills: ytical Skills,	ource and re s cour cs" an ource I tion in e stude conon neir us urces (es: irres a over, th goal i and en nts that r in aca judge	Economics" is based gulation. It compleme se for the master prog d "Advanced Energy a Economics' deals prin modern Economies a ent learn about the mi ny. The topics include e in Energy Production (lignite, hard coal, oil, solid background kno the interaction between s that students are er mpirical methods are at successfully pass the ademia but also in the and cope with differe	on the fundame ents the modules gram modules "E and Resource Eco narily with Energ and the Resource ining of natural r - Energy and En- n - Resource usag gas, uranium an owledge concern n the resource se heavily used and he module are in e Energy and Res nt positions and	ing the ector a resource a pos ource	gy Econ mental cs". e one o ch are no ces and countir enviror ewable n e functio nd the r rce rela ed in oro ition to Industry	omics". The Economics", f the most im eeded to proo their transfor ng - Exhaustik mental issue resources) oning of mark est of the eco ted questions der to answer profit from th /.	module "Climate portant duce this mation ole es

	No	Number and Type; Connect	ion to Course	D	uration	Part of final mark in %
	1	Final Written Exam		6	o min.	100 %
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 completed.					
	CP A	ssignment:				
	CP Assignment: Presence (see part 3)		No 1		1.00	СР
11	-rie:	sence (see part 3)	No 2		1.00	СР
	Rele	evant Work (see part 8)	No 1		4.00	СР
	Tota	al			6 CP	
12		ght of the module grade for th 4 (3,45%)	ne overall grade	e:		
13	Mod none	ule Prerequisites:				
14		ence: ence is strongly recommende	ed to warrant lea	arnings	Success	
	Mob	ility/Acknowledgement:				
15	Use	of the module for other cour			s and Economic	ministration, Bachelor s and Law, Bachelor or Geography
16		oonsible Lecturer: essor Dr. Andreas Löschel			Department: University of Business and	Nünster, School of Economics
17	Misc					

Sports Economics

Mod	odule Title english: ourse Program:			Sports Economics					
Cou	rse Pro	ogram:		Bachelor Economic	S				
1		ule No: WPV	10	State: Elective	Language of L	nstruct	ion. Ge	erman	
-					Language of Instruction: Ge				
2	seme	each summester	er	Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6			Workload	i (h): 180
	Modu	le Structure	:						
	No	Туре	Cour	se		State	•	Workload (h)
3	3							Presence (h + CH)	Self- Study (h)
				ts Economics		Comp	oulsory	30 h (2 CH)	60
	· · · · · · · · · · · · · · · · · · ·			rial Sports Economic	5	Comp	oulsory	30 h (2 CH)	60
4	and t Cours Mear many regar inter	heir ways of se content: while, sport universities ding compet ventions like	functio s econ , espe ition ru	omics is an establish cially in the USA. In s ules; moreover, the la dies for sports faciliti	ned academic su ports economics abor market for p es, are also stud	bject in s, sport	n teachi ts leagu , as wel	ing and resea les are analyz ll as public	rch at
	Ther			Learning obj					
	Sup marl	ply and dema kets	and on	sport Understand different spo	and analyze how rt markets.	suppl	y and d	emand are fo	rmed on
		nt and the la port economi			now talent is jud				
	Corr	uption		Understand	why corruption o	ccurs a	and hov	v it can be cor	nbated.
	Dop	ing		Understand	and analyze why	dopin	g occurs	s	
	Sub: spor	sidies in prof ts	fessior	al Understand subsidies in	and analyze the esports.	econor	nic effe	cts of promot	ion and
5	Acad	ning outcome emic: n to analyze s		markets and to unde	rstand their mec	hanisn	ns.		

		skills: aring solutions of homework	k assignments. P	resenti	ng and discuss	ing solutions of exercises.				
6	Desc none	ription of possible electives	within the mod	ules:						
7	Exam	Examination: Final Module Exam								
	Relev	vant Work:		1		1				
8	No	Number and Type; Connect	tion to Course	on to Course Duration		Part of final mark in %				
	1	Final written exam		90	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:									
	Droc	sence (see part 3)	No 1		1.00	СР				
11		sence (see part 3)	No 2		1.00	СР				
	Rele	evant Work (see part 8)	No 1		4.00	СР				
	Tota	ıl			6 CP					
12		tht of the module grade for t 4 (3,45%)	he overall grade	:						
13		ule Prerequisites: odules of semesters 1 and 2	have to be pass	ed.						
14		ence: ence is strongly recommend	ed to warrant lea	rning s	success					
45	Mobi	ility/Acknowledgement:								
15	Use	of the module for other cou	rse programs	Bache	lor Business Ad	ministration				
16		onsible Lecturer: Dr. Aloys Prinz			Department: School of Business and Economi					
17	Misc	.:								

Мо	dule Ti	tle english:		Firms, Competition and, Cooperation							
Cou	rse Pro	ogram:		Bachelor Economics	Bachelor Economics						
1	Mod	u le No: WPV	11	State: Elective	Language of Instruc	: tion: Germa	1				
2	Turn : seme	each winter ester		Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (I	1): 180			
	Mod	ule Structure	:								
	No	Туре	Cour	rse		State	Workload	(h)			
3							Presence (h + CH)	Self- Study (h)			
	1	Lecture	Firm	s, Competition, and C	ooperation	Compulsory	7 30 h (2 CH)	60			
	2	Exercise		rial on Firms, Competi peration	tion, and	Compulsory	7 30 h (2 CH)	60			
4	Coas and i exam which view, lectu Cour The r	e, is address n particular nined: Under h circumstan , and under v re is knowled se content: nodule Firms	sed an the ter which ces is vhich dge of s, Com	ompetition and Coope d answered. Subseque nsion between enterpoint a circumstances do but a higher intensity of a circumstances is corp game theory and indu- petition and Cooperation nterprise competition	ently, the behavior of rise competition and siness and economic competition desirable orate cooperation de ustrial organization.	f firms on ma enterprise co interests co from an eco sirable? The neory of the f	rkets is ana operation is incide? Und nomic poin basis for thi	lyzed s er t of s			
	The	mes	Le	earning objectives							
	1. Th firm	eory of the		udents will learn the a roduction.	advantages and disac	lvantages of	intra-compa	any			
				udents understand to what extent horizontal and vertical firm mergers are esirable from a business/economic perspective.							
	3. Principal-Agent St Theory			udents learn about m	odels and solutions f	or internal in	centive pro	olems.			
	4. Competition St and Collusion ar			udents learn about theoretical approaches to modeling firm competition Ind firm collusion, and in particular how price and quantity collusion are Int economically desirable.							

Firms, Competition and, Cooperation

	5. Corporate Collusion	cooperation		earch and devel	nt to which corporate opment - can be desirable				
	6. Discussion of current cases		g current cases of c s they have learned.		ry, students learn to apply				
5	Learning outcomes: Academic: Upon completion of the module, students will have mastered methodological principles and important theories of entrepreneurship, business competition and business cooperation. Students are thus able to understand and weigh the advantages and disadvantages of entrepreneurship, and to evaluate government regulation of business strategies. Soft skills: Upon completion of the module, students are able to apply theoretical economic models to business and economic issues related to entrepreneurship. Thus, the students are able to assess political discussions of corresponding topics in a well-founded manner.								
6	Description of possible electives within the modules: none								
7	Examination: Final Module Exam								
8	Relevant Work: No Number and Type; Connection to Course Duration Part of final mark in %								
	1 Final Written e	xam		90 min.	100 %				
9	Study Work: none								
10	Prerequisites for Cre The credit points wil completed.		fter all relevant wor	k and study wor	k have been successfully				
	CP Assignment:								
	Presence (see part	2)	No 1	1.0	o CP				
11			No 2		lo CP				
	Relevant Work (see	part 8)	No 1		4.00 CP				
	Total			60	.٢				
12	Weight of the modul 6/174 (3,45%)	e grade for th	ne overall grade:						
13	Module Prerequisite Recommended: Four		icroeconomics, Ind	ustrial Organizat	ion, Game Theory				
14	Presence: Presence is strongly	recommende	d, to warrant learni	ng process.					

45	Mobility/Acknowledgement:							
15	Use of the module for other course programs	Bache	elor Business Administration					
16	6 Responsible Lecturer: Dr. Eric Meyer		Department: University of Münster, School of Business and Economics					
17	Misc.:							

Topics in Microeconomics 1

Moc	dule Tit	tle english:	Topics in Microecon	pics in Microeconomics 1						
Cou	rse Pro	ogram:	Bachelor Economics	5						
1	Modu 12	ile No: WPV	State: Elective	Language of Instru	u ction: Germa	ın or English				
2	2 Turn: each semester		Duration: 1 semester	Semester: 4 or 5 o 6	r CP: 6	Workload (I	h): 180			
	Module Structure:									
	No	Туре	Course		State	Workload (h	ı)			
3						Presence (h + CH)	Self- Study (h)			
	1	Seminar	Topics in Microeconon	nics	Compulsory	30 h (2 CH)	150			
4	theor 'Indu Cours The S micro learn consi Bach	y to different strial Organiz se content: eeminar "Topi beonomics (su to apply thei stently think elor thesis an	cs in Mlcroeconomics' f , mainly on microecono cation'. ics in Microeconomics" uch as industrial organi r theoretical knowledge through a specific ecor ind in general to learn th nomic theory.	mic topics. It can be focusses every Sem zation or application from their basic eco nomic question. This	e seen as a co nester on a "cr ns of game th onomics lectu will form the	mplement to ross-sectiona eory) where S irres in order t basis for the	modul l" Topic in Students o			
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 microeconomic 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 presentation skills.									
6	Description of possible electives within the modules: none									
7	Exam	ination: Fina	Il Module Exam							
8	Relev	ant Work:								

	No	Number and Type; Connecti	on to Course	Du	ration		Part of final mark in %				
	1	Written term paper & preser	ntation		ax. 20 pages 8 min.	k max.	100 %				
9	Stud	y Work: none									
10	The o	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:									
11	Pres	sence	No 1			1.00 CP					
	Rele	evant Work	No 1	5.00 CF		5.00 CP	,				
	Tota	al				6 CP					
12		sht of the module grade for th 4 (3,45%)	ie overall grad	e:							
13	Basi	ule Prerequisites: c Economic knowledge (from Science)	the first 3 Sem	este	r, i.e. Principle	es of Ecc	onomics, Micro, Macro,				
14		ence: ence is strongly recommende	d to warrant le	arnir	ng success.						
	Mob	Mobility/Acknowledgement:									
15	Use	of the module for other cour	se programs	Bac	Bachelor Business Administration						
16	Responsible Lecturer: Professor Dr. Gernot Sieg				Department: School of Business and Economics						
17	Misc	Misc.:									

Topics in Macroeconomics

Moc	lule Tit	le english:		Topics in Macroecor	nomics					
Cou	rse Pro	ogram:		Bachelor Economics						
1	Modu 13	ile No: WPV		State: Elective	Language of Instru	uction: Germa	n or English			
2	Turn: seme			Duration: 1 semester	Semester: 4 or 5 o 6	CP: 6	Workload (I	h): 180		
	Modu	Ile Structure:	1				1			
	No	Туре	С	ourse		State	Workload (h	ı)		
3							Presence (h + CH)	Self- Study (h)		
	1	Seminar	Т	opics in macroeconor	nics	Compulsory	30 h (2 CH)	150		
4	differ Econo Cours The S in ma from t	ent, mainly m omics'. Se content: eminar "Topi croeconomic their basic ec peconomic qu	na cs s ue	in Macroconomics 1' croeconomic topics. I s in Macroeconomics" (e.g. globalization) wi nomics lectures in orc stion. This will form to stent argument, but al	t can be seen as a c focusses every Ser here Students learn ler to consistently th he basis for their Ba	omplement to nester on a "c to apply their nink through a ichelor thesis	o modul 'Inter ross-sectiona theoretical k a specific and in genera	national al" Topic nowledge		
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 presentation skills.									
6	Desci none	ription of pos	si	ble electives within t	he modules:					
7	Exam	ination: Fina	l I	Module Exam						
8	Relev	ant Work:								

	No	Number and Type; Connecti	on to Course	Du	ration		Part of final mark in %		
	1	Written term paper & presen	itation		ax. 20 pages 8 min.	& max.	100 %		
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 A	ssignment:							
11	Pres	sence (see part 3)	No 1			1.00 CP			
	Rele	evant Work (see part 8)	No 1		5.00 CP				
	Tota	al				6 CP			
12		ght of the module grade for th 4 (3,45%)	e overall grad	e:					
13	Basi	ule Prerequisites: c Economic knowledge (from Science)	the first 3 Sem	este	r, i.e. Principl	es of Eco	nomics, Micro, Macro,		
14		ence: ence is strongly recommende	d to warrant le	arnir	ig success.				
	Mob	ility/Acknowledgement:							
15	Use	of the module for other cours	se programs	Bac	Bachelor Business Administration				
16		oonsible Lecturer: essor Dr. Gernot Sieg			Department: School of Business and Economics				
17	Misc	.:							

Topics in Economic Policy

Mod	dule Tit	le english:	Topics in Economic	Policy			
Cou	rse Pro	ogram:	Bachelor Economics	5			
1	Modu 14	ı le No: WPV	State: Elective	Language of Instru			
2	2 Turn: each semester		Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180
	Modu	ile Structure:				1	
	No	Туре	Course		State	Workload (h	1)
3						Presence (h + CH)	Self- Study (h)
	1	Seminar	Topics in Economic Po	Policy Compulsor		30 h (2 CH)	150
4	theor 'Foun Cours The S econo form	y to different, dations of Ec se content: eminar "Topi omic policy w omics lecture the basis for	s in Economic Policy 1 , mainly topics in econo onomic Policy'. cs in Economic Policy" here students learn to s in order to consistent their Bachelor thesis a tions of economic theo	omic policy. It can be focusses every Sem apply their theoretic tly think through a sp nd in general to learn	e seen as a co ester on a "cr al knowledge pecific econor	mplement to oss-sectiona from their ba nic question.	modul l" Topic in asic This will
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 presentation skills.						
6	Description of possible electives within the modules: none						
7	Exam	ination: Fina	l Module Exam				
8	Relev	ant Work:					

	No	Number and Type; Connecti	on to Course	Duration		Part of final mark in %				
	1	Written term paper & preser	itation	max. 20 pages & max. 90 min.		100 %				
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:									
11	Pres	sence (see part 3)	No 1		1.00 CP					
	Rele	evant Work (see part 8)	No 1	5.00 CP						
	Tota	al			6 CP					
12		ght of the module grade for th 4 (3,45%)	ie overall grade	:						
13	Basi	ule Prerequisites: c Economic knowledge (from Science)	the first 3 Seme	ester, i.e. Princip	les of Ecc	onomics, Micro, Macro,				
14		ence: ence is strongly recommende	d to warrant lea	arning success.						
	Mob	ility/Acknowledgement:								
15	Use	of the module for other cours	se programs	Bachelor Busine	ess Admi	nistration				
16		oonsible Lecturer: essor Dr. Gernot Sieg		Department: School of Business and Economics						
17	Misc	.:								

Selected Issues in Microeconomics 1

Мос	lule Ti	tle english:		Selected Issues in N	Nicroecono	mics 1			
Cou	rse Pro	ogram:		Bachelor Economics	5				
1	Modu 15	ile No: WPV		State: Elective	Language of Instruction: German or English				
2	Turn:	irregularly		Duration: 1 semester	Semester 6	r: 4 or 5 or	CP: 6	Workload (h): 180
	Modu	Ile Structure:	:						
	No	Туре	C	ourse			State	Workload	(h)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	S	elected Issues in Mic	ected Issues in Microeconomics			y 30 h (2 CH)	60
	2	Exercise	Т	utorial Selected Issue	economics	Compulsor	y 30 h (2 CH)	60	
4	The n to bro Cours In thi offere	nodule gives baden the stu se content: s module, co ed on an irreg	the ide urs gula	Ile/integration into c e chance to offer micr ents' horizon. Ses from the area of n ar base, especially al nomics or on microec	roeconomic nicroecono so from gu	mics that a est lecturer	ire not part o rs. These car	of the elective to be on currer	rs, are nt
5	Acade Stude broad was l Soft s	ents learn ab den their eco earned up to skills:	ou noi nc	t new subjects within mic knowledge, and o w in microeconomics tically review current	depending 5 or they ca	on the sub n apply the	ject they lea eir knowledg	rn to questio e on specific	n what
6	Desc none	ription of pos	si	ble electives within t	he module:	5:			
7	Exam	ination: Fina	al N	Nodule Exam					
	Relev No	vant Work: Number and	Ту	/pe; Connection to Co	ourse	Duration	Pa	art of final ma	ark in %
8	1	Final written	ex	kam		maximum min.	of 120 10	00 %	

9	Study Work: none						
10	Prerequisites for Credit Points: The credit points will be granted completed.	l after all relevan	it wo	rk and study work have been successfully			
	CP Assignment:						
		No 1		1.00 CP			
11	Presence (see part 3)	No 2		1.00 CP			
	Relevant Work (see part 8)	No 1		4.00 CP			
	Total			6 CP			
12	Weight of the module grade for the overall grade: 6/174 (3,45%)						
13	Module Prerequisites: none						
14	Presence: Presence is strongly recommend	ded to warrant le	arnir	ng success.			
	Mobility/Acknowledgement:						
15	Use of the module for other co	urse programs		helor Business Administration, Bachelor thematics, Bachelor Geography			
16	Responsible Lecturer: Professor Dr. Gernot Sieg		Department: School of Business and Economics				
17	Misc.: The module can be held either i	n German or in E	nglis	h.			

Selected Issues in Microeconomics 2

Мо	dule Ti	tle english:	Selected Issues in I	Selected Issues in Microeconomics 2					
Cou	rse Pro	ogram:	Bachelor Economic	S					
1	Modu 16	ile No: WPV	State: Elective	Language	guage of Instruction: German or English				
2	Turn: irregularly		Duration: 1 semester	Semester 6	: 4 or 5 or	CP: 6	Workload (h): 180	
	Modu	le Structure:	:						
	No	Туре	Course			State	Workload (h)	
3							Presence (h + CH)	Self- Study (h)	
	1	Lecture	Selected Issues in Mic	croeconomi	CS	Compulsory	30 h (2 CH)	60	
	2	Exercise	Tutorial Selected Issue	es in Microe	conomics	Compulsory	15 h (1 CH)	30	
4	Cours In thi irregu	se content: s module, co ılar base, esp	udents' horizon. urses from microecono pecially also from guest roeconomic subjects no	lecturers. 1	hese can b	e on current			
5	Acad Stude broad what on sp Soft	den their mic was learned becific subjec skills:	out new subjects withir roeeconomic knowledg in microeconomics up 1	e, and depe to now or th	ending on t ey can app	he subject th oly their micro	ey learn to qu beconomic kr	uestion	
6	Desc none	• •	ssible electives within t	he modules	5:				
7	Exam	iination: Fina	al Module Exam						
6	Relev No	vant Work: Number and	Type; Connection to Co	ourse	Duration	Pa	rt of final ma	rk in %	
8	1	Final written	exam		maximum min.	of 120 10	0 %		

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 part 3)	No 2		0.50 CP		
	Relevant Work (see part 8)	No 1		4.00 CP		
	Total			5.5 CP		
12	Weight of the module grade for the overall grade: 6/174 (3,45%)					
13	Module Prerequisites: none					
14	Presence: Presence is strongly recommend	ded to warrant le	arnir	g success.		
	Mobility/Acknowledgement:					
15	Use of the module for other co	urse programs		helor Business Administration, Bachelor hematics, Bachelor Geography		
16	Responsible Lecturer: Professor Dr. Gernot Sieg			Department: School of Business and Economics		
17	Misc.: The module can be held either i	n German or in E	nglis	h.		

Selected Issues in Macroeconomics 1

Мо	dule Ti	tle english:	Selected Issues in I	Selected Issues in Macroeconomics 1					
Cou	rse Pro	ogram:	Bachelor Economic	S					
1	Mod 17	ule No: WPV	State: Elective	Languag	Language of Instruction: German or Englis				
2	Turn	: irregularly	Duration: 1 semester	Semeste	r: 4 or 5 or	CP: 6	Workload (h): 180	
	Mod	ule Structure:	:						
	No	Туре	Course			State	Workload	(h)	
3						Presence (h + CH)	Self- Study (h)		
	1	Lecture	Selected Issues in Ma	croeconom	ics	Compulsor	y 30 h (2 CH)	60	
	2	Exercise	Tutorial Selected Issu	es in Macro	economics	Compulsor	y 30 h (2 CH)	60	
4	and t Cour s In thi espe	o broaden th se content: s module, co	the chance to offer made e students' horizon. urses that are not part m guest lecturers. Thes es.	of the elect	ves, are off	ered on an i	rregular base	,	
5	Acad Stude broad was l in ma Soft	den their econ learned up to acroeconomic skills:	out new subjects withir nomic knowledge, and now in macroeconomic	depending cs or they ca	on the subj an apply the	ect they lear eir knowledg	n to questior e on specific	n what	
6	Desc none	• •	ssible electives within t	the module:	5:				
7	Exam	iination: Fina	al Module Exam						
		vant Work:							
8	No	Number and Final written	Type; Connection to C	ourse	Duration maximum		o %	rk in %	
					min.				

9	Study Work: none					
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.					
	CP Assignment:					
		No 1		1.00 CP		
11	Presence (see part 3)	No 2		1.00 CP		
	Relevant Work (see part 8)	No 1		4.00 CP		
	Total			6 CP		
12	Weight of the module grade for the overall grade: 6/174 (3,45%)					
13	Module Prerequisites: none					
14	Presence: Presence is strongly recommend	ded to warrant le	arnir	ng success.		
	Mobility/Acknowledgement:					
15	Use of the module for other co	urse 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 i	n German or in E	nglis	h.		

Selected Issues in Macroeconomics 2

Mo	dule Ti	tle english:		Selected Issues in Macroeconomics 2						
Cou	rse Pr	ogram:		Bachelor Economics						
1	Mod 18	ule No: WPV		State: Elective	Language of Instruction: German or English					
2	Turn	Turn: irregularly Duration: 1 semester			Semester: 6	: 4 or 5 or	CP: 6	Workload (h): 180	
	Mod	ule Structure	:							
	No	Туре	c	ourse			State	Workload	l (h)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	S	elected Issues in Mac	croeconomi	CS	Compulsor	y 30 h (2 CH)	60	
	2	Exercise	Т	utorial Selected Issue	es in Macroe	conomics	Compulsor	y 30 h (2 CH)	60	
4	and t Cour In thi irreg	to broaden th se content: is module, m ular base, es	acı peo	e chance to offer mac students' horizon. roeconomiccourses th cially also from guest economic subjects no	iat are not p lecturers. T	part of the e hese can b	electives, are e on current	e offered on a	n	
5	debates or on macroeconomic subjects not offered within the electives. Learning outcomes: Academic: Students learn about new subjects within macroeconomics and can broaden their horizon. They broaden their economic knowledge, and depending on the subject they learn to question what was learned up to now in macroeconomics or they can apply their knowledge on specific macroeconomic subjects. Soft skills: Students learn to critically review current issues and discussions.									
	Stud	ents learn to	cri	tically review current i		n apply the	eir knowledg	•		
6		ription of po		tically review current i	issues and	n apply the	eir knowledg	•		
6 7	Desc none	ription of po	ssi	-	issues and	n apply the	eir knowledg	•		
	Desc none Exan	ription of po	ssi al I	ble electives within the	issues and he modules	n apply the	eir knowledg	•	ı what	

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 part 3)	No 2		1.00 CP		
	Relevant Work (see part 8)	No 1		4.00 CP		
	Total			6 CP		
12	Weight of the module grade for the overall grade: 6/174 (3,45%)					
13	Module Prerequisites: none					
14	Presence: Presence is strongly recommend	ded to warrant le	arnir	ng success.		
	Mobility/Acknowledgement:					
15	Use of the module for other co	urse programs		helor Business Administration, Bachelor hematics, Bachelor Geography		
16	Responsible Lecturer: Professor Dr. Gernot Sieg		Department: School of Business and Economics			
17	Misc.: The module can be held either i	n German or in E	nglis	h		

Selected Issues in Economic Policy 1

Мо	Module Title english:		Selected Issues in E	elected Issues in Economic Policy 1					
Cou	rse Pro	ogram:	Bachelor Economics	S					
1	Modu 19	ule No: WPV	State: Elective	Language	anguage of Instruction: German or English				
2	Turn: irregularly		Duration: 1 semester	Semester: 6	4 or 5 or	CP: 6	Workload (h): 180	
	Modu	ule Structure:							
	No	Туре	Course			State	Workload	(h)	
3							Presence (h + CH)	Self- Study (h)	
	1	Lecture	Selected Issues in Ecc	onomic Polic	y	Compulsor	y 30 h (2 CH)	60	
	2	Exercise	Tutorial Selected Issue	es in Econor	nic Policy	Compulsor	y 30 h (2 CH)	60	
4	The n stude Cour s In thi irregu	nodule gives t ents' horizon. se content: s module, cou ular base, esp	dule/integration into of the chance to offer cou urses in economic polic pecially also from guest omic policy subjects not	irses that wi cy that are n t lecturers. T	ot part of t hese can l	the electives be on curren	, are offered	on an	
5	Acad Stude broad was l Soft	den their ecor .earned up to skills:	s: out new subjects withir nomic knowledge, and now or they can apply critically review current	depending their knowle	on the sub edge on sp	ject they lea pecific subje	rn to questio	n what	
6	Desc none	• •	sible electives within t	the modules	:				
7	Exam	ination: Fina	ıl Module Exam						
0	Relev No	vant Work: Number and	Type; Connection to C	ourse	Duration	P	art of final ma	ark in %	
8	1	Final written	exam		maximum min.	of 120 10	00 %		

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 part 3)	No 2		1.00 CP		
	Relevant Work (see part 8)	No 1		4.00 CP		
	Total			6 CP		
12	Weight of the module grade for the overall grade: 6/174 (3,45%)					
13	Module Prerequisites: none					
14	Presence: Presence is strongly recommen	ded to warrant le	arning success			
	Mobility/Acknowledgement:					
15	Use of the module for other co	urse programs		ness Administration, Bachelor Bachelor Geography		
16	Responsible Lecturer: Professor Dr. Gernot Sieg		Department: School of Business and Economics			
17	Misc.: The module can be held either i	n German or in E	nglish.			

Selected Issues in Economic Policy 2

Мо	Module Title english:		Selected Issues in E	Selected Issues in Economic Policy 2					
Cou	rse Pro	ogram:	Bachelor Economics	S					
1	Mod 20	ule No: WPV	State: Elective	Language	anguage of Instruction: German or Englis				
2	Turn: irregularly		Duration: 1 semester	Semester: 6	4 or 5 or	CP: 6	Workload (h): 180	
	Modu	ule Structure:	:						
	No	Туре	Course			State	Workload	(h)	
3							Presence (h + CH)	Self- Study (h)	
	1	Lecture	Selected Issues in Ecc	onomic Polic	у	Compulsor	y 30 h (2 CH)	60	
	2	Exercise	Tutorial Selected Issue	es in Econor	nic Policy	Compulsor	y 30 h (2 CH)	60	
4	The n stude Cour s In thi irregu	nodule gives ents' horizon. se content: s module, co ular base, esp	dule/integration into of the chance to offer cou urses in economic polic pecially also from guest omic policy subjects not	rses that wil cy that are n t lecturers. T	ot part of t nese can l	the electives	, are offered	on an	
5	Acad Stude broad was l Soft	den their eco earned up to skills:	s: out new subjects withir nomic knowledge, and now or they can apply critically review current	depending o their knowle	on the sub dge on sp	ject they lea ecific subjec	rn to questio	n what	
6	Desc none	• •	sible electives within t	the modules	:				
7	Exam	nination: Fina	al Module Exam						
	Relev No	vant Work: Number and	Type; Connection to C	ourse	Duration	Pa	art of final ma	ark in %	
8	1	Final written	••		maximum min.	of 120 10	0 %		

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 part 3)	No 2	1.00 CP			
	Relevant Work (see part 8)	No 1	4.00 CP			
	Total		6 CP			
12	Weight of the module grade for 6/174 (3,45%)	the overall grad	e:			
13	Module Prerequisites: none					
14	Presence: Presence is strongly recommen	ded to warrant le	arning success.			
	Mobility/Acknowledgement:					
15	Use of the module for other co	urse 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 i	n German or in E	nglish.			

Selected Issues in Econometrics 1

Module Title english:			Selected Issues in E	conometrics 1					
Course Program:			Bachelor Economics	5					
1	Mod 21	ule No: WPV	State: Elective	Language of Ins	Language of Instruction: German or English				
2	Turn	: irregularly	Duration: 1 semester	Semester: 4 or 5 6	^{or} CP: 6	r CP: 6 Workload (h			
	Mod	ule Structure	:						
	No	Туре	Course		State	Workload (h	ı)		
3						Presence (h + CH)	Self- Study (h)		
	1	Lecture	Selected Issues in Eco	onometrics	Compulsory	30 h (2 CH)	60		
	2	Exercise	Tutorial Selected Issue	es in Econometric	Compulsory	30 h (2 CH)	60		
4	Purp The r regul Cour	nodule gives arly and to b se content:	odule/integration into c the chance to offer cou roaden the students' ho	rses in the area of prizon.					
4	Purp The r regul Cour In thi irregu	ose of the mo nodule gives arly and to b se content: is module, co ular base, esp	the chance to offer cou	rses in the area of prizon. cy that are not par lecturers. These o	of the elective an be on currer	s, are offered			
	Purp The r regul Cour In thi irregu econ Learn Acad Stud broad was l Soft	ose of the mo nodule gives arly and to b se content: is module, co ular base, es ometrics or o ning outcome emic: ents learn ab den their eco learned up to skills:	the chance to offer cou roaden the students' ho purses in economic polic pecially also from guest on econometric subjects	rses in the area of prizon. cy that are not par lecturers. These of not offered within n econometrics an depending on the their knowledge o	of the elective an be on currer the electives. d can broaden t subject they lea n specific subje	s, are offered at debates in their horizon. arn to questio	on an They		
4 5 6	Purp The r regul Cour: In thi irregu econ Learn Acad Stud broad was Soft Stud	ose of the mo nodule gives arly and to b se content: is module, co ular base, es ometrics or o ning outcome emic: ents learn ab den their eco learned up to skills: ents learn to ription of pos	the chance to offer couroaden the students' ho ourses in economic polic pecially also from guest on econometric subjects es: out new subjects withir nomic knowledge, and o now or they can apply to	rses in the area of prizon. cy that are not par electurers. These of not offered within depending on the their knowledge o issues and discus	of the elective an be on currer the electives. d can broaden t subject they lea n specific subje	s, are offered at debates in their horizon. arn to questio	on an They		
5	Purp The r regul Cour: In thi irregu econ Learn Acad Stud broad was Soft Stud	ose of the mo nodule gives arly and to b se content: is module, co ular base, esp ometrics or o ning outcome emic: ents learn ab den their eco learned up to skills: ents learn to ription of pos	the chance to offer couroaden the students' ho purses in economic polic pecially also from guest on econometric subjects es: out new subjects withir nomic knowledge, and now or they can apply to critically review current	rses in the area of prizon. cy that are not par electurers. These of not offered within depending on the their knowledge o issues and discus	of the elective an be on currer the electives. d can broaden t subject they lea n specific subje	s, are offered at debates in their horizon. arn to questio	on an They		
5	Purp The r regul Cour In thi irregu econ Learn Acad Stud broad was l Soft Stud	ose of the mo nodule gives arly and to b se content: is module, co ular base, esp ometrics or o ning outcome emic: ents learn ab den their eco learned up to skills: ents learn to ription of pos	the chance to offer couroaden the students' ho purses in economic polic pecially also from guest on econometric subjects es: out new subjects withir nomic knowledge, and o now or they can apply to critically review current ssible electives within t	rses in the area of prizon. cy that are not par electurers. These of not offered within depending on the their knowledge o issues and discus	of the elective an be on currer the electives. d can broaden t subject they lea n specific subje	s, are offered at debates in their horizon. arn to questio	on an They		
5	Purp The r regul Cour In thi irregu econ Learn Acad Stud broad was l Soft Stud	ose of the mo nodule gives arly and to b se content: is module, co ular base, esp ometrics or o ning outcome emic: ents learn ab den their eco learned up to skills: ents learn to ription of pose nination: Fination	the chance to offer couroaden the students' ho purses in economic polic pecially also from guest on econometric subjects es: out new subjects withir nomic knowledge, and o now or they can apply to critically review current ssible electives within t	rses in the area of prizon. cy that are not par lecturers. These of not offered within n econometrics an depending on the their knowledge o issues and discus the modules:	of the elective an be on currer the electives. d can broaden t subject they lean specific subject sions.	s, are offered at debates in their horizon. arn to questio	on an They on what		
5	Purp The r regul Cour: In thi irregu econ Learn Acad Stud broad was Soft Stud Desc none Exam	ose of the mo nodule gives arly and to b se content: is module, co ular base, esp ometrics or o ning outcome emic: ents learn ab den their eco learned up to skills: ents learn to ription of pose nination: Fination	the chance to offer couroaden the students' ho purses in economic polic pecially also from guest on econometric subjects es: out new subjects withir nomic knowledge, and o now or they can apply to critically review current ssible electives within to al Module Exam	rses in the area of prizon. cy that are not par lecturers. These of not offered within n econometrics an depending on the their knowledge o issues and discus che modules: Durat	of the elective an be on currer the electives. d can broaden t subject they lean specific subject sions.	s, are offered at debates in their horizon. arn to questio ects.	on an They on what		

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 part 3)	No 2		1.00 CP			
	Relevant Work (see part 8)	No 1		4.00 CP			
	Total			6 CP			
12	Weight of the module grade for the overall grade: 6/174 (3,45%)						
13	Module Prerequisites: none						
14	Presence: Presence is strongly recommen	ded to warrant le	arni	ng success.			
	Mobility/Acknowledgement:						
15	LICO OT TRO MOGULO TOT OTROT COURCO PROGRAME			chelor Business Administration, Bachelor thematics, Bachelor Geography			
16	Responsible Lecturer: Professor Dr. Gernot Sieg			Department: School of Business and Economics			
17	Misc.: The module can be held either i	n German or in E	nglis	sh.			
Selected Issues in Econometrics 2

1910	dule Ti	tle english:	Selected Issues in	Selected Issues in Econometrics 2						
Cou	rse Pr	ogram:	Bachelor Economic	Bachelor Economics						
1	Mod 22	ule No: WPV	State: Elective	Language of In	Language of Instruction: Germa					
2	Turn	: irregularly	Duration: 1 semester	Semester: 4 or 6	5 or CP: 6	Workload (f	i): 180			
	Mod	ule Structure	:							
	No	Туре	Course		State	Workload (h	ı)			
3						Presence (h + CH)	Self- Study (h)			
	1	Lecture	Selected Issues in Eco	onometrics	Compulsory	30 h (2 CH)	60			
	2	Exercise	Tutorial Selected Issu	es in Econometric	s Compulsory	30 h (2 CH)	60			
4	Purp The r regul Cour	nodule gives arly and to b se content:	odule/integration into o the chance to offer cou roaden the students' ho	rses in the area c orizon.						
4	Purp The r regul Cour In thi irregu	ose of the mo nodule gives arly and to b se content: 's module, co ular base, es	the chance to offer cou	irses in the area c orizon. cy that are not pa t lecturers. These	t of the elective can be on currer	s, are offered				
	Purp The r regul Cour In thi irregu econ Learn Acad Stud broad was l Soft	ose of the mo nodule gives arly and to b se content: s module, co ular base, es ometrics or o ning outcome emic: ents learn ab den their eco earned up to skills:	the chance to offer cour roaden the students' he purses in economic poli pecially also from gues on econometric subjects	rses in the area of orizon. cy that are not pa t lecturers. These s not offered with n econometrics ar depending on the their knowledge of	t of the elective can be on curren n the electives. d can broaden t subject they le n specific subje	s, are offered at debates in their horizon. arn to questio	on an They			
5	Purp The r regul Cour In thi irregu econ Learn Acad Stud broad was Soft Stud	ose of the mo nodule gives arly and to b se content: s module, co ular base, es ometrics or o ning outcome emic: ents learn ab den their eco earned up to skills: ents learn to	the chance to offer courses in economic polipecially also from guess on econometric subjects estimates within nomic knowledge, and now or they can apply	rses in the area of orizon. cy that are not pa t lecturers. These s not offered with n econometrics ar depending on the their knowledge of issues and discu	t of the elective can be on curren n the electives. d can broaden t subject they le n specific subje	s, are offered at debates in their horizon. arn to questio	on an They			
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10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.						
	CP Assignment:						
		No 1		1.00 CP			
11	Presence (see part 3)	No 2		1.00 CP			
	Relevant Work (see part 8)	No 1		4.00 CP			
	Total			6 CP			
12	Weight of the module grade for the overall grade: 6/174 (3,45%)						
13	Module Prerequisites: none						
14	Presence: Presence is strongly recommen	ded to warrant le	arni	ng success.			
	Mobility/Acknowledgement:						
15	Use of the module for other co	urse 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 i	in German or in E	nglis	h.			

Current Themes in Economics 1

Mo	dule Ti	tle english:	Current Themes in E	Current Themes in Economics 1							
Cou	rse Pro	ogram:	Bachelor Economic	Bachelor Economics							
1	Modu 23	ule No: WPV	State: Elective	Language of Instruction: German or English			n or English				
2	Turn:	irregularly	Duration: 1 semester	Semeste 6	: 4 or 5 or	CP: 6	Workload (h): 180			
	Modu	ule Structure:									
	No	Туре	Course		9	State	Workload (h)			
3							Presence (h + CH)	Self- Study (h)			
	1	Lecture	Current Themes in Ecc	onomics	(Compulsory	30 h (2 CH)	60			
	2	Exercise	Tutorial Current Them	es in Econo	mics (Compulsory	30 h (2 CH)	60			
4	In thi espe		urses that are not part m guest lecturers. Thes s.								
5	Acad Stude broad was l Soft s Stude mann if stu	den their ecor earned up to skills: ents learn imp ner, time man dents work or	s: out new subjects withir nomic knowledge, and now or they can apply portant key skills. In ad agement is promoted t n an assignment. Writir strengthens teamwork	depending their knowl dition to th hrough bin 1g an assig	on the sub edge on sp e ability to ding deadl	ject they lea ecific subje organize ar ines for sub	arn to questio cts. nd work in a si mission have	n what tructured to be met			
6	Desc none		sible electives within t	he module	5:						
7	Exam	iination: Exa	minations for every par	t of the mo	lule						
	Relev	vant Work:									
8	No		Type; Connection to C	ourse	Duration		Part of final m	ark in %			
	1	Final written	exam		maximum min.	of 120 5	0 %				

	2	2 Written assignment (can be in group)			maximum of 10 pages		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 A	ssignment:							
	Dura		No 1			1.00 C	P		
11	Pres	sence (see part 3)	No 2			1.00 C	.P		
	Pole	evant Work (see part 8)	No 1			2.00 (ÇP		
	Rele	evant work (see part 8)	No 2	0 2 2.00		2.00 (<u>P</u>		
	Tota	al				6 CP			
12		sht of the module grade for t l 4 (3,45%)	he overall grad	e:					
13	Mod none	ule Prerequisites:							
14		ence: ence is strongly recommende	ed to warrant le	arni	ng success.				
	Mobility/Acknowledgement:								
15	Use	of the module for other cour	Bachelor Business Administration, Bachelor Mathematics, Bachelor Geography						
16		oonsible Lecturer: essor Dr. Gernot Sieg		Department: School of Business and Economics					
17	Misc.: The module can be held either in German or in English.								

Current Themes in Economics 2

Mo	dule Ti	tle english:	Current Themes in	Current Themes in Economics 2							
Cou	irse Pro	ogram:	Bachelor Economi	Bachelor Economics							
1	Mod 24	ule No: WPV	State: Elective	Language	of Instruc	:tion: Germa	n or English				
2	Turn	: irregularly	Duration: 1 semester	Semester 6	: 4 or 5 or	CP: 6	Workload (h): 180			
	Mod	ule Structure	:								
	No	Туре	Course		:	State	Workload (h)			
3							Presence (h + CH)	Self- Study (h)			
	1	Lecture	Current Themes in Ec	conomics		Compulsory	30 h (2 CH)	60			
	2	Exercise	Tutorial Current Then	nes in Econo	mics	Compulsory	30 h (2 CH)	60			
	In thi espe		ourses that are not par om guest lecturers. The es.								
5	Learning outcomes: Academic: Students learn about new subjects within economics and can broaden their horizon. They broaden their economic knowledge, and depending on the subject they learn to question what was learned up to now or they can apply their knowledge on specific subjects. Soft skills: Students learn important key skills. In addition to the ability to organize and work in a structured manner, time management is promoted through binding deadlines for submission have to be met if students work on an assignment. Writing an assignment trains students in scientific work.										
	Description of possible electives within the modules: none										
6		ription of pos	s strengthens teamwor	through bind ing an assigr rk skills.	ding deadl iment train	organize ar ines for sub	mission have	tructured to be met			
6 7	none	ription of pos	s strengthens teamwor	through bind ing an assigr rk skills. • the modules	ding deadl ament train	organize ar ines for sub	mission have	tructured to be met			
	none Exam	ription of pos	s strengthens teamwor	through bind ing an assigr rk skills. • the modules	ding deadl ament train	organize ar ines for sub	mission have	tructured to be met			
	none Exam	ription of pos	s strengthens teamwor	through bind ing an assigr rk skills. • the modules art of the mod	ding deadl ament train	o organize ar ines for sub ns students	mission have	tructured to be met ork.			

	2 Presentation (can be in group)			maximum of 45 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 C	P			
11	Presence (see part 3)	No 2			1.00 C	Р			
	Relevant Work (see part 8)	No 1			2.00 (P			
		No 2	No 2		2.00 (<u>.</u> P			
	Total				6 CP				
12	Weight of the module grade for t 6/174 (3,45%)	he overall grad	e:						
13	Module Prerequisites: none								
14	Presence: Presence is strongly recommend	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	ı German or in E	nglis	sh.					

Electives in Business Administration

Мо	dule Ti	tle english:		Financial Accounting	g and Taxation				
Cou	rse Pr	ogram:		Bachelor Economics					
1	Mod	ule No: WPB	1	State: Elective	Language of Ins	tructi	ion: Gerr	nan	
2	Turn: each summer semester			Duration: 1 semester	Semester: 4 or 5 6	; or	CP: 6	Workload	l (h): 180
	Mod	ule Structure	2:						
	No	Туре	Cour	se		Stat	e	Workload ((h)
								Presence (h + CH)	Self- Study (h)
3	1	Lecture	Fina	cial Accounting			pulsory	22.5 h (1 CH)	45
	2	Lecture	Princ	iples of Corporate Taxation			npulsory	22.5 h (1 CH)	45
	3	Exercise	Tuto	ial on Financial Accounting			pulsory	7.5 h (o CH)	15
	4	Exercise	Tuto	rial on Principles of Co	ial on Principles of Corporate Taxation			7.5 h (o CH)	15
	Purp The of field The of regan tax la Cour The r inter of an	course Finan of financial course "Princ rd it shows th aw influence se content: nodule deep national indi nual financi	cial Account account iples c he tax- s busin s busin bens th ividual al state	integration into currie counting extends and ting within the compu- of Corporate Taxation" related consequences ness reality. e knowledge of financi financial statements a ements is on the recogn ciples. These regulati	deepens the cont alsory course Four provides first insi of business decis cial accounting in and corporate tax gnition and measu	ndation ights sions the fination ureme	ons of Co into the and, on eld of na . The foc ent regula	rporate Acc field of taxe the other ha tional as we us of the pre ations with r	ounting, s. In this and, how ell as eparatio regard to

statements are provided. A balanced interplay between a theoretical basis and the application of the contents taught in the course are consistently pursued. In the field of corporate taxation the basic principles of taxes on income, i.e. income tax, corporation and trade tax as well as potentially the basics of further different types of taxation (e.g. value-added tax) or the General Fiscal Code are covered. The economic effects of the tax standards in question are analysed. The theoretical lecture's contents of the course are illustrated with the help of several exercise elements or practice cases, respectively. The exercises are presented during the lecture and in special tutorial lessons. It is expected that students develop solutions on the respective assignments in advance of the tutorials.

5	Acad After prepa law. betw betw stude asses Soft s Havin and i know and e journ	Learning outcomes: Academic: After having successfully completed the module, students have a profound knowledge of the preparation of individual financial statements based on the German Commercial Code and the tax law. They are aware of the tax implications of different legal forms. They know crucial differences between the systems of accounting rules under German GAAP and IFRS as well as the differences between individual and consolidated financial statements and the tax accounts. Furthermore, students are able to apply the knowledge acquired to practical accounting problems and to assess the effect of taxes on business decisions. Soft skills: Having passed the module students are able to analyze theoretical questions in a profound way and identify and solve practical problems in a differentiated way. The students acquire the knowledge through a combination of lecture, pre- and post-preparation on the lecture material and exercises. Students are guided to search for information on their own, e.g. in the library, journals, internet etc. The solutions to the exercises are actively discussed and moderated in practice sessions.								
6	Description of possible electives within the modules: none									
7	Exam	ination: Examinations for e	every part of the mod	lule						
	Relevant Work: No Number and Type; Connection to Course			Duration		Part of final mark in %				
8	1	Written exam on Financial	60 min.		50 %					
	2	Written exam on Principles Taxation	of Corporate 60 min.			50 %				
9	Stud	y Work: none								
10	The c	equisites for Credit Points: redit points will be granted pleted.	after all relevant wo	rk and study v	vork h	nave been successfully				
	CP As	ssignment:								
			No 1		0.75	СР				
	Dree	(coo port o)	No 2		0.75	СР				
11	ries	ence (see part 3)	No 3		0.25	СР				
			No 4		0.25 CP					
	Rele	vant Work (see part 8)	No 1		2.00 CP					
			No 2		2.00 CP					
	Tota	l			6 CP					
12	-	ht of the module grade for t 4 (3,45%)	he overall grade:							

13	Module Prerequisites: Recommended: Knowledge from the module Foundations of Accounting						
14	Presence: Presence is recommended to warrant learning success						
	Mobility/Acknowledgement:						
15	Use of the module for other course programs Bachelor Business Administration, Bachelor Information Systems						
16	Responsible Lecturer: Prof. Dr. Hans-Jürgen Kirsch, Professor Dr. Christ Watrin	oph	Department: School of Business and Economics				
17	Misc.:						

Business Analysis

Мос	lule Ti	tle english:		Business Analysis	Business Analysis						
Cou	rse Pro	ogram:		Bachelor Economics							
1	Modu	ile No: WPB :	2	State: Elective	Language of Instruction: English						
2	Turn: seme	each winter ester		Duration: 1 semester	Semester: 4 or 6	5 or	CP: 6	Workload	i (h): 180		
	Modu	Ile Structure	:								
	No	Туре	Cou	rse		State	9	Workload (h)		
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	Bus	iness Analysis		Com	oulsory	30 h (2 CH)	60		
	2	Exercise	Tuto	orial on Business Analy	ysis	Com	oulsory	30 h (2 CH)	60		
4	nonfi topic tutori comp Cours The c of rat stake discu inclu (KPI), triple Exter credi credi the fi with	nancial perfo s introduced al, which ser- olement the c se content: ourse deals ios. It covers holder persp ssed. Interna des, among c value based bottom line nal business tor's point of t ratings are of rm's nonfina various appro-	with b not conce al bus others I metric conce analy view covere ncial oache	Analysis" conveys known ancial and manageme of apply the knowledge of apply the knowledge both internal and extern only financial but also e. As a starting point, siness analysis then ta s, the valuation of firm rics, and working capit ept and challenges in ysis deals with analyzi . For this purpose, rati ed. Moreover, the ana performance. The ove es of performance mea een financial and non	nal and external ent accounting. T to practical pro mal analysis of c nonfinancial (su corporate goals kes a managem s, the selection cal ratios. In term measuring nonfi ing financial stat o analysis and, i lysis of sustaina rall aim of this m surement and to	perspo he lec blems orpora staina and a ent an and us is of si nancia ement n part bility r nodule o enha	ective. I ture is s . Digital ate perfe bility) p firm's b d contro se of key ustainal al perfor ts from a icular, p reports p is to m ince the	t extends and supplemented l learning test ormance by the performance by usiness mod olling view. The y performance bility account mance are el a shareholde portfolio analy provides insig ake students ir understance	d by a ts he means based on a el are his e indicator ing, the aborated. r's and ysis and ghts into familiar		
5	Acad Stude exter mana posit interp indiv	ents will be fa nal perspecti agement cont ion of a firm	amilia ive. Tł trol. Ir basec bility	ar with the principles on ney are able to select, n addition, they are ab d on its financial state reports. Overall, stude ccounting.	calculate and in le to assess the ments. They are	terpre finano also a	t perfor cial perf ble to u	mance measu ormance and nderstand ar	ures for financial Id		

	The module enables students to expand their interdisciplinary skills in relation to the sub-areas of accounting. The accompanying tutorials also contribute to this. In addition, the tutorials promote the students' discussion skills and their ability to work in a team during discussions. Finally, the module promotes the systemic competencies of the students through self-study. These include, in particular, time and self-management.								
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	n to Course Duration		Part of final mar	k in %		
	1	Written Exam		90	o min.	100 %			
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 As	CP Assignment:							
	Pres	sence (see part 3)	No 1			1.00 CP			
11			No 2			1.00 CP			
		evant Work (see part 8)	No 1			4.00 CP			
	Tota	l				6 CP			
12	-	ht of the module grade for th 4 (3,45%)	ne overall grade	2:					
13	Reco	u le Prerequisites: mmended: Knowledge from F ncial Accounting and Taxatior		Accoun	ting, Mana	gement Accounting an	d		
14	Prese Prese	ence: ence is strongly recommende	d to warrant lea	arning s	success.				
	Mobi	ility/Acknowledgement:							
15	Use	of the module for other cour	se programs		lor Busines ation Syste	ss Administration, Back ems	nelor		
16		onsible Lecturer: essor Dr. Peter Kajüter			Departm School of	ent: f Business and Econom	nics		
17	Misc	.:							

Module Title english:				Management Accounting and Control					
Course Program: Bachelor Economics									
1 Module No: WPB 3				State: Elective	Language of	Instruct	ion: Gei	man	
2				Duration: 1 semester	Semester: 4 0	or 5 or	CP: 6	Workload	d (h): 180
	Mod	ule Structure	:						
	No	Туре	Course	e		State	•	Workload (h	1)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Manag	gement Accounting		Com	oulsory	30 h (2 CH)	60
	2	Exercise	Tutoria	al on Management /	Accounting	Com	oulsory	30 h (2 CH)	60
	bach and o funct	elor program control aspec ion to lecture	n and foo cts in lin es that il	ntegration into curr le is based on the in cuses on the use of e with corporate ob llustrate aspects with	ntroductory mod cost and revenu jectives. The m thin the value c	ue acco odule tl :hain of	unting f nus form a comp	or business on or a cross-sec any (e.g., ma	decisions ctional Irketing,
4	bach and c funct sales contr Cour This decis infort withi area comp integ syste are d	elor program control aspec- control aspec- control aspec- control dectures of producti- rolling depart se content: module deal sion support mation for pro- n the framew of behaviora panies are in- grated manage ems. With the eepened and	n and foc cts in lin es that il ion) and tments i s with th and beh rice, proo vork of th al control volved to gement s e help of	le is based on the in cuses on the use of e with corporate ob llustrate aspects wi also deals with act n business practice ne use of information avior control in cor duction, or marketin he annual corporate l, the vertical and h o align the entire or systems such as the guest lectures, exe bund understanding	ntroductory mod cost and revent jectives. The m thin the value of ivities of manage e (e.g., corporate ng and sales de planning and orizontal coordi ganization with Balanced Scor ercises, and sup g on the part of	ue acco odule th hain of gement e plann om cost area of ccisions budgeti ination commo recard a plemer	unting f nus form a comp consult ing and and rev decision , which ng, is in of depa on goals nd their tary tut	or business on any (e.g., ma ancies and o budgeting). Yenue accour in support, th are typically the foregrou rtments and s. The focus h fink to incen orials, releva	decisions ctional irketing, perative nting) for e use of made ind. In the actors in nere is on ntive nt topics
4	bach and o funct sales contr Cour This decis infort withi area comp integ syste are d	elor program control aspec- tion to lecture , or producti rolling depart se content: module deal sion support mation for pr n the framew of behaviora panies are in grated manage ems. With the eepened and	n and foc cts in lin es that il ion) and tments i s with th and beh rice, proo vork of th and beh rice, proo vork of th control volved to gement s e help of d a profc	le is based on the in cuses on the use of e with corporate ob llustrate aspects wi also deals with act n business practice ne use of information avior control in cor duction, or marketin he annual corporate l, the vertical and h o align the entire or systems such as the guest lectures, exe bund understanding	ntroductory mod cost and revenu- jectives. The m thin the value of ivities of manage e (e.g., corporate n (especially fro- npanies. In the ng and sales de e planning and orizontal coordi ganization with e Balanced Scor ercises, and sup g on the part of t tives	ue acco odule th hain of gement e plann om cost area of cisions budgeti ination commo recard a oplemer the stud	unting f nus form a comp consult ing and and rev decision , which ng, is in of depa on goals nd their dents is	or business of as a cross-sec any (e.g., ma ancies and o budgeting). Yenue accour n support, th are typically the foregrou the foregrou the foregrou the focus h link to incen orials, releva made possib	decisions ctional irketing, perative nting) for e use of made ind. In the actors in here is on ative nt topics ole.
4	bach and o funct sales contr Cour This decis infort withi area comp integ syste are d	elor program control aspec- control aspec- control aspec- control dectures of producti- rolling depart se content: module deal sion support mation for pro- n the framew of behaviora panies are in- grated manage ems. With the eepened and	n and foc cts in lin es that il ion) and tments i s with th and beh rice, proo vork of th and beh rice, proo vork of th control volved to gement s e help of d a profc	le is based on the in cuses on the use of e with corporate ob llustrate aspects wi also deals with act n business practice ne use of information avior control in cor duction, or marketin he annual corporate l, the vertical and h o align the entire or systems such as the guest lectures, exe bund understanding Learning objec ng The students u the manageme as a function a	ntroductory mod cost and revent jectives. The m thin the value of ivities of manage e (e.g., corporate ng and sales de planning and orizontal coordi ganization with Balanced Scor ercises, and sup g on the part of	ue acco odule th hain of gement e plann om cost area of cisions budgeti ination commo recard a plemer the stud	unting f nus form a comp consult ing and and rev decision , which ng, is in of depa on goals nd thein tary tut dents is	or business of as a cross-sec any (e.g., ma ancies and o budgeting). Yenue accour n support, th are typically the foregrou the foregrou the foregrou the focus h clink to incen orials, releva made possib	decisions ctional inketing, perative nting) for e use of made ind. In the actors in nere is on ntive nt topics ole.

Management Accounting and Control

Allocat Costs	ion of Overhead	The students develop an understanding of the concept of overhead calculations and can apply it in a differentiated manner. Further, the students are able to contextualize the importance of the allocation of overhead costs under the causation principle.
	s Costing and s Management	The students learn about the problems associated with traditional overhead calculation and can allocate overhead costs based on process costing. They will also learn about the principles, advantages, limits, and fields of application of process costing.
Income	e Statement	The students learn to determine the profit for the period based on the nature and function of the expense method. Further, attention is paid to the different method's impact on the profit for the period. In addition, the students know methods to determine unit costs.
	aches to Planning Idgeting	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).
	ional Planning and on within the Scope geting	The students learn to determine product prices and quantities based on information from cost accounting and are able to make production decisions. In addition, the students know essential aspects of market-related planning (e.g., ABC analysis, portfolio analysis, and customer profitability analysis).
	even Analysis and ing Leverage	The students know how to extract information from cost accounting to determine break-even points and can assess the operative risk of a company (Operating Leverage).
Budget	t consolidation	The students are able to carry out the operative budgeting in a company based on a so-called "master budget".
Varian	ce Analysis	The students understand how the budgeting process can be controlled and how it is connected to behavioral control. They are able to mathematically identify and interpret the causes of deviations from the plan.
	ement Control 1: t-related Incentive s	The students understand the concept of agency theory and can point out problem areas and possible solutions of budget-related incentive models.
Perform and Pe	ement Control 2: nance Measures rformance rement Systems	The students learn about the characteristics and usefulness of performance measures and performance measurement systems. In addition to financial performance measures, particular attention is paid to non-financial performance measures.
Contro	lling-Analytics	The students understand the importance of data-driven corporate management. The focus here is on uncovering critical success drivers, recognizing causal relationships between them, and making management decisions based on them. In addition, the visualization of data for decision-making is addressed.
Academ On succ cost acc importa	cessful completion of counting and make do ince and implementa	this module, students are able to - extract relevant information from ecisions from a management perspective understand the tion of a planning and budgeting process discuss suitable actions re 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 apply learned concepts into practical applications of controlling departments. 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.						
6	Desc none	ription of possible electives	within the mod	lules:			
7	Exam	ination: Final Module Exam					
	Relev	ant Work:		I		1	
8	No	Number and Type; Connect	ion to Course		uration	Part of final mark in %	
	1	Final written exam		90	o min.	100 %	
9	Study	y Work: none					
10	The c	quisites for Credit Points: redit points will be granted a pleted.	after all relevan	t work a	nd study work h	ave been successfully	
	CP As	ssignment:					
	Pres	ence (see part 3)	No 1		1.00	CP	
11			No 2		1.00		
		vant Work (see part 8)	No 1		4.00	СР	
	Tota	l			6 CP		
12	_	ht of the module grade for tl ¼ (3,45%)	ne overall grade	e:			
13		Ile Prerequisites: mmended: basic knowledge	in accounting.				
14	Prese Prese	e nce: ence is strongly recommende	ed to warrant lea	arning s	uccess.		
	Mobi	lity/Acknowledgement:					
15	Use	of the module for other cour	se programs	Inform	ation Systems, I	ministration, Bachelor Bachelor Mathematics, er Business Chemistry	
16		onsible Lecturer: ssor Dr. Martin Artz			Department: School of Busi	iness and Economics	

17	Misc.:	

Corporate Finance

Module Title english: Corporate Finance									
Cou	rse Pro	ogram:		Bachelor Economics					
1 Module No: WPB 4			4	State: Elective	Language of Ir	nstruct	i on: En	glish	
2	Turn: each summer semester			Duration: 1 semester	Semester: 4 01		CP: 6	Workload	l (h): 180
	Modu	le Structure	:						
	No	Туре	Cour	se		State		Workload (h)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Corp	orate Finance		Comp	oulsory	30 h (2 CH)	90
	2	Exercise	Tuto	rial on Corporate Finar	nce	Comp	oulsory	30 h (2 CH)	30
4	focus quest The d the va concu grour "inve unde Cours The c princ discu learn and s differ a onli prepa	on the unce tion to what of liscussion bu aluation of se urrently impro- ndwork for th stments" in g r certainty. Se content: ourse introdu- iples of asse sed and the bow compar- securities car- rent concepts ine-tutorial the aration.	rtainty extend ilds o ecuritio ove th e elec greate uces s t pricin e Modi nies sh n be va s of mu	Finance" analyses fina of the consequences l equity or debt should n a thorough understa es and corporations. I e student's ability to r tive finance module ir r detail. Prerequisite f tudents to portfolio the ng in financial markets gliani-Miller irrelevan hould optimally satisfy lued. Additionally, the alti-period business va- res students the oppo	. This includes of d be used to fina- anding of the fur learning about a nake smart fina- the 6th semest or the course is leory and develo s (CAPM). Furthe ce theorem is pur their financial n e students will be aluation. The tut rtunity to discus s erent methods for	capital ance th nctioni asset p ncial d ter whi the co ops an ermore ut into needs earn to corial w as exer	investrine firm's ng of fin ecision ch will a mprehe unders , capita perspe and ho o use ar vill be p cises w	nent decision s investment nancial marke nodels will s. The course address the t ension of valu tanding of ba l structure iss ctive. Studen w investment a select betv artly in class, ith the tutor a	is and the projects. ets and lays the opic ation sic sues are ts will projects veen partly as is exam

Capital Asset Pricing To learn about the valuation of securities in capital markets standard model of market equilibrium.							
	Model Cost of capital and capital structure	To identify the pivotal fa structure. To assess a co		ining the optimal capital f capital.			
	Business Valuation	To use discounted cash	flow methods in	n business valuation.			
	Advanced BusinessTo understand multiple period valuation models which allow for changing capital structures and the influence 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 e none	electives within the modul	es:				
7	Examination: Final Modu	ıle Exam					
8	Relevant Work: No Number and Type;	Connection to Course	Duration	Part of final mark in %			
	1 Final written exam		120 min.	100 %			
9	Study Work: none						
10	Prerequisites for Credit F The credit points will be completed.		ork and study v	vork have been successfully			
	CP Assignment:						
	Presence	No 1		1.00 CP			
11		No 2		1.00 CP			
	Relevant Work	No 1		4.00 CP			
	Total			6 CP			
12	Weight of the module gra 6/174 (3,45%)	ade for the overall grade:					

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 su	uccess					
	Mobility/Acknowledgement:						
15	Use of the module for other course programs	Informa	or Business Administration, Bachelor ation Systems, Bachelor Mathematics, Physics				
16	Responsible Lecturer: Department: Prof. Dr. Thomas Langer School of Business and Economics						
17	Misc.:						

Module Title english: Corporate Restructuring & Transformation									
Cou	rse Pro	ogram:		Bachelor Economics					
1 Module No: WPB 5				State: Elective	Language of Instru	Iction: Englis	h		
2	Turn: seme	each summ ster	er	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180	
	Modu	ıle Structure	:						
	No	Туре	Cours	se		State	Workload	(h)	
3							Presence (h + CH)	Self- Study (h)	
	1	Exercise	Corpo	orate Restructuring & ⁻	Fransformation	Compulsory	7 30 h (2 CH)	60	
	2	Exercise		ial Corporate Restruct formation	uring &	Compulsory	7 30 h (2 CH)	60	
4	This e cours Accor again prom prom conte impli Cours The n comp decis of int comp funct desig are o digita with s incen studi releva	elective mod ses of the firs unting and C ist the backs ising busine ising busine ent taught in cations durin se content: nodule "Corp oanies again ions, the cre ernal financi oany are dea ions, (a-)syn gn of differen f growth, the alization, e-c selected inst tive systems es, digital co	lule built st two y control' ground ess area the first ng a co borate l st the b eation of ing and lt with. nmetric at types e manage ommen s, the o portent (integration into curric ilds on the theoretical years, particularly the ' is recommended. Th of changing business as on the one hand an as on the other hand. Is two years of study to rporate transformatio Restructuring & Transformatio Restructuring & Transformatio ackground of changin of shareholder value at I thus cost reduction to In the area of cost reduction to In the area of cost reduction to a cost behavior, and cost gement and investme rce, or decarbonizatio ts for implementing a rganization, and corp (self-study tasks and lo pred in-depth and a pr	foundations of the is successful completi e module focuses or models. Here, the fo d investments and of Hence, the module fo o concrete business n. formation" deals wit ng business models. nd the question of fo o free up financial re duction, the focus is ost structures. In adde erial costs or person nt in promising busi n are discussed. The transformation with orate culture. With the earning videos), and	on of the country the restruction of the restructio	rse "Manag uring of com st reduction ling in more oplying theo d their finar turing of vestment vth, the imp growth areas nding cost gradability a dealt with. uch as the lecture ontrol and est lectures cary exercise	ement ipanies in less retical ncial ortance s of a and In the deals , case es,	
5	Acad			on of this module,					

Corporate Restructuring & Transformation

	 students are able to extract relevant information from cost accounting and make decisions from a management perspective. students possess a holistic understanding of the transformation of companies and have comprehensive methodological and problem-solving competence in this regard. students are able to discuss suitable actions to influence the cost structure of a company and justify decisions in this regard economically. students are able to transfer current research findings into practical recommendations. 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. 						
6	Desc none	ription of possible electives	within the module	s:			
7	Exam	nination: Examinations for ev	very part of the mo	dule			
		vant Work:					
	No	Number and Type; Connect	ion to Course	Duration		Part of final mark in %	
8	1	Written exam		90 min.		75 %	
	2	Case Studies		maximum of 2 pages	20	25 %	
9	Stud	y Work: none					
10	The c	equisites for Credit Points: credit points will be granted a pleted.	after all relevant wo	ork and study w	/ork ha	ave been successfully	
	CP A	ssignment:					
			No 1		1.00 CP		
11	Pres	sence (see part 3)	No 2	:	1.00 C	Р	
	Dala		No 1		3.00 CP		
	Rele	evant Work (see part 8)	No 2		1.00 C	Р	
	Tota	ıl			6 CP		
12		ht of the module grade for tl 4 (3,45%)	ne overall grade:				
13	Reco	ule Prerequisites: mmended: Succesful comple ber of participants allowed ca		e "Management	t Acco	unting and Control". The	
14		ence: ence is strongly recommende	ed to warrant learn	ng success.			

45	Mobility/Acknowledgement:				
15	Use of the module for other course programs	Bachelo	lor Business Administration		
16	Responsible Lecturer: Professor Dr. Martin Artz		Department: University of Münster, School of Business and Economics		
17	Misc.: The module is assigned to the corporate transfor core module and to the finance track as addition				

Entrepreneurial Marketing

Module Title english: Entrepreneurial Marketing									
Course Program: Bachelor Economics									
1	Modu	ule No: WPB	6	State: Elective	Language of I	nstructi	ion: En	glish	
2	2 Turn: each summer semester			Duration: 1 semester	Semester: 4 0 6	r 5 or	CP: 6	Workload	d (h): 180
	Modu	ule Structure	9:						
	No	Туре	Cour	se		State		Workload (h)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Entre	preneurial Marketing		Comp	ulsory	30 h (2 CH)	60
	2	Exercise	Tutor	rial Entrepreneurial Ma	arketing	Comp	ulsory	30 h (2 CH)	60
4	Cour The a meth into t	se content: aim of the En odological k	treprer	c knowledge in the re neurial Marketing cour dge about the topic Er ntrepreneurial Market	rse is to provide trepreneurial M	studer Iarketin	ig. The	students gair	
5	Learning outcomes: Academic: 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/ entrepreneurial marketing. - recognize and analyze specific challenges of service provision/ entrepreneurial marketing successfully. Soft skills: 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			ssible	Description of possible electives within the modules: none					
7	none Examination: Final Module Exam								
7	Exam	ination: Fin	al Mod	ule Exam					

	No	Number and Type; Connecti	ion to Course	Du	iration	Part of final mark in %			
	1	Written exam		90	min.	100 %			
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 As	ssignment:							
	Droc	conco (coo nort o)	No 1		1.00	CP			
11	Pres	sence (see part 3)	No 2		1.00	CP			
	Rele	evant Work (see part 8)	No 1	4.00		СР			
	Tota	ıl			6 CP				
12		ht of the module grade for th 4 (3,45%)	ne overall grad	e:					
13		u le Prerequisites: mmended: Modules "Market	ing Manageme	ent" and	"Marketing Ana	lytics".			
14	Prese Prese	ence: ence is strongly recommende	d to warrant le	arning s	uccess.				
	Mobi	ility/Acknowledgement:							
15	Use	of the module for other cour	se programs	se programs Bachelor Business Ac Information Systems		Iministration, Bachelor			
16		onsible Lecturer: essor Dr. Thorsten Wiesel			Department: School of Business and Economics				
17	Misc Track	.: :: Entrepreneurship & Innova	tion (core mod	ule), Ma	rketing (additio	nal module).			

Finance & Accounting Case Studies Seminar

Mo	dule Ti	tle english:		Finance & Accounti	ng Case St	udies Semi	nar		
Cou	Irse Pr	ogram:		Bachelor Economic	S				
1	Mod	u le No: WPB 7	,	State: Elective	State: Elective Language of Instruction: German or English				
2	Turn seme	each winter		Duration: 1 semester	Semeste or 6	r: 4 or 5	CP: 6	Workload (h): 180
	Mod	ule Structure:							
	No	Туре	Co	urse			State	Workload (h))
3							Presence (h + CH)	Self- Study (h)	
	1	Seminar	Fin	ance & Accounting C	ase Studie	s Seminar	Elective	30 h (2 CH)	150
4	seme betw Cour The s cours conn cours	esters to solve een finance a se content: seminar cover se is to make ects different ses is enhanc	e pra ind s se stue mo ed i	ly the theoretical kno actical problems. The accounting. everal intergative top dents aware of conne dules from the bache n certain aspects and lved in groups.	e goal of th ics in finan ections bet elor studie:	e seminar i ce and acco ween the d s. Students	s to unde ounting a ifferent ar ' knowled	rstand the inte nd taxes. The reas. Thereby, lge from previo	eraction aim of the it ous
5	Acad Stud corpo of ma Soft	orate account anagement de skills: dition, stude	iar ing. ecis	with the various form They are able to thin ions. can solve complex pr entation and conflict	k in busin oblems in	ess context a team. The	s and ass	sess interdepe	
6	Desc none	• •	sib	le electives within th	e modules	:			
7	Exam	nination: Exa	min	ations for every part (of the mod	ule			
	Relev No	vant Work: Number and	Тур	pe; Connection to Co	e; Connection to Course Duration			Part of final ma	ark in %
8	1	Written exar	n			45 min.		60 %	
	2	Case study				approx. 7	pages 4	40 %	

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 part 3)	No 1		1.00 CP					
11	Relevant Work (see part 8)	No 1		3.00 CP					
		No 2		2.00 CP					
	Total			6 CP					
12	Weight of the module grade for the overall grade: 6/174 (3,45%)								
13	Module Prerequisites: The knowledge of the second ye finance is expected.	ar of study, espe	eciall	<i>i</i> in accounting, taxations, and corporate					
14	Presence: Presence is strongly recommend	led to warrant le	arnin	g success					
	Mobility/Acknowledgement:								
15	Use of the module for other cou	irse programs	Bac	helor Business Administration					
16	Responsible Lecturer: Prof. Dr. Thomas Langer, Professor Dr. Christoph WatrinDepartment: School of Business and Economics								
17	Misc.: Track: Accounting (additional m	odule).							

Financial Restructuring

				Financial Restructur	inα						
MOG		tle english:			ling						
Cou	rse Pro	ogram:		Bachelor Economics							
1	Modu	ILE No: WPB	8	State: Elective	Language of Ir	nstruct	ion: En	glish			
2	Turn: seme	each summ ster	er	Duration: 1 semester	Semester: 4 0 6	r 5 or	CP: 6	Workloa	d (h): 180		
	Module Structure:										
	No	Туре	Cour	se		State		Workload (h)		
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	Finar	ncial Restructuring	Comp	oulsory	30 h (2 CH)	60			
	2	Exercise	Tuto	rial Financial Restructi	uring	Comp	oulsory	30 h (2 CH)	60		
4	cours cours distre meas liabil comp modu study restru ACM. Cours The n comp diffic econe can n recov involv focus restru entire such speci bond	es of the first is is recommendations bured?", "Wh ities be restro- bany and how any and how alle focuses of to actual bu- acturings. The content: nodule "Fina- banies. The co- ulties of com- omic and soor regotiate a fi- rery. Student wed and ana- ses on the as- acturing can- e company a	at two y eended anies. I at econ ucture v inves on appl usiness ere are ncial R ourse ipanie cial cos nancia s get t lyze ho set sic help th re anal s. The l ities a ged los								

5	Learning outcomes: Academic: After successfully completing the module the students - have in-depth knowledge of the financial restructuring of companies have a holistic understanding of financial problems in companies and have comprehensive methodological and problem-solving skills in this regard understand measures to restructure the financing of a company and can economically justify decisions in this regard are able to transfer current research results into practical recommendations. Soft skills: After successfully completing the module, students are able to - solve unfamiliar problems using theoretical frameworks and structured approaches understand, critically assess and apply scientific knowledge justify their decisions with the help of a clear and logical argumentation relate scientific knowledge and practical applications understand the interests of different players in complex negotiations and use these insights for successful negotiations.									
6	Desc none	ription of possible electives	within the module	S:						
7	Exan	nination: Final Module Exam								
	Relev No	vant Work: Number and Type; Connect	ion to Course	Duration		Part of final mark in %				
8	1	Written exam		maximum of 120 min.		70 %				
	2	Case Studies		max. 12 pages		30 %				
9	Stud	y Work: none								
10	The o	equisites for Credit Points: credit points will be granted a pleted.	after all relevant wo	ork and study	work h	ave been successfully				
	CP A	ssignment:								
	Drog	conco (coo port o)	No 1		1.00 (1.00 CP				
11	Pres	sence (see part 3)	No 2		1.00 CP					
	Rele	want Work (see part 8)	No 1		3.00 CP					
			No 2		1.00 CP					
	Tota	ll			6 CP					
12	_	ht of the module grade for th 4 (3,45%)	ne overall grade:							
13		u le Prerequisites: mmended: Successful comp	letion of the modu	le "Investmen	t and F	inance".				
14		ence: ence is strongly recommende	ed to warrant learni	ng success.						

45	Mobility/Acknowledgement:								
15	Use of the module for other course programs none								
16	Responsible Lecturer: Prof. Dr. Christoph Schneider		Department: University of Münster, School of Business and Economics						
17	Misc.: The module is assigned to the corporate transfor	mation t	rack as a core module.						

Мо	dule Ti	tle english:		Foundations of Sust	ainable Finance						
C οι	irse Pr	ogram:		Bachelor Economics							
1	Mod	ule No: WPB	9	State: Elective	Language of Instruction: English						
2	Turn seme	each winter ester	r	Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6		Workload (I	1): 180			
	Mod	ule Structure	9:								
	No	Туре	Cou	rse		State	Workload	(h)			
3							Presence (h + CH)	Self- Study (h)			
	1	Lecture	Fou	ndations of Sustainab	le Finance	Compulsory	30 h (2 CH)	60			
	2	Exercise	Tuto Fina	rial on Foundations of nce	Sustainable	Compulsory	30 h (2 CH)	60			
4	This studi discu Cour We s susta green class The k - - - While evalu	module is pa ied in the mo ussing the la se content: tart by defin anability of the policies aff s, we focus o key learning Understa The impa Performate anost of the uate sustaina	art of t odule ' test er ing the firms a fect th n the r object nding ct of m nce of e class ability.	and measuring sustain fore responsible and g SRI portfolios. focuses on academic , the practical implicat	ilds on the classical I in this module, we ext al research in Sustain wility and study how to ios. We then discuss the and valuation of fir s of socially responsi mability. green policies on firm papers, we also look ions of managing inv	end these th able Finance o measure ar how more re ms. In the th ble investing value. at how prac estment port	eories by d evaluate sponsible a ird part of th (SRI). titioners def folios respo	the nd ne			
5	 While most of the class focuses on academic papers, we also look at how practitioners define and evaluate sustainability, the practical implications of managing investment portfolios responsibly, and how managers can create financially successful and more sustainable companies. Learning outcomes: Academic: In this module, students obtain first insights into Sustainable Finance. After completing this module, they should have three core competencies: (1) Measuring and evaluating the sustainability of firms and investment portfolios. (2) Understanding the impact of different sustainability standards on firm valuation. (3) Understanding the performance implications of SRI. Soft skills: Within the tutorial, students work together in teams to prepare and present case studies. Thereby, 										

Foundations of Sustainable Finance

	international group of students in this class, the team work on the case studies also allows students to practice their intercultural teamwork skills.									
6	Desc none	ription of possible electives	within the n	nodules:						
7	Examination: Examinations for every part of the module									
	Relev No	vant Work: Number and Type; Connect Course	ion to	Duration	Part of final mark in %					
8	1	Written exam		90 min.		85 %				
	2	Case study with presentation groups)	on (in	maximum maximum	of 20 pages & of 30 min.	15 %				
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:									
	Presence (see part 3)		No 1		1.00 CP					
11			No 2		1.00 CF)				
	Relevant Work (see part 8)		No 1		3.00 CF	D				
			No 2		1.00 CF 6 CP)				
	Tota	al								
12		s ht of the module grade for t 4 (3,45%)	he overall gi	rade:						
13	Requ	ule Prerequisites: iired knowledge is the course icted.	e "Corporate	Finance". 1	The number of par	rticipants can be				
14		ence: ence is strongly recommende	ed to warran	t learning s	uccess.					
45	Mob	ility/Acknowledgement:								
15	Use	of the module for other cou	rse program	s Bachel	or Business Admi	inistration				
16	-	o nsible Lecturer: Nadja Guenster			Department: University of Mü Business and Ed	inster, School of conomics				

47	Misc.: Track: finance (core module).
1/	Track: finance (core module).

Module Title english: Foundations of Innovation Management												
Cou	rse Pr	ogram:		Bachelor Economic	:5							
1	Mod	ule No: WPB	10	State: Elective	Language of Instruc	:tion: Germa	an or	r English				
2	Turn seme	: each summ ester	er	Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6 Workload (h			rkload (h):	180			
	Module Structure:											
	No Type Cou			rse		State		Workload	(h)			
3								Presence (h + CH)	Self- Study (h)			
	1	Lecture	Fou	ndations of Innovatio	on Management	Elective		30 h (2 CH)	60			
	2	Exercise		orial Foundations of I nagement	nnovation	Compuls	-	30 h (2 CH)	60			
	Purp The r	nodule comb	oines	-	ant management conc	•		-				
4	Purp The r amou Mana know Cour In Ini struct as we taugi	ose of the m module comb ng others in t agement Acc vledge by inn se content: novation Mar tures of a sy ell as the und ht and discus	bines the m ount a novati nagen stema derlyin ssed.	and integrates releva odules Foundations and Control and Man onspecific and strate nent factors, goals, s atic management of r ng interplay between This is accompanied	ant management conc of Business Administ agement and Govern	ration, Foun ance and br ments, and ses related t id departme iccessful an	orga orga to th ents i id fai	ons of Mar ens the ac anizationa eir develo in a compa iled innova	keting, quired l pment any are			

Foundations of Innovation Management

	 evaluate empirical research based on own experiences. engage in discipline-specific discussions. 										
6	Description of possible electives none	within the modules	5:								
7	Examination: Examinations for ev	very part of the moc	lule								
	Relevant Work: No Number and Type; Connection to Course Duration Part of final mark in %										
8	1 Written exam on Innovation				100 %						
9	Study Work: No Number and Type; Connection to Course 1 Practical exercises on Innovation Management in groups 240 min.										
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:									
	Presence (see part 3)	No 1 1			ÇP						
11		No 2		1.00 (
	Relevant Work (see part 8)	No 1		3.00 (
	Study Work (see part 9)	No 1 1.0									
	Total	6 CP									
12	Weight of the module grade for the 6/174 (3,45%)	ne overall grade:									
13	Module Prerequisites: None.										
14	Presence: Attendance is strongly recommen	ded to warrant lear	ning success								
	Mobility/Acknowledgement:										
15	Use of the module for other cour	se programs Bac	chelor Busines	s Adr	ninistration						
16	Responsible Lecturer: UnivProf. Dr. Thorsten Hennig-Th	iurau	Departmen School of B		ess and Economics						
17	Misc.: Track: Marketing (core module).										

Мос	lule Ti	tle english:		Foundations of Acco	ounting				
Cou	rse Pro	ogram:		Bachelor Economics	i				
1	Modu	ile No: WPB	11	State: Elective	lective Language of Instruction: German				
2	Turn: each summer semester			Duration: 1 semester	Semester: 4 01 6	r 5 or	CP: 6	Workload	d (h): 180
	Modu	le Structure	:						
	No	Туре	Cour	se		State		Workload (h	ı)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Acco	unting		Comp	oulsory	45 h (3 CH)	75
	2	Exercise	Tuto	rial on Accounting		Comp	oulsory	15 h (1 CH)	45
4	accou with the m also a comp deep cours Cours The p Comr busin the b meass analy mana thing analy empl comp	unting inform the help of the nodules "Ma applied in morises two ele en the acquises complem secontent: part on finant mercial Code ness activities alance shee surement rul vsis of finance agement acc s, the opera- vsis in cost co oyee behavio plete the cou	nation he fina nagem any otl ements ired kn hent the cial acce e (HGB) es are r t, incol es for f cial sta ountin ting ind enters our is i rse. Th	of companies are reco to manage their busin ncial statements. This ent Accounting" as w her modules. The lect is a tutorial in small gr owledge by means of e course. counting deals with an i. It includes the basic ecorded using double me statement and cas inancial statements a tements based on rati g focuses on cost acco come statement, the c are covered. Students nfluenced by the use e aim of the module i ss thinking and actior	ness and how the simparts knowled ell as "Financial ure "Accounting roups and a pler practical proble principles of book e-entry bookkeep sh flow statemer re discussed. Fin ios, e.g. from the pounting as a cont costing of products learn how busi of cost informat s to teach stude	ey repe edge th Accou " is sup nary tu ms. Di statemp ookkee oing ar nt. In a nally, s e persp ntrollin cts and ness d ion. In	ort on the nat is not inting a ppleme torial. E gital lea ents acc ping. S nd how ddition, student pective g instruct lecision sights i	heir business ot only fundat nd Taxation" nted by a tuto Both serve to arning tests a cording to the tudents learn they are refle , recognition is gain insight of lenders. The ment. Among es, and the v as are made a nto cost man	activities mental to , but is orial. This apply and and online e German a how cted in and ts into the ne part on g other ariance and how agement
5	Acad Stude are a	ents will be f ble to record	familia I busin	r with the basic princi ess activities in the ba udents will also be ab	alance sheet and	d incor	ne stat	ement and to	prepare

Foundations of Accounting

	 enables them to assess the financial position and financial performance of a company. In the area of management accounting, students have a basic knowledge of cost accounting (cost type, cost center and cost unit accounting), can apply this to practical problems and interpret the results. Overall, students are able to critically question and discuss individual aspects of accounting. Soft skills: The module enables students to expand their interdisciplinary skills in relation to the sub-areas of accounting. The accompanying tutorials also contribute to this. In addition, the tutorials promote the students' discussion skills and their ability to work in a team during discussions. Finally, the module promotes the systemic competencies of the students through self-study. These include, in particular, time and self-management. 								
6	Description of possible electives none	within the mod	lules	:					
7	Examination: Final Module Exam								
	Relevant Work:					I			
8	No Number and Type; Connect	ion to Course		Duration		Part of final mark in %			
	1 Written exam			max. 120 m	in.	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			1.50 (CP			
11	Presence (see part 3)	No 2		0.50		СР			
	Relevant Work (see part 8)	No 1		4.00 CP					
	Total		6 CP						
12	Weight of the module grade for the 6/174 (3,45%)	he overall grade	e:						
13	Module Prerequisites: none								
14	Presence: Presence is strongly recommende	ed to warrant lea	arnin	g success.					
	Mobility/Acknowledgement:								
15	Use of the module for other cour	se programs	Info	rmation Syst	tems, l	ministration, Bachelor Bachelor Mathematics, ter Business Chemistry			
16	Responsible Lecturer: Professor Dr. Peter Kajüter	Department: School of Business and Economics							
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17	Misc.:								

	dule Ti	tle english.			rld - Introdu						
Module Title english: Course Program:											
Cou	rse Pro	ogram:		Bachelor	Economics						
1	Mod	ule No: WPB	12	State: Co	ompulsory	Langu	lage of In	struc	tion: Er	nglish	
2	Turn: seme	each winter ester		Duration semester		Seme 6	ster: 4 or	5 or	CP: 6	Workload	(h): 180
	Mod	ule Structure	•								
	No	Туре	Cou	rse				State	e	Workload (h	ı)
3										Presence (h + CH)	Self- Study (h)
	1	Lecture	Intro	duction to) Data Scien	ce		Com	pulsory	/ 30 h (2 CH)	60
	2	Exercise	Tuto	rial Introd	rial Introduction to Data Science			Com	pulsory	/ 30 h (2 CH)	60
4	Mod	ule Profile:									
5	Learr	ning outcome	es:								
6	Desc none	ription of po	ssible	electives	within the r	nodule	5:				
7	Exam	ination: Fina	al Moo	dule Exam							
8	No	vant Work: Number and			ion to Cours	e	Duration			Part of final m	ark in %
	1	Project worl	k (in g	roups)			pages	Im of 60 100 %			
9	Stud	y Work: none	9								
10	The c	equisites for credit points pleted.			after all relev	vant wo	ork and st	udy w	ork hav	ve been succe	ssfully
	CP A	ssignment:									
	Proc	sence (see pa	urt o)		No 1			:	1.00 CF)	
11		ence (see pa	ur 3)		No 2			1.00 CP			
	Rele	evant Work (s	see pa	rt 8)	No 1				4.00 CF)	
	Tota	ıl							6 CP		

Hello World - Introduction to Data Science

12	Weight of the module grade for the overall grade: 6/174 (3,45%)				
13	Module Prerequisites: none				
14	Presence: Presence is strongly recommended to warrant le	earnings	success.		
	Mobility/Acknowledgement:				
15	Use of the module for other course programs	Bache	lor Business Administration		
16	Responsible Lecturer: Prof. Dr. Raoul Kübler		Department: University of Münster, School of Business and Economics		
17	Misc.: Track Data Analytics (core subject).				

Human Resource Management & Entrepreneurship

Mo	dule Ti	tle english:		Human Resource Ma	nagement & Entrepren	eurship				
Cou	rse Pr	ogram:		Bachelor Economics						
1	1 Module No: WPB 13			State: Elective	Language of Instruct	ion: German				
2	2 Turn: each semester			Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180		
	Mod	ule Structur	e:							
	No	Туре	C οι	irse		State	Workload	(h)		
3							Presence (h + CH)	Self- Study (h)		
	1	Lecture		nan Resource Manage repreneurship	ment &	Compulsory	30 h (2 CH)	60		
	2	Exercise		orial Human Resource repreneurship	Management &	Compulsory	30 h (2 CH)	60		
		enges in HR mes	./VI.	Learning objectives						
		ruiting:		 Introductio "War for ta organizations? Personnel 	 Introduction to employer branding "War for talents": how can a start-up outperform larger 					
4	Ass	essment:		including o Job analy o Psychom	 Personnel selection according to DIN 33430 for start-ups, including Job analysis Psychometric Properties of test procedures Psychological assessment in personnel selection 					
	HR	developmen	t:	 Methods o Strategic p Leadership 	 Importance of first employees Methods of HR development Strategic personnel development in start-ups Leadership & Teamwork Increasing innovation 					
	The	entreprenet	ır			rs as the centrum of an organization? ts for entrepreneurs in HR (e.g. HR laws &				

	 What makes an entre Psychological const Psychological key compete 	ructs related to en	trepreneurship :					
5	Learning outcomes: Academic: The following competencies from the field of busines • Conception of a successful recruiting strategy models background from the field of of an employer • Knowledge for the The process and function of of the right personnel marketing instruments • Carrying out a How to conduct a job analysis • Acquisition of knowledge about psychometri personality measurement • Personnel selection according to DIN 33430 f participants are students will be introduced to the approcedures assessment center • Acquisition of Knowledge knowledge of about personnel development, especially for the promotion and entrepreneurship Further professional competencies: • Statistical basics of classical test theory (test • Statistical models to calculate benefits of rec selection (e.g., BCG model) • Basics of Machine Learning and NLP in the co • Conception of HR strategies Soft skills: • Acquisition of knowledge about tatistical trai Propertiespsychometric quality criteria. • Assessment and Ccritical classification evalut psychology, and business and economicsadministra • Acquisition of knowledge of theabout the basi in start-ups • Potential analysis with regard to own start-ups	y for a start-up, as y branding. of personnel marked requirements analy c test instruments in or start-ups. Using oplication and eval t classical and inner field of leadership theory ruitment and select ontext of HR selection ontext of HR selection sic principles of suc	well as the theoretical eting in start-upsselection ysis for performance and examples, the uation of an the test ovative methods of o, teamwork, innovation etion Benefit models of HR on of psychometric studies in the field of					
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 %1Written exam90 min.100 %							
9	Study Work: none							
10	Prerequisites for Credit Points: The credit points will be granted after all relevant wo completed.	rk and study work l	have been successfully					
11	CP Assignment:							

		1				
	Presence (see part 3)	No 1		1.00 CP		
	Fresence (see part 3)	No 2		1.00 CP		
	Relevant Work (see part 8)	No 1		4.00 CP		
	Total			6 CP		
12	Weight of the module grade for th 6/174 (3,45%)	ne overall grad	le:			
13	Module Prerequisites: none					
14	Presence: Presence is strongly recommende	d to warrant le	earning	success.		
45	Mobility/Acknowledgement:					
15	Use of the module for other cour	se programs	Bachel	or Business Administration		
16	Responsible Lecturer: Prof. Dr. David BendigDepartment: University of Münster, School of Business and Economics					
17	Misc.:					

Consolidated Financial Statements	S
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Module Title english: Consolidated Financial Statements								
Cou	rse Program: Bachelor Economics							
Module No: WPB 14				State: Elective	Language of Instruc	ction: Germa	n	
2	Turn: seme	each winte ester	r	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (I	1): 180
	Modu	ule Structur	e:					
	No	Туре	Cou	rse		State	Workload	(h)
3							Presence (h + CH)	Self- Study (h)
	1	Lecture	Con	solidated Financial St	atements	Compulsor	/ 45 h (3 CH)	90
	2	Exercise	Tuto	orial on Consolidated I	inancial Statements	Compulsory 15 h (1 30 CH)		
4	Module Profile: Purpose of the module/integration into curriculum: Enterprises can be organized in different ways. For example, companies might legally be standalone entities, but, at the same time, they might be economically dependent on each other. These economically interconnected companies, so-called groups, are a challenge to financial reporting, as the individual statements of these companies lack information about the economic situation of the group as a whole. Subject of this module is the consolidation of individual financial statements into group financial statements. Thus, this module deepens students' knowledge on financial reporting. Course content: This module focuses mainly on consolidated financial statements prepared under HGB (German-GAAP) and International Financial statements accompanied by several consolidation techniques like the purchase method, the proportional consolidation and the equity method						erman- es and od. ents ope of lated s and dents nd will rk. This rest ed	

	class	. The instructor's role will be	to support the lear	ning experience by	providing a course				
	structure, course materials, and lectures.								
5	 Learning outcomes: Academic: After successfully completing this module, students will have comprehensive knowledge on consolidated financial statements under both German GAAP and IFRS. Students will be able to consolidate on their own and thus be able to interpret group financial statements. Students will also be able to analyze issues related to consolidation from a theoretical-conceptual perspective. They will be equipped to assess consolidation regulations and techniques within a conceptual framework. Students will have a profound understanding of the topics covered and will be trained in maintaining a critical approach when assessing financial reporting principles. Soft skills: After the successful completion of this module, students are able to analyze sound theoretical issues as well as to identify practical problem areas and solve them adequately. To adequately do so, they will be trained to gather information from (academic) literature on their own and assess their quality. 								
6	Desc none	ription of possible electives	within the modules	:					
7	Exam	iination: Final Module Exam							
8	No	vant Work: Number and Type; Connecti	on to Course	Duration	Part of final mark in %				
	1	Written Exam		90 min.	100 %				
9	Study	y Work: none							
10	The c	equisites for Credit Points: rredit points will be granted a pleted.	fter all relevant wor	k and study work l	nave been successfully				
	CP As	ssignment:							
			No 1	1.50	СР				
11	Pres	sence (see part 3)	No 2	0.50	СР				
	Rele	want Work (see part 8)	No 1	4.00	СР				
	Tota	l		6 CP					
12	-	ht of the module grade for th 4 (3,45%)	ne overall grade:						
13	Reco	u le Prerequisites: mmended: Knowlege based o unting and Taxation	on the modules Fou	ndations of Accou	nting, and Financial				
14	Prese Prese	e nce: ence is strongly recommende	d to warrant learnin	g success.					

	Mobility/Acknowledgement:		
15	or Business Administration, Bachelor ation Systems		
16	Responsible Lecturer: Prof. Dr. Hans-Jürgen Kirsch		Department: School of Business and Economics
17	Misc.: The module is a core module in the accounting t	rack.	

Management & Governance

Module Title english:			Management & Gov	ernan	се						
Course Program: Bachelor Economics											
1 Module No: WPB 15			State: Elective	Lan	guage of In	struct	ion: Ge	rman			
2	Turn seme	each winter ester		Duration: 1 semester	Sen 6	iester: 4 or	5 or	CP: 6	Workloa	d (h): 180	
	Mod	ule Structure	2:								
	No	Туре	Cou	rse			State	•	Workload (h	1)	
3									Presence (h + CH)	Self- Study (h)	
	1	Lecture	Orga	anization and Manage	ment		Com	oulsory	37.5 h (2 CH)	45	
	2	Lecture	Corp	oorate Governance				37.5 h (2 CH)	45		
	3	Exercise	Tuto	rial on Management &	& Gov	ernance	Com	oulsory	15 h (1 CH)	30	
4	The r Cours The s mana and t	nodule conv se content: substantive f agement (sta	eys fu ocus i affing) ns and	/integration into curri ndamental aspects of s on the areas of orga and corporate govern weaknesses will be a studies.	Mana nizati ance.	agement ar on, busine Here, the v	ss stra /arious	itegy, hi 5 concej	uman resourd pts will be pr	esented	
	The	mes				Learning	Learning objectives				
	-	anisational D 1an Ressourc	-	; Strategic Manageme nagement	nt;	Understanding of the basics of Organization Management					
	Corporate Governance; Two Tier System; Working Council					Understanding of the basics of Corporate Governance					
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 th position to evaluate different management- and process-structures in terms of their efficience Soft skills: none				in the						

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 in %										
	1	Final written exam		1	20 min.	100 %						
9	Study	y Work: none										
10	The c	equisites for Credit Points: redit points will be granted a pleted.	after all relevan	t work	and study worl	< have been successfully						
	CP As	ssignment:										
			No 1		0.7	5 CP						
11	Pres	sence (see part 3)	No 2			5 CP						
			No 3									
	Tota	evant Work (see part 8)	No 1		4.00 CP 6 CP							
	TULA					Γ						
12		ht of the module grade for t 4 (3,45%)	he overall grad	9:								
13	Modu none	ule Prerequisites:										
14	Prese Prese	ence: ence is strongly recommende	ed to warrant le	arning	success							
	Mobi	lity/Acknowledgement:										
15	Use of the module for other course programs Bachelor Business Administration, Bachelor Information Systems, Bachelor Mathematics, Master Physics											
16		onsible Lecturer: ssor Dr. Gerhard Schewe			Department School of Br	: usiness and Economics						
17	Misc	.:										

Marketing Analytics

											
Mod	ule Ti	tle english:		Marketing Analytics							
Cou	rse Pro	ogram:		Bachelor Economics							
1	Modu	ile No: WPB	16	State: Elective	Lang	uage of	Instruc	tion: E	n: English		
2	Turn: seme	each summ ester	er	Duration: 1 semester	Seme or 6	Semester: 4 or 5 or 6			Workload	d (h): 180	
	Modu	ıle Structure	:								
	No	Туре	Course	9			State		Workload (h)	
3									Presence (h + CH)	Self- Study (h)	
-	1	Lecture	Marke	t Research			Comp	ulsory	22.5 h (1 CH)	45	
	2	Lecture	Marke	ting Operations			Comp	ulsory	22.5 h (1 CH)	45	
	3	Exercise	Tutoria	al on Marketing Analyt	ics		Comp	ulsory	15 h (1 CH)	30	
4 5	The n Scier Learr		s on the ta Scienc	tegration into curricu contents of the modul ce 2.		rketing	Manago	ement,	Analysis for	B&E, Data	
6			ssible el	ectives within the mo	odules:	:					
7	Exam	iination: Exa	minatio	ns for every part of the	e mod	ule					
	Relev No	vant Work: Number and	d Type; (Connection to Course		Duratio	'n	Pa	art of final ma	ark in %	
8	1	Written exa	m on Ma	urket Research (No. 1)		60 min	•	50	0 %		
	2	Written exa	m on Ma	rketing Operations (N	lo. 3)	60 min	•	50	0 %		
9	Stud	y Work: none	9								
10	The c	equisites for redit points pleted.		oints: ranted after all releva	nt wor	k and st	udy wo	rk hav	e been succe	ssfully	

	CP Assignment:			
		No 1		0.75 CP
	Presence (see part 3)	No 2		0.75 CP
11		No 3		0.50 CP
	Relevant Work (see part 8)	No 1		2.00 CP
		No 2		2.00 CP
	Total			6 CP
12	Weight of the module grade for t 6/174 (3,45%)	he overall grad	e:	
13	Module Prerequisites: Recommendation: Modules Mark	keting Managem	ient, Mat	thematik, Statistik I, and Statistik II.
14	Presence: Presence is strongly recommende	ed to warrant le	arning su	lccess
	Mobility/Acknowledgement:			
15	Use of the module for other cou	rse programs		or Business Administration, Bachelor ation Systems
16	Responsible Lecturer: Professor Dr. Manfred Krafft			Department: School of Business and Economics
17	Misc.:			

Marketing Management

Mo	dule Ti	tle english:		Marketing Managen	nent				
ζοι	Irse Program: Module No: WPB 17			Bachelor Economics	5				
1	Mod	ule No: WPB	17	State: Elective	Language of	of Instruction: English			
2 Turn: each summer semester Duration: 1 semester Semester: 4 or 5 or 6 CP: 6 Workload							d (h): 180		
	Mod	ule Structure	e:						
	No	Туре	Cour	se		State		Workload (h	ı)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Mark	eting Management		Comp	oulsory	30 h (2 CH)	60
	2	Exercise	Tuto	rial on Marketing Man	agement	Comp	oulsory	30 h (2 CH)	60
	This cours Cour This	course is an ses. se content: course provi	introdu des a b	integration into curric actory lecture into ma pasic introduction to a actives and instrumen	rketing. It thus aspects of strat	egic and			
	This cours Cour This well	course is an ses. se content: course provi	introdu des a b	uctory lecture into ma basic introduction to a	rketing. It thus aspects of strat	egic and			
	This cours Cour This well The Mar	course is an ses. se content: course provi as the speci ⁻	introdu des a b fic obje	actory lecture into ma basic introduction to a actives and instrumen	rketing. It thus aspects of strat ts of marketing complex relatio	egic and g.	l opera	tional market	ing as
	This cours Cour This well The Mar Dec	course is an ses. se content: course provi as the speci mes keting and	introdu des a b fic obje	uctory lecture into ma pasic introduction to a octives and instrument Learning objectives To comprehend the	rketing. It thus aspects of strat ts of marketing complex relation n making. nd marketing a	egic and g. onship c as a com	d opera of marke	tional market eting and stra	ing as
ł	This cours Cours This well The Mar Dec Mar Stra	course is an ses. se content: course provi as the speci mes keting and ision-Making	introdu des a b fic obje	uctory lecture into ma pasic introduction to a octives and instrument Learning objectives To comprehend the institutional decisio To learn to understa	rketing. It thus aspects of strat ts of marketing complex relation n making. nd marketing a ps in a compet rentiate, and a	egic and g. onship c as a com titive ecc nalyze c	d operation of market plex pr	tional market eting and stra ocess of strat system.	ing as itegic, tegic
4	This cours Cour This well Mar Dec Mar Stra Prob	course is an ses. se content: course provi as the speci mes keting and ision-Making keting Strate	introdu des a b fic obje	Learning objectives To comprehend the institutional decisio To learn to understa decision making ste To understand, diffe	rketing. It thus aspects of strat ts of marketing complex relation n making. nd marketing a ps in a compet rentiate, and a marketing prac	egic and g. onship c as a com ritive ecc nalyze c tice. tegies. T	d opera of marke plex pr pnomic distincti	tional market eting and stra ocess of stra system. ive component ibe basic opt	ing as itegic, tegic nts of
4	This cours Cours This well Mar Dec Mar Stra Proh Bran	course is an ses. se content: course provi as the speci mes keting and ision-Making keting Strate tegic Decisio plems	introdu des a b fic obje	Learning objectives To comprehend the institutional decisio To learn to understa decision making ste To understand, diffe decision making in r	rketing. It thus aspects of strat ts of marketing complex relation n making. nd marketing and ps in a compet rentiate, and a marketing prace branding strat re options (focu	egic and g. onship c as a com titive ecc nalyze c tice. tegies. T us is on	d opera of marke plex pr plonomic distincti o descr brand t	tional market eting and stra ocess of stra system. ive componen ribe basic opt ransfer).	ing as itegic, itegic its of ions of
4	This cours Cours This well Mar Dec Mar Stra Proh Bran	course is an ses. se content: course provi as the speci mes keting and ision-Making keting Strate tegic Decisio olems nd Managem	introdu des a b fic obje	Learning objectives To comprehend the institutional decisio To learn to understa decision making ste To understand, diffe decision making in r To understand basic branding architectur To describe basic ste	rketing. It thus aspects of strat ts of marketing complex relation n making. nd marketing a ps in a compet rentiate, and a marketing prace branding strat re options (focu- eps when deve- methods that	egic and g. onship c as a com titive ecc tice. tegies. T us is on eloping r influenc	d opera of marke plex pr ponomic distincti brand t new pro e pricir	tional market eting and stra ocess of stra system. ive componen ribe basic opt ransfer). ducts based	ing as itegic, itegic its of ions of on
4	This cours Cour This well Mar Dec Mar Dec Mar Prot Bran Prot	course is an ses. se content: course provi as the speci mes keting and ision-Making keting Strate tegic Decisio olems nd Managem	introdu des a b fic obje	Learning objectives To comprehend the institutional decisio To learn to understa decision making ste To understand, diffe decision making in r To understand basic branding architectur To describe basic ste customers' needs.	rketing. It thus aspects of strat ts of marketing complex relation n making. nd marketing a ps in a compet rentiate, and a marketing prace branding strat re options (focu eps when deve methods that pecific market of	egic and g. onship c as a com titive ecc tice. tegies. T us is on eloping r influenc condition	d operation of market plex pro bromic distinction brand t new pro e pricir ns.	tional market eting and stra ocess of stra system. ive componen ribe basic opt ransfer). ducts based ng. To comput	ing as itegic, itegic ites of ions of on ite

5	Learning outcomes: Academic: After completing the course, stud knowledge students acquired th structure marketing challenges a students know various methods Furthermore, the students have b marketing. Soft skills: The students have an overview of addition, students can apply the strategies and develop situation addition, students learn to excha solutions (communicative skills)	roughout the course, and make recommen- and instruments to s knowledge of latest o f relevant problem a knowledge they hav -specific problem so ange information and	, the students are dations for mana solve marketing-r developments in reas in marketing re acquired in dev lutions (instrume	e able to classify and gement decisions. The elevant problems. strategic and operative g (extending knowledge). In veloping marketing ntal competence). In
6	Description of possible electives none	s within the modules	:	
7	Examination: Final Module Exan	1		
8	Relevant Work:NoNumber and Type; Connect1Final written exam	tion to Course	Duration 90 min.	Part of final mark in %
9	Study Work: none		 / · · · · · · · · · · · · · · · · · ·	
10	Prerequisites for Credit Points: The credit points will be granted completed.	after all relevant woi	k and study work	c have been successfully
	CP Assignment:			
	Presence (see part 3)	No 1	1.0	o CP
11		No 2	1.0	o CP
	Relevant Work (see part 8)	No 1	4.0	o CP
	Total		6 C	Ρ
12	Weight of the module grade for t 6/174 (3,45%)	the overall grade:		
13	Module Prerequisites: none			
14	Presence: Attendance is strongly recomme	nded to warrant lear	ning success	
15	Mobility/Acknowledgement:			

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

Marketing Strategy in Action

			-37									
Mod	ule Tit	le english:		Marketir	ng Strategy	in Actio	1					
Cour	rse Pro	ogram:		Bachelo	r Economic	S						
1	Modu	I le No: WPB 1	8	State: E	lective	Langua	ige of In	struc	tion:	Engli	sh	
2Turn: each summer semesterDuration: 1 semesterSemester: 4 or 5 or 6CP: 6Wo						Workloa	ı d (h): 180					
	Modu	Ile Structure:	IIII									
	No	Туре	Cours	se	e State Workload (h)							
3										Pres + CH	ence (h l)	Self- Study (h)
	1	Seminar	Mark	eting Stra	tegy in Acti	on		Elec	tive	30 h	(2 CH)	150
4	Modu	le Profile:										
	Acade - Abili - Anal	ing outcome emic: ity to solve a lyze, evaluate cipate and fo	given e and s	synthesize	e the influe	nce of er	nvironme	ental	and o	organ		forces.
0	Desci none	ription of pos	sible	electives	within the I	modules	:					
7	Exam	ination: Fina	l Mod	ule Exam								
	Relev	ant Work:					I			1		
8	No	Number and	Туре;	Connecti	on to Cours	se	Duratio	on		Par	t of final i	mark in %
	1	Group work:	prese	ntation, s	imulation ទួ	game	approx	. 30 n	nin.	100	» %	
	Study	/ Work:							1			
	No	Number and	Type;	Connecti	on to Cours	se				Dura	tion	
9	1	written exam	1							45 m	in.	
	2	presentatior	ı (in gı	oup)						appr	ox. 30 mi	n.
10	The c	quisites for C redit points v leted.			fter all rele	vant wor	k and st	udy w	vork l	nave	been suce	cessfully
	CP As	signment:										

		No 1		
	Relevant Work (see part 3)	NO 1		4.00 CP
	Study Work (see part 8)	No 1		0.50 CP
		No 2		0.50 CP
	Total			6 CP
12	Weight of the module grade for the 6/174 (3,45%)	ne overall grad	e:	
13	Module Prerequisites: none			
14	Presence: Presence is strongly recommende	ed to warrant le	arning	success.
	Mobility/Acknowledgement:			
15	Use of the module for other cour	se programs		elor Business Administration, Bachelor nation Systems
16	Responsible Lecturer: Professor Dr. Manfred Krafft			Department: University of Münster, School of Business and Economics
17	Misc.: The module is a core module in th	ne marketing tr	ack.	

Public Firms

Mod	dule Ti	tle english:		Public Firms						
Cou	rse Pro	ogram:		Bachelor Economics	;					
Module No: WPB 19 State: Elective Language of Instruct						tion• Ge	erman			
-			.9			-				
2	seme		Duration: 1 terSemester: 4 or 5 or 6CP: 6Workload (h): 5						l (h): 180	
	Module Structure:									
	No	Туре	Cours	se			State		Workload (h)
3									Presence (h + CH)	Self- Study (h)
	1	Lecture	Publi	c Firms			Comp	oulsory	30 h (2 CH)	60
	2	Exercise	Exerc	ise Public Firms			Comp	oulsory	30 h (2 CH)	60
5	Subject Learr Acad The s know Soft s The s	ning outcome emic: tudents recos dedge on the skills: tudents learr	gnise 1 m. n to un	the peculiarities of the peculiarities of pu derstand and actively resentation skills.	blic firm	s and ca				•
6	Desc none	• •	sible	electives within the m	odules:					
7	Exam	ination: Exa	minati	ons for every part of t	he modu	ule				
	Relev No	vant Work: Number and	Type;	Connection to Course	e	Duratio	n	Pa	art of final ma	ark in %
	1	Written exan	n on P	ublic Firms		90 min.		50	o %	
8		Work in Exer	rcises:							
	2	Assignments	S			3 x 2 p.		3	x 5.6 %	
	3	Short Präser	ntatior	1		10 min.		16	5.6 %	
	4	Test exam				90 min.		16	5.6 %	

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 successfully	
	CP Assignment:				
		No 1		1.00 CP	
	Presence (see part 3)	No 2		1.00 CP	
11		No 1		2.00 CP	
	Delevent Werk (coo nert 8)	No 2		3 x 0.33 CP	
	Relevant Work (see part 8)	No 3		0.50 CP	
		No 4		0.50 CP	
	Total			6 CP	
12	Weight of the module grade for t 6/174 (3,45%)	the overall grad	e:		
13	Module Prerequisites: Knowledge of foundations of ma	nagement and I	Microeco	nomics I.	
14	Presence: Presence is strongly recommend	ded to warrant learning success			
	Mobility/Acknowledgement:				
15	Use of the module for other cou	rse programs		or Business Administration, Bachelor and Economics and Law, Dual Bachelor nics	
16	Responsible Lecturer: Prof. Dr. Alexander Dilger			Department: School of Business and Economics	
17	Misc.:				

Operations Management

Mo	dule Ti	tle english:		Operations Manage	ement						
Cou	irse Pro	ogram:		Bachelor Economic	S						
Module No: WPB 20 State: Elective Language of Instruction: German or E								an or English	1		
2	Turn: seme	each winter ester		Duration: 1 semester	Semester: 4 or 5 or 6		CP: 6	Workload (h): 180			
	Modu	ule Structure:	:					1[
	No	Туре	C οι	urse		Sta	ate	Workload (h	I)		
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	Ope	erations Managemer	nt	Со	mpulsory	30 h (2 CH)	60		
	2	Exercise	Tut	orial Operations Mar	nagement	Со	mpulsory	30 h (2 CH)	60		
	Purpe Oper comp funct mana	ations Manag banies and is ional area are agement, whi	geme root e clo ch a	e/integration into cu ent covers the managed ed in the functional a sely related to proce re considered in other t of products to know	gement of producti area of operations sses of marketing, er modules. For exa	. The , cor amp	e processe htrolling ar le, it is im	es considered nd financial portant for th	l in this e		
4	Purpe Oper comp funct mana inver modu studi quali comp deep secon Econ Cour The c	ose of the mo ations Manago anies and is ional area are agement, whi atory manage ule provides a es, it shows t tative and qu bany. In the tu en the studen nd semester. omists" as we se content:	geme root e clo ch ar men an in the a uantif utoria nts' l With ell as e of th	ent covers the managed in the functional asely related to proce re considered in other t of products to know troduction to operation tative methods and co al, tasks are used to knowledge. Students regard to other cou s "Statistics I" is reco	gement of producti area of operations sses of marketing, er modules. For exa- v the sales campai ions management. of Operations Mana- describes the succ apply the lectures s should have succ rses, knowledge frommended.	. The , cor amp igns . Usi ager essf ' cor cess om	e processe ntrolling ar le, it is im planned i ng selecte nent, impa ful use of t ntents to c fully comp the lecture	es considered nd financial portant for th n Marketing. ed practical ca arts its basic hese methoc oncrete prob leted the firs e "Analysis fo	l in this This ase Is within a lems and t and r		
4	Purpe Oper comp funct mana inver modu studi quali comp deep secon Econ Cour The c	ose of the mo ations Manago anies and is ional area are agement, whi ntory manage ule provides a es, it shows t tative and qu bany. In the tu en the studer nd semester. omists" as we se content: ore objective ods under the	geme root e clo ch ar men an in the a uantif utoria nts' l With ell as e of th e be	ent covers the managed in the functional asely related to proce re considered in other t of products to know troduction to operation tative methods and co al, tasks are used to knowledge. Students regard to other cou s "Statistics I" is reco	gement of producti area of operations sses of marketing, er modules. For exa- v the sales campai ions management. of Operations Mana- describes the succ apply the lectures s should have succ rses, knowledge frommended.	. The , cor amp igns . Usi ager essf ' cor cess om	e processe ntrolling ar le, it is im planned i ng selecte nent, impa ful use of t ntents to c fully comp the lecture	es considered nd financial portant for th n Marketing. ed practical ca arts its basic hese methoc oncrete prob leted the firs e "Analysis fo	l in this This ase Is within a lems and t and r		
4	Purpe Oper comp funct mana inver modu studi quali comp deep secon Econ Cours The c meth	ose of the mo ations Manago anies and is ional area are agement, whi ntory manage ule provides a es, it shows t tative and qu bany. In the tu en the studer nd semester. omists" as we se content: ore objective ods under the	geme root e clo ch an men an in the a uantif utoria nts' k With ell as e of th e be Le	ent covers the managed in the functional a sely related to proce re considered in other to f products to know troduction to operation of application of tative methods and cal, tasks are used to knowledge. Students in regard to other cours "Statistics I" is record his module is to teach low themes.	gement of producti area of operations sses of marketing, er modules. For exa- v the sales campai ions management. of Operations Mana- describes the succ- apply the lectures s should have succ- rses, knowledge frommended. The most import between the differ able to determine	. The , cor amp igns . Usi ager essf ' cor cess om ' ant ' rent	e processe ntrolling ar ile, it is im planned i ng selecte nent, impa ful use of t ntents to c fully comp the lecture qualitative	es considered nd financial portant for th n Marketing. ed practical ca arts its basic hese methoc oncrete prob leted the firs e "Analysis fo e and quantitative an orecast mode	l in this re This ase Is within a lems and t and r ative ative		
4	Purper Oper comp funct mana inver modu studi quali comp deep secon Econ Cours The c meth Fore Dem	ose of the mo ations Manago anies and is ional area are agement, whi itory manage ule provides a es, it shows t tative and qu bany. In the tu en the studer nd semester. omists" as we se content: ore objective ods under the mes	geme root e clo ch ar men an in the a uantif utoria nts' l With ell as e of th e be Le g qu su	ent covers the managed in the functional asely related to proce re considered in other t of products to know troduction to operation tative methods and co al, tasks are used to knowledge. Students regard to other cou s "Statistics I" is reco his module is to teac low themes.	gement of producti area of operations sses of marketing, er modules. For exa- v the sales campai ions management. of Operations Mana- describes the succ- apply the lectures s should have succ- rses, knowledge frommended. The most import between the differ able to determine t hand. Be able to	. The , cor amp igns . Usi ager essf ' cor cess om ant ant	e processe ntrolling ar ile, it is im planned i ng selecte nent, impa ful use of t ntents to c fully comp the lecture qualitative types of q d apply a f ess the qua	es considered nd financial portant for th n Marketing. ed practical ca arts its basic hese methoc oncrete prob leted the firs e "Analysis fo e and quantitative an orecast mode ality of foreca	l in this re This ase Is within a lems and t and r ative ative		

								· · · · · · ·	
	Quality Manage	ment	approaches	the importance of to it. Learn the use etermine if a proce	of control cha	arts in c	quality manag	gement and	
	Inventory ManagementUnderstand the various functions of inventory and the objectives of inventory control. Be able to apply various techniques to determine the frequency and level of orders. Understand the interaction of inventory management with demand forecasting and how it relates to the overall supply chain.								
	Producti Planning		manufacturir	the different appro ng resource planni ng. Be able to perfo	ng as well as j	just-in-1	time producti	ion and lean	
	Schedul Operatic	-	methods, e.g determining	jectives of schedu g., distributing tasl the order in which nt approaches to r	ks to different they are proc	proces essed.	sing stations	and	
	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								
5	By prepa during th discussio	l s: ring and re heir self-stu on forum th	viewing the le dy, students i at is guided b	improve their team	n work skill. Th ermore, this co	nis is su ourse in	ipported by a creases theii	Learnweb r ability to	
6	By prepa during th discussic understa	Is: ring and re neir self-stu on forum th and formal t	viewing the le dy, students i at is guided b exts (like mat	improve their team by the chair. Furthe	n work skill. Thermore, this co as) and to solv	nis is su ourse in	ipported by a creases theii	Learnweb r ability to	
	By prepa during th discussic understa Descripti none	Is: ring and re- neir self-stu on forum th and formal t ion of poss	viewing the le dy, students i at is guided b exts (like mat	improve their team by the chair. Furthe thematical formula within the modul	n work skill. Thermore, this co as) and to solv	nis is su ourse in	ipported by a creases theii	Learnweb r ability to	
6	By prepa during th discussic understa Descripti none	Is: ring and re- heir self-stu on forum th and formal t ion of possi tion: Final	viewing the le dy, students i at is guided b exts (like mat ible electives	improve their team by the chair. Furthe thematical formula within the modul	n work skill. Thermore, this co as) and to solv	nis is su ourse in	ipported by a creases theii	Learnweb r ability to	
6	By prepa during th discussic understa Descripti none Examinat	Is: ring and re- heir self-stu on forum th and formal t ion of possi tion: Final	viewing the le dy, students i at is guided b exts (like mat ible electives Module Exam	improve their team by the chair. Furthe thematical formula within the modul	n work skill. Thermore, this co as) and to solv	nis is su ourse in	ipported by a creases theii	a Learnweb r ability to	
6 7	By prepa during th discussic understa Descripti none Examinat Relevant No Nur	Is: ring and re- heir self-stu on forum th and formal t ion of possi tion: Final	viewing the le dy, students i at is guided b exts (like mat ible electives Module Exam	improve their team by the chair. Furthe thematical formula within the modul e	n work skill. Thermore, this constant of the solves of the	nis is su ourse in	ipported by a creases their titative tasks	a Learnweb r ability to	
6 7	By prepa during th discussic understa Descripti none Examinat Relevant No Nur 1 Fin	Is: ring and re- peir self-stu on forum th and formal t ion of possi tion: Final Work: mber and T	viewing the le dy, students i at is guided b exts (like mat ible electives Module Exam	improve their team by the chair. Furthe thematical formula within the modul e	n work skill. Thermore, this constant of the solves of the	nis is su ourse in	pported by a creases their titative tasks Part of final	a Learnweb r ability to	
6 7 8	By prepa during th discussic understa Descripti none Examinat Relevant No Nur 1 Fin Study Wo	Is: ring and re- ieir self-stu on forum th ind formal t ion of possi tion: Final Work: mber and T al written e ork: none sites for Cre it points wi	viewing the le dy, students i at is guided k exts (like mat ible electives Module Exam ype; Connect xam edit Points:	improve their team by the chair. Furthe thematical formula within the modul e	n work skill. Thermore, this constant of the solution of the s	nis is su ourse in /e quan	pported by a creases their titative tasks Part of final 100 %	mark in %	
6 7 8 9	By prepa during th discussic understa Descripti none Examinat Relevant No Nur 1 Fin Study Wo Prerequis The credi	Is: ring and re- heir self-stu- on forum the ind formal the ion of possi- tion: Final Work: mber and T al written en- ork: none sites for Cra- it points wi- ed.	viewing the le dy, students i at is guided k exts (like mat ible electives Module Exam ype; Connect xam edit Points:	improve their team by the chair. Furthe thematical formula within the modul n	n work skill. Thermore, this constant of the solution of the s	nis is su ourse in /e quan	pported by a creases their titative tasks Part of final 100 %	mark in %	
6 7 8 9 10	By prepa during th discussic understa Descripti none Examinat Relevant No Nur 1 Fin Study Wo Prerequis The credi complete	Is: ring and re- heir self-stu- on forum th- ion of possi- tion: Final Work: mber and T al written e ork: none sites for Cra- it points wi- ed. mment:	viewing the le dy, students i at is guided k exts (like mat ible electives Module Exam ype; Connect xam edit Points: Il be granted a	improve their team by the chair. Furthe thematical formula within the modul n	n work skill. Thermore, this constant of the solution of the s	nis is su ourse in /e quan	Part of final 100 %	mark in %	
6 7 8 9	By prepa during th discussic understa Descripti none Examinat Relevant No Nur 1 Fin Study Wo Prerequis The credi complete	Is: ring and re- heir self-stu- on forum the ind formal the ion of possi- tion: Final Work: mber and T al written en- ork: none sites for Cra- it points wi- ed.	viewing the le dy, students i at is guided k exts (like mat ible electives Module Exam ype; Connect xam edit Points: Il be granted a	improve their team by the chair. Furthe thematical formula within the module tion to Course	n work skill. Thermore, this constant of the solution of the s	v work h	Part of final 100 %	mark in %	

	Total			6 CP	
12	Weight of the module grade for the 6/174 (3,45%)	ie overall grade	2:		
13	Module Prerequisites: Students should have successfull lectures "Analysis for Business/Ed			nd the second semester, especially the ta Science I".	
14	Presence: Presence is strongly recommende	d to warrant lea	arning	ng success	
	Mobility/Acknowledgement:				
15	Use of the module for other cour	se programs		chelor Business Administration, Bachelor ormation Systems	
16	Responsible Lecturer: Prof. DrIng. Bernd Hellingrath			Department: School of Business and Economics	
17	Misc.: For the Bachelor Business Admini subject).	stration: Track	Opera	rations & Supply Chain Management (cor	e

Price Management

Мо	dule Ti	tle english:		Price Management	Price Management						
Cou	rse Pr	ogram:		Bachelor Economics							
1	Mod	ule No: WPB	21	State: Compulsory	State: Compulsory Language of Instruct			nglish			
2	Turn seme	: each winter ester		Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6		Workloa	d (h): 180			
	Mod	ule Structure	:								
	No Type Cours		rse	e			Workload (h	Workload (h)			
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	Price	e Management	lanagement			30 h (2 CH)	60		
	2	Exercise	Tuto	rial on Price Managem	ent	Comp	ulsory	30 h (2 CH)	60		
		e pricing pro		price management, and highlights both strategic and operational aspects							
4		e Strategy		Learning objectives Students will be able to explain the objectives of price management and the basic strategies of price positioning.							
	Price	e Analysis		Students will understand the relevant variables influencing price determination, will be able to analyze price-demand functions, and will learn methods for measuring consumers' willingness to pay.							
	Price	e Setting		Students will be able to perform price optimization and explain both single and multi-dimensional approaches to pricing.							
		e Communica Implementa		Students will understand the fundamentals of behavioral pricing and learn what business decisions need to be made when implementing prices.							
	Price Monitoring and Adjustment			Students understand the functions of price monitoring and can explain selected tools of price controlling.							
	Adjustment selected tools of price controlling. Learning outcomes: Academic:							toring and ca	an explain		

	Students will be able to provide a comprehensive overview of price management from a business perspective; - separate strategic and operational aspects of price management and assign them to the different stages of the price management process; - perform basic mathematical considerations for price management such as the analysis of a price-demand function or price optimization; - apply behavioral and psychological aspects to support pricing decisions. Soft skills: Since the module is conducted in English, the students' "Business English" skills are sustainably promoted. Description of possible electives within the modules:						
6	Description of possible electives none	within the mod	lules:				
7	Examination: Final Module Exam						
	Relevant Work:					1	
8	No Number and Type; Connect	ion to Course	Du	iration		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 a completed.	after all relevan	t work a	nd study	work h	ave been successfully	
	CP Assignment:						
	Presence (see part 3)	No 1			1.00	СР	
11		No 2			1.00 CP		
	Relevant Work (see part 8)	No 1	0 1 4.00 (СР	
	Total				6 CP		
12	Weight of the module grade for the 6/174 (3,45%)	he overall grad	e:				
13	Module Prerequisites: none						
14	Presence: Attendance is strongly recommen	ded to enhance	e learnin	g.			
	Mobility/Acknowledgement:						
15	Use of the module for other cour	se programs		helor Business Administration, Bachelor rmation Systems			
16	Responsible Lecturer: Professor Dr. Manfred Krafft				sity of	Münster, School of I Economics	

	Misc.: Tracks: Marketing (core module).
17	Tracks: Marketing (core module).

Principles of Entrepreneurship Module Title english: **Bachelor Economics Course Program:** Module No: WPB 22 State: Compulsory Language of Instruction: English 1 Turn: each summer **Duration:** 1 Semester: 4 or 5 or **CP:** 6 Workload (h): 180 2 semester semester 6 **Module Structure:** State Course Workload (h) No Туре Self-Presence 3 Study (h + CH)(h) 60 Lecture Principles of Entrepreneurship Compulsory 30 h (2 CH) 1 2 Exercise **Tutorial Principles of Entrepreneurship** Compulsory 30 h (2 CH) 60 **Module Profile:** Purpose of the module/integration into curriculum: This module gives an introduction to the topic of entrepreneurship. Hence, no previous knowledge from other modules is required. **Course content:** 4 This module gives an introduction to the topic of entrepreneurship. The learning content includes fundamentals of entrepreneurship with regard to entrepreneurial decision-making, the creation of business models and the recognition of opportunities and risks. Participants will learn how to think and act entrepreneurial, allowing for the successful implementation of ideas and innovation processes. Learning outcomes: **Academic:** The students - develop a profound understanding of the entrepreneurial mindset - understand how to manage opportunities and challenges concerning entrepreneurial activities - develop an understanding of the innovation process 5 - comprehend the relevance of customer needs for new product development - understand how to finance the foundation and growth of a new venture Soft skills: The students learn how to convince important stakeholders of their idea within a pitch situation (optional) Description of possible electives within the modules: 6 none Examination: Final Module Exam 7 **Relevant Work:** 8 Duration No Number and Type; Connection to Course Part of final mark in %

Principles of Entrepreneurship

	1	Written exam		12	o min.	100 %		
9	Stud	y Work: none						
10	The c	equisites for Credit Points: credit points will be granted pleted.	after all relevar	nt work a	nd study work	have been successfully		
	CP A	ssignment:						
	Dree		No 1		1.00	СР		
11	Pres	sence (see part 3)	No 2	No 2		СР		
	Rele	Relevant Work (see part 8)No 1			4.00	O CP		
	Tota	al			6 CF	6 CP		
12	-	sht of the module grade for t 4 (3,45%)	he overall grad	le:				
13	Mod none	ule Prerequisites:						
14	Prese none	ence:						
	Mobi	ility/Acknowledgement:						
15	Use	of the module for other cou	rse programs		or Business Ad tion Systems	ministration, Bachelor		
16		o onsible Lecturer: Dr. David Bendig				t: f Münster, School of nd Economics		
17	Misc Track	.: k: Entrepreneurship and Inno	ovation – core c	course				

Мо	dule Ti	tle english:		Quantitative Method	Quantitative Methods in Logistics							
Cou	rse Pro	ogram:		Bachelor Economics								
1	Modu	u le No: WPB 2	23	State: Elective	Language of Instruction: German			nan				
2	Turn: seme	each winter ester		Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6		Workload	(h): 180				
	Modu	ule Structure:										
	No	Туре	Cou	rse		State		Workload (h)			
3								Presence (h + CH)	Self- Study (h)			
	1	Lecture	Qua	ntitative Methods in L	Com	pulsory	30 h (2 CH)	60				
	2	Exercise	Prac	tice Quantitative Metl	nods in Logistics	Com	pulsory	30 h (2 CH)	60			
 making. In order to be able to assess given methods and to deliberately develop better method it is necessary to model the operational logistics decision problems of a company mathematically, and to understand the relationship between model characteristics and solut methods. This module provides both an introduction to mathematical modeling of operational logistics decision problems and an understanding of the relationship between model characteristics problem class typical operational decision problems are identified, modeled mathematically, and analyzed respect to possible solution methods. In the exercise part of the module, modeling technique are applied, and the understanding of solution methods for the discusses types of decision problems is consolidated. The module provides the basics required for independent method development. This module and the module Operations Management complement each other. 4 The module provides an introduction to both modeling operational decision problems in logis and the corresponding solution methods. 								tional n classes, /zed with				
	und t	ne correspon	ding		perations Manag		decision		ion hod other.			
	Ther		Lea	solution methods. rning objectives	perations Manag	ional		problems in	ion hod other. logistics			
	Ther		Lea Get	solution methods.	perations Manag modeling operat proach of mathen	ional		problems in	ion hod other. logistics			
	Ther Mod	mes	Lea Get dec Be a prol solu	solution methods. rning objectives to know the basic app	perations Manag modeling operat oroach of mathen stics. rk flow problems v. Get to know and work flow problen	natica and to be a ns. Un	l modeli o model ble to ap derstan	problems in ng of operati network flow oply the princ d the relatior	ion hod other. logistics onal			

Quantitative Methods in Logistics

					outing problems nethod for vehic		d the relationship oblems.		
	Man	entory nagement blems	management principal solut	problems mathe ion methods fo ip between mod	ematically. Get to	o know and b Igement prob	o model inventory be able to apply the blems. Understand nventory		
5	Learning outcomes:Academic:The attendees of the module are eventually able to identify in a real-word context the differenttypes of logistics decision problems in the areas network flows, vehicle routing, and inventorymanagement. Moreover the attendees are able to model the identified decision problem formally,and to create model variants such that different types of solution methods can be applied. Thegathered knowledge about the relationship between mathematical model and solution methodsprovides the attendees with a starting point for method development from scratch.Soft skills:The module trains analytical thinking. The attendees work on related exercise tasks and arethereby encouraged to interact and discuss with each other. The discussion is supported bymembers of the teaching unit. By presenting the results of the exercises in the style of a scientificconference, the attendees acquire presentation skills and science communication skills.								
6	Desc none	• •	sible electives	within the modu	ıles:				
7	Exam	nination: Exar	ninations for ev	ery part of the r	nodule				
	Relevant Work:								
	No	Number and	Type; Connecti	on to Course	Duration		Part of final mark in %		
8	1	Written exam			maximum of 120 min.		50 %		
	2		with written as (can be in grou	-	maximum of 20 pages, maximum of 30 min.		50 %		
9	Stud	y Work: none							
10	The c	equisites for C credit points w pleted.		fter all relevant	work and study	work have be	een successfully		
	CP A	ssignment:							
	Drog	sence (see par	t 2)	No 1		1.00 CP			
11		Sence (See par	- 3/	No 2		1.00 CP			
	Rele	evant Work (se	e part 8)	No 1		2.00 CP			
			- F /	No 2		2.00 CP			
	Tota	ıl				6 CP			

12	Weight of the module grade for the overall grad 6/174 (3,45%)	e:				
13	Module Prerequisites: The number of participants can be restricted.					
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 Information Systems					
16	Responsible Lecturer: Dr. Stephan Meisel		Department: University of Münster, School of Business and Economics			
17	Misc.:		·			

Seminar in Business I

Mod	Module Title english: Seminar in Business I							
Cou	rse Pro	ogram:	Bachelor Economics	5				
1	Modu 24	ile No: WPB	State: Elective	Language of Instru	n or English	or English		
2	Turn: each semesterDuration: 1 semesterSemester6			Semester: 4 or 5 of 6	r CP: 6	Workload (H	kload (h): 180	
Module Structure:								
	No	Туре	Course		State	Workload (h)		
3						Presence (h + CH)	Self- Study (h)	
	1	Seminar	Seminar in Business A	Administration	Compulsory	30 h (2 CH)	150	
4	know Cours Withi Busir prese Admi with s adeq	ledge on a sp se content: n the semina ness Administ ented (alone of nistration has scientific met	w to work scientifically becific business subjec r, students write a term tration. The subjects va or in group, depending s the goal that students hods within a prescribe I to present the results	t. n paper to a specific s ny in time and can be on seminar) and disc s learn how to indivic ed time-span, to pres	subject in one e interdiscipli cussed. The S dually work or sent the resul	e of the fields nary. The pap eminar in Bu n a business ts in the pape	of ber will be siness problem er in an	
5	Acade Stude learn the se their Soft s	ents broaden how to integ cientific litera own thoughts skills: ite a scientifi	and deepen their know rate different contents ature, to reflect on studi	of Business Adminis ies critically, to struc	tration. They a ture a probler	are trained to n and to form	wirk with nulate	
6	Desc none	ription of pos	sible electives within t	he modules:				
7	Exam	ination: Fina	al Module Exam					
8	Relev No	ant Work: Number and Course	Type; Connection to	Duration		Part of fin in %	al mark	

			• • 1		с I				
	1	Term paper and presentation	on with		um of 15 pages and um of 90 min.	100 %			
9	Stuc	ly Work: none							
10	The	equisites for Credit Points: credit points will be granted pleted.	after all rele	evant wo	rk and study work have b	een successfully			
	CP Assignment:								
11	Pre	sence (see part 3)	No 1		1.00 CP				
	Rel	evant Work (see part 8)	No 1	5.00 CP					
	Tot	al			6 CP				
12		ght of the module grade for t 74 (3,45%)	he overall ક્	grade:					
13		l ule Prerequisites: number of participants in the	e seminar ca	an be lin	nited.				
14		ence: ence is recommended to wa	rrant learnir	ng succe	55.				
	Mob	ility/Acknowledgement:							
15	Use	e of the module for other cou	rse progran	n s Ba	chelor Business Adminis	tration			
16		ponsible Lecturer: essor Dr. Peter Kajüter			Department: University of Münster, S and Economics	School of Business			
17	Mise	C.:							

Seminar in Business II

Мос	Module Title english: Seminar in Business II									
Cou	rse Pro	gram:	Bachelor Economics	5						
1	Modu 25	Ile No: WPB	State: Elective	Language of Instru	n or English	or English				
2	Turn: seme		Duration: 1 semester	Semester: 4 or 5 o 6	r CP: 6	Workload (I	h): 180			
	Module Structure:									
	No	Туре	Course	Course		Workload (h)				
3						Presence (h + CH)	Self- Study (h)			
	1	Seminar	Seminar in Business A	dministration	Compulsory	30 h (2 CH)	150			
4	Students learn how to work scientifically by writing and presenting a term paper and get in-depth knowledge on a specific business subject. Course content: Within the seminar, students write a term paper to a specific subject in one of the fields of Business Administration. The subjects vary in time and can be interdisciplinary. The paper will be presented (alone or in group, depending on seminar) and discussed. The Seminar in Business Administration has the goal that students learn how to individually work on a business problem with scientific methods within a prescribed time-span, to present the results in the paper in an adequate way and to present the results in the seminar. Students are thus prepared to write the Bachelor's thesis.									
5	Acade Stude learn the so their Soft s	ents broaden how to integ cientific litera own thoughts skills: ite a scientifi	and deepen their know rate different contents o ture, to reflect on studi	of Business Adminis les critically, to struc	tration. They a ture a problem	are trained to n and to form	wirk with nulate			
6	Desci none	ription of pos	sible electives within t	he modules:						
7	Exam	ination: Fina	Il Module Exam							
8	Relev No	ant Work: Number and Course	Type; Connection to	Duration		Part of fin in %	al mark			

		T								
	1	Term paper and presentation discussion	on with		mum of 15 pages and 100 % num of 90 min.					
9	Stuc	ly Work: none								
10	The	equisites for Credit Points: credit points will be granted pleted.	after all rele	evant wo	rk and study work have b	peen successfully				
	CP Assignment:									
11	Pre	sence (see part 3)	No 1		1.00 CP					
	Rel	evant Work (see part 8)	No 1	5.00 CP						
	Tot	al			6 CP					
12		ght of the module grade for t 74 (3,45%)	he overall ફ	grade:						
13		l ule Prerequisites: number of participants in the	e seminar ca	an be lin	iited.					
14		ence: ence is recommended to wa	rrant learnir	ng succe	ss.					
	Mob	ility/Acknowledgement:								
15	Use	e of the module for other cou	rse progran	ns Ba	chelor Business Adminis	tration				
16		ponsible Lecturer: essor Dr. Peter Kajüter			Department: University of Münster, and Economics	School of Business				
17	Mise	C.:								

Special Topics in Accounting A

Mo	dule Ti	tle english:	Special Topics in Accounting A								
Cou	rse Pr	ogram:	Bachelor Economic	S							
1	Mod 26	ule No: WPB	State: Elective	Language of Ins	truction: Ge	rman or Englis	nan or English				
2	Turn	: irregularly	Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6		Workload (h): 180					
	Mod	ule Structure:	1								
	No	Туре	Course	Course		Workload (h)					
3						Presence (h + CH)	Self- Study (h)				
	1	Lecture	Special Topics in Acco	pecial Topics in Accounting A		30 h (2 CH)	60				
	2	Exercise	Tutorial Special Topic	torial Special Topics in Accounting A			60				
4	Cour In thi conte indiv atter	current issues. Course content: In this module, current issues in the field of accounting are presented. The courses have varying contents, depending on the current developments and are carried out by different teachers. In the individual courses, tutorial content and case studies are integrated. In so doing particular attention is paid to the fact that the courses fit into the current research areas of accounting. Courses may vary each semester.									
5	Learning outcomes: Academic: The students get to know changing current issues and thereby also specialize depending on their specific area of interest. They learn techniques and methods, building on theoretical foundations, that qualify for starting a career in this particular field. Due to the close link between research and teaching in this module, students recognize the direct relation between economic research and timely professional requirements. Soft skills:										
	Soft	ly professiona skills:	rting a career in this pa odule, students recogr	niques and metho articular field. Due nize the direct rela	ls, building to the close tion betwee	on theoretical link between neconomic res	foundations, research and				
6	Soft Stud	ly professiona skills: ents learn to ription of pos	rting a career in this pa odule, students recogr al requirements.	niques and metho articular field. Due nize the direct rela scuss current issue	ls, building to the close tion betwee	on theoretical link between neconomic res	foundations, research and				
6	Soft Stud Desc none	ly professiona skills: ents learn to ription of pos	rting a career in this pa odule, students recogr al requirements. critically reflect and dis	niques and metho articular field. Due nize the direct rela scuss current issue	ls, building to the close tion betwee	on theoretical link between neconomic res	foundations, research and				
	Soft Stud Desc none Exan	ly professiona skills: ents learn to ription of pos nination: Fina vant Work:	rting a career in this pa odule, students recogr al requirements. critically reflect and dis	niques and methor articular field. Due nize the direct rela scuss current issue the modules:	ds, building to the close tion betwee	on theoretical link between neconomic res	foundations, research and search and				
	Stud	y Work:									
----	--	---	--------------------	----------------	---------------	---------------------------------------	--	--	--	--	--
	NoNumber and Type; Connection to CourseDuration1According to the teacher one of the following: Presentation (approx. 30 approx. 30 min. or										
9	1	According to the teacher on min.) or written assignment seminar typical tasks.				approx. 30 min. or up to 600 words					
10	The	equisites for Credit Points: credit points will be granted a pleted.	after all relevant	work and study	/ work have b	been successfully					
	CP A	ssignment:									
		esence (see part 3)									
11	Pre	sence (see part 3)	1.00 CP								
	Rele	evant Work (see part 8)	No 1		3.00 CP						
	Stu	dy Work (see part 9)	No 1		1.00 CP						
	Tota	al			6 CP						
12		ght of the module grade for t 4 (3,45%)	he overall grade	:							
13	Mod none	ule Prerequisites:									
14		ence: ndance is recommended to w	varrant learning	success.							
15	Mob	ility/Acknowledgement:									
15	Use	of the module for other course programs Bachelor Business Administration									
16		sponsible Lecturer: ofessor Dr. Peter KajüterDepartment: School of Business and Economics									
17	Misc										

Special Topics in Accounting B

Mod	lule Ti	tle english:		Special Topics in Ac	counting B				
Cou	rse Pro	ogram:		Bachelor Economics	5				
1	Μοdι 27	ile No: WPB		State: Elective	Language o	Language of Instruction: German			
2	Turn:	irregularly		Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6			Workload (h): 180
	Modu	le Structure	:						
	No	Туре	С	Course			State	Workload (h)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	S	pecial Topics in Acco	unting B		Compulsory	30 h (2 CH)	60
	2	Exercise	Т	utorial Special Topics	ial Topics in Accounting B Compulsory 30 h (2 CH) 60				
4	curre Cours In thi conte indiv atten	nt issues. se content: s module, cu ents, dependi idual courses tion is paid to	rre ing 5, t o t	and deepens knowle ent issues in the field on the current devel utorial content and co he fact that the cours ch semester.	of accounting opments and ase studies a	g are pr l are cai re integ	esented. The rried out by d grated. In so o	courses have ifferent teach loing particul	e varying ers. In the ar
5	Acade The s speci that c teach timel Soft s	tudents get t fic area of inf qualify for sta ning in this m y professiona skills:	o k ter irti od al r	know changing currer est. They learn techn ng a career in this pa ule, students recogni requirements. tically reflect and dise	iques and me rticular field. ize the direct	ethods, Due to relatior	building on t the close link between ec	heoretical fou between res	Indations, earch and
6	Desc none	• •	si	ble electives within t	he modules:				
7	Exam	iination: Exa	mi	nations for every part	t of the modu	le			
8	Relev No	vant Work: Number and	Ty	/pe; Connection to Co	ourse D	ouratior	P	Part of final m	ark in %

		Writton accignment or acco	w (may be in		maximum of	45	80 %	
	1	Written assignment or essa group)	ay (may be m		maximum of pages	15	80 %	
	2	Oral exam or presentation	(may be in grou	o)	maximum of min.	30	20 %	
9	Stud	y Work: none						
10	The o	equisites for Credit Points: credit points will be granted pleted.	after all relevan	t wo	rk and study v	work ha	ave been successfully	
	CP A	ssignment:						
	Dree	Р						
11	Pres	sence (see part 3)	No 2			1.00 C	Р	
	Pole	evant Work (see part 8)	No 1			3.00 C	P	
	Rele	evallt work (see part o)	No 2			1.00 C	Р	
	Tota	al				6 CP		
12		ght of the module grade for t 4 (3,45%)	he overall grade	9:				
13	Mod none	ule Prerequisites:						
14	Atter atter	ence: ndance is recommended to v ndance is mandatory becaus ber of participants can be re	e there in-class					
	Mob	ility/Acknowledgement:						
15	Use	of the module for other cou	rse programs	Ba	chelor Busine	ss Adr	ninistration	
16	-	oonsible Lecturer: essor Dr. Peter Kajüter			Department School of Bu		and Economics	
17	Misc	Misc.:						

Special Topics in Business Administration A

Mod	odule Title english: Special Topics in Business Administration A									
Cou	Irse Program: Bachelor Economics									
1	Mod 28	ule No: WPB		State: Elective	Language of Instruct	t ion: Germa	an or	English		
2	Turn	: irregularly		Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	CP: 6 Wo		180	
	Mod	ule Structure	::							
	No	Туре	Co	ourse	State		Workload	(h)		
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Sp	pecial Topics in Busin	ess Administration A	Compul	lsory	30 h (2 CH)	60	
	2	Exercise		itorial Special Topics dministration A	Compul	Compulsory		60		
4	The r conc Cours In thi have teach partic	nodule exter erning currer se content: s module, cu varying cont ners. In the in cular attentic	nds nt is urre cent ndiv on i	ssues. Int issues in the field ts, depending on the vidual courses, tutoria	dge in the field of bus of business administra current developments al content and case stu the courses fit into th	ation are pi and are ca udies are ir	resen rried ntegra	ted. The co out by diffe ated. In so o	ourses erent doing	
5	 Learning outcomes: Academic: The students get to know changing current or specific issues and thereby also specialize depending on their specific area of interest. They learn techniques and methods, building on theoretical foundations, that qualify for starting a career in this particular field. Due to the close link between research and teaching in this module, students recognize the direct relation between economic research and timely professional requirements. Soft skills: Students learn to critically reflect and discuss current issues in Business. 									
6				ble electives within tl of 6 CP have to be ch						
7	Exam	iination: Fin	al M	Module Exam						
8	Relev	/ant Work:								

	No	Number and Type; Connecti	on to Course		Duration		Part	t of final mark in %	
	1	Final written exam			maximum of 1 min.	120	100	%	
		y Work:							
9	No							Duration	
9	1	According to the teacher one min.) or written assignment seminar typical tasks.					. 30	approx. 30 min. or up to 600 words	
10	The o	equisites for Credit Points: credit points will be granted a pleted.	fter all relevant v	vor	k and study w	vork ha	ave b	een successfully	
	СР А	ssignment:							
	Pres	sence (see part 3)	No 1		1.00 CP				
11			No 2			1.00 C	P		
	Rele	evant Work (see part 8)	No 1			3.00 (P		
	Stu	dy Work	No 1			1.00 C	P		
	Tota	al		6 CP					
12		ght of the module grade for th 4 (3,45%)	e overall grade:						
13	Mod none	ule Prerequisites:							
14		ence: ndance is recommended to w	arrant learning si	uco	cess.				
15	Mob	Mobility/Acknowledgement:							
-,	Use	of the module for other cour	se programs	Bac	helor Busines	s Adn	ninis	tration	
16		oonsible Lecturer: essor Dr. Peter Kajüter			Department: School of Bu		s and	l Economics	
17	Misc	Misc.:							

Special Topics in Business Administration B

Mo	Module Title english: Special Topics in Business Administration B									
Cou	ırse Pr	Intel english: Special Topics in Business Administration B rogram: Bachelor Economics								
1	Mod 29	ule No: WPB	State: Elective	Language of Instruct	t ion: Germai	n: German or English				
2	Turn	: irregularly	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	CP: 6 Workload (h):		180		
	Mod	ule Structur	e:							
	No	Туре	Course		State		Workload	(h)		
3							Presence (h + CH)	Self- Study (h)		
	1	Lecture	Special Topics in Busin	ness Administration B	Compuls	sory	30 h (2 CH)	60		
	2	Exercise	Tutorial Special Topics Administration B	utorial Special Topics in Business dministration B			30 h (2 CH)	60		
4	conc Cour In thi have teach parti	erning curre se content: is module, c varying con ners. In the i cular attenti	nds and deepens knowle nt issues. urrent issues in the field tents, depending on the ndividual courses, tutor on is paid to the fact tha stration. Courses may va	l of business administra current developments ial content and case str at the courses fit into th	ation are pre and are car udies are int	esen ried tegra	ted. The co out by diffe ted. In so o	urses erent loing		
5	Learning outcomes: Academic: The students get to know changing current or specific issues and thereby also specialize depending on their specific area of interest. They learn techniques and methods, building on theoretical foundations, that qualify for starting a career in this particular field. Due to the close link between research and teaching in this module, students recognize the direct relation between economic research and timely professional requirements. Soft skills: Students learn important key skills. In addition to the ability to organize and work in a structured manner, time management is promoted through binding deadlines for submission have to be met if students work on an assignment. Writing an assignment trains students in scientific work.									
	manı if stu	ner, time ma dents work	inagement is promoted t	through binding deadling an assignment train	nes for subn	nissi	on have to	be met		
6	manı if stu Work	ner, time ma Idents work Ling in group ription of po	inagement is promoted t on an assignment. Writi	through binding deadlin ng an assignment train k skills.	nes for subn	nissi	on have to	be met		

	Relev	vant Work:					1		
	No	Number and Type; Connect	ion to Course		Duration		Part of final mark in %		
8	1	Written assignment or essa group)	y (may be in		maximum of 15 pages		80 %		
	2	Oral exam or presentation ((may be in group) maximum of min.		30	20 %			
9	Study	y Work: none							
10	The c	equisites for Credit Points: rredit points will be granted a pleted.	after all relevant w	/01	rk and study	work h	ave been successfully		
	CP As	Assignment:							
	Dues		1.00 (.P					
11	Pres	sence (see part 3)	No 2		1.00 (P			
	Rele	evant Work (see part 8)	No 1			3.00 (<u>P</u>		
			No 2			1.00 (P		
	Tota	ıl		6 CP		6 CP			
12		tht of the module grade for the (3,45%)	he overall grade:						
13	Modu none	ule Prerequisites:							
14	Prese Atten	ence: Idance is recommended to w	varrant learning su	ıco	cess.				
	Mobi	ility/Acknowledgement:							
15	Use	of the module for other cour	rse programs	lac	chelor Busine	ess Adn	ninistration		
16	-	onsible Lecturer: essor Dr. Peter Kajüter		Departmen School of B		s and Economics			
17	Misc	.:							

Special Topics in Finance A

Mod	dule Ti	tle english:	Special Topics in Fi	nance A									
Cou	rse Pr	ogram:	Bachelor Economic:	S									
1	Mod 30	ule No: WPB	State: Elective	Language of Instru	ction: Germa	n or English							
2	Turn	: irregularly	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180							
	Mod	ule Structure	:										
	No	Туре	Course		State	Workload (h)						
3						Presence (h + CH)	Self- Study (h)						
	1	Lecture	Special Topics in Fina	special Topics in Finance A			60						
	2	Exercise	Tutorial Special Topic	torial Special Topics in Finance A Compulsory 30 h (2 CH) 60									
4	Cours In thi conte indiv atten	ents, depend idual courses	rrent issues in the field ing on the current deve s, tutorial content and c o the fact that the cours	lopments and are ca case studies are integ	rried out by d grated. In so c	ifferent teach loing particul	ers. In the ar						
5	 Learning outcomes: Academic: The students get to know changing current issues and thereby also specialize depending on their specific area of interest. They learn techniques and methods, building on theoretical foundations, that qualify for starting a career in this particular field. Due to the close link between research and teaching in this module, students recognize the direct relation between economic research and timely professional requirements. Soft skills: Students learn important key skills. In addition to the ability to organize and work in a structured manner, time management is promoted through binding deadlines for submission have to be met if students work on an assignment. Writing an assignment trains students in scientific work. Working in groups strengthens teamwork skills. 												
6	Desc none		ssible electives within t	the modules:									
7	Exam	nination: Fina	al Module Exam										
8	Dala	vant Work:		Examination: Final Module Exam									

	No	Number and Type; Connecti	on to Course	Duration		Part of final mark in %			
	1	Written exam		maximum of min.	120	100 %			
		y Work: Number and Type; Connection	on to Course			Duration			
9	1	According to the teacher one (approx. 30 min.) or written equivalent seminar typical ta	e of the following: assignment (up to		other	maximum of 30 min. or maximum of 600 words			
10	The o	equisites for Credit Points: credit points will be granted a pleted.	fter all relevant w	ork and study v	vork ha	ave been successfully			
	CP A	CP Assignment:							
	Pres	sence (see part 3)	No 1 1		1.00 C	Р			
11	. <u> </u>		No 2		1.00 C				
		evant Work (see part 8) dy Work (see part 9)	No 1 No 1		3.00 C				
	Tota	<u> </u>		6 CP		·			
12		ght of the module grade for th 4 (3,45%)	e overall grade:						
13		ule Prerequisites: Immende: Fundamentals of Fi	nance						
14		ence: ndance is recommended to w	arrant learning su	ccess.					
	Mob	ility/Acknowledgement:							
15	Use	Use of the module for other course programs Bachelor Business Administration							
16		oonsible Lecturer: essor Dr. Peter Kajüter		Department: School of Bu		and Economics			
17	Misc	Misc.:							

Special Topics in Finance B

Mo	dule Ti	tle english:	Special Topics in Finance B							
Cou	rse Pro	ogram:	Bachelor Economics	5						
1	Mod 31	u le No: WPB	State: Elective	Language of Instru	ction: Germa	n or English				
2	Turn	irregularly	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180				
	Mod	ule Structure:								
	No	Туре	Course		State	Workload (h)			
3						Presence (h + CH)	Self- Study (h)			
	1	Lecture	Special Topics in Fina	nce B	Compulsory	30 h (2 CH)	60			
	2	Exercise	Tutorial Special Topic	Itorial Special Topics in Finance B Compulsory 30 h (2 CH) 60						
4	In thi conte indiv atten	ents, dependi idual courses	rrent issues in the field ng on the current deve , tutorial content and c o the fact that the cours nester.	lopments and are can ase studies are integ	rried out by d grated. In so c	ifferent teach Ioing particul	ers. In the ar			
5	Learning outcomes: Academic: The students get to know changing current issues and thereby also specialize depending on their specific area of interest. They learn techniques and methods, building on theoretical foundations, that qualify for starting a career in this particular field. Due to the close link between research and teaching in this module, students recognize the direct relation between economic research and timely professional requirements. Soft skills: Students learn important key skills. In addition to the ability to organize and work in a structured manner, time management is promoted through binding deadlines for submission have to be met if students work on an assignment. Writing an assignment trains students in scientific work. Working in groups strengthens teamwork skills.									
	Soft s Stude mann if stu	skills: ents learn imp ner, time man dents work o	Il requirements. portant key skills. In ad agement is promoted t n an assignment. Writir	articular field. Due to ize the direct relation Idition to the ability to hrough binding dead ng an assignment tra	the close link between eco o organize an llines for sub	t between res onomic resea d work in a si mission have	indations, earch and rch and cructured to be met			
6	Soft : Stud mann if stu Work	skills: ents learn imper, time man dents work o ing in groups ription of pos	Il requirements. portant key skills. In ad agement is promoted t n an assignment. Writir	articular field. Due to ize the direct relation Idition to the ability to brough binding dead ng an assignment trais	the close link between eco o organize an llines for sub	t between res onomic resea d work in a si mission have	indations, earch and rch and cructured to be met			
6	Soft : Stud mann if stu Work Desc none	skills: ents learn imper, time man dents work o ing in groups ription of pos	Il requirements. Dortant key skills. In ad agement is promoted t n an assignment. Writin strengthens teamwork	articular field. Due to ize the direct relation Idition to the ability to hrough binding dead ng an assignment trais skills.	the close link between eco o organize an llines for sub	t between res onomic resea d work in a si mission have	indations, earch and rch and cructured to be met			

	No	Number and Type; Connect	ion to Course		Duration		Part of final mark in %
	1	Written assignment or essa group)	y (may be in		maximum of pages	15	80 %
	2	Oral exam or presentatino ((may be in group) maximum of g		30	20 %	
9	Stud	y Work: none					
10	The o	equisites for Credit Points: credit points will be granted a pleted.	after all relevant	wo	rk and study	work h	ave been successfully
	CP A	ssignment:					
	Brog	sence (see part 3)	No 1			1.00 (P
11		sence (see part 3)	No 2		1.00 (P	
	Rele	evant Work (see part 8)	No 1			3.00 ([P
			No 2			1.00 (P
	Tota	al				6 CP	
12		ght of the module grade for t 4 (3,45%)	he overall grade:	:			
13		ule Prerequisites: mmended: Fundamentals of	Finance				
14		ence: Idance is recommended to w	varrant learning s	uc	cess.		
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cour	ss Adn	ninistration			
16		oonsible Lecturer: essor Dr. Peter Kajüter			Department School of Bu		and Economics
17	Misc	.:					

Special Topics in Management A

Module Title english: Special Topics in Management A									
Cou	Course Program: Bachelor Economics								
1	Modu 32	u le No: WPB		State: Elective	Language of Instru	uction: Germa	n or English		
2	Turn:	: irregularly		Duration: 1 semester	Semester: 4 or 5 o 6	CP: 6	Workload (h): 180		
	Modu	ule Structure	:						
	No	Туре	c	ourse	State	Workload (h)		
3							Presence (h + CH)	Self- Study (h)	
	1	Lecture	S	pecial Topics in Mana	agement A	Compulsory	30 h (2 CH)	60	
	2	Exercise	T	utorial Special Topics	in Management A	Compulsory	30 h (2 CH)	60	
4	Cours In thi conte indiv atten	ents, depend idual courses	ing 5, t o t	nt issues in the field on the current develo utorial content and ca he fact that the cours ch semester.	opments and are ca ase studies are integ	rried out by d grated. In so c	ifferent teach loing particul	ers. In the ar	
5	Learning outcomes:Academic:The students get to know changing current issues and thereby also specialize depending on their specific area of interest. They learn techniques and methods, building on theoretical foundations, that qualify for starting a career in this particular field. Due to the close link between research and teaching in this module, students recognize the direct relation between economic research and timely professional requirements.Soft skills:Depending on the design of the module, students learn important key skills. In addition to the ability to organize and work in a structured manner, time management is promoted through binding deadlines for submission have to be met if students work on case studies or an assignment/essay has to be written. Writing an assignment/essay trains students in scientific work and giving a presentation trains students in presentation skills and their communication skills. Working in groups strengthens teamwork skills.								
6	Desc none	• •	ssi	ble electives within th	he modules:				
7	Exam	ination: Fina	al N	Module Exam					

	Rele	vant Work:												
8	No	Number and Type; Connect	on to Course		Duration		Part of final mark in %							
0	1	Written exam		maximum of 120 min.		20	100 %							
	Stud	y Work:												
	No	Number and Type; Connecti		Duration										
9	1	According to the teacher one (approx. 30 min.) or written equivalent seminar typical t	ther	maximum of 600 words or maximum of 30 min.										
10	The o	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.												
	CP A	ssignment:												
	Drog	sence (see part 3)	No 1 1.		00 C	Р								
11		sence (see part 3)	No 2		1.	00 C	Р							
	Rele	evant Work (see part 8)	No 1		3.	.00 C	P							
	Stu	dy Work (see part 9)	No 1				Р							
	Tota	al	6 CP			СР								
12		ght of the module grade for th 4 (3,45%)	ne overall grade:	8										
13	Mod none	ule Prerequisites:												
14		ence: ndance is recommended to w	arrant learning s	suce	cess.									
15	Mob	ility/Acknowledgement:												
-5	Use	of the module for other cour	chelor Business	Adm	inistration									
16		oonsible Lecturer: essor Dr. Peter Kajüter			Department: School of Busi	iness	and Economics							
17	Misc	.:												

Special Topics in Management B

Mod	lule Ti	tle english:		Special Topics in Ma	anagement B						
Cou	rse Pro	ogram:		Bachelor Economics							
1	Mod ı 33	ule No: WPB		State: Elective	Language of Instru	uction: Germa	n or English				
2	Turn:	: irregularly		Duration: 1 semester	Semester: 4 or 5 o 6	r CP: 6	Workload (h): 180			
	Modu	ule Structure	:								
	No	Туре	C	ourse		State	Workload (h)			
3							Presence (h + CH)	Self- Study (h)			
	1	Lecture	S	pecial Topics in Mana	agement B	Compulsory	30 h (2 CH)	60			
	2	Exercise	Т	utorial Special Topics	in Management B	Compulsory	30 h (2 CH)	60			
4	Cours In thi conte indiv atten	ents, depend idual courses tion is paid t	ing 5, t o t	ent issues in the field of g on the current develo sutorial content and ca he fact that the courso och semester.	opments and are ca ase studies are integ	rried out by d grated. In so c	ifferent teach loing particul	ers. In the ar			
5	Learning outcomes: Academic: The students get to know changing current issues and thereby also specialize depending on their specific area of interest. They learn techniques and methods, building on theoretical foundations, that qualify for starting a career in this particular field. Due to the close link between research and teaching in this module, students recognize the direct relation between economic research and timely professional requirements. Soft skills: Depending on the design of the module, students learn important key skills. In addition to the ability to organize and work in a structured manner, time management is promoted through binding deadlines for submission have to be met if students work on case studies or an assignment has to be written. Writing an assignment trains students in scientific work and giving a presentation trains students in presentation skills and their communication skills. Working in groups strengthens teamwork skills.										
6	Desc none	• •	ssi	ble electives within th	ne modules:						
7	Exam	ination: Exa	mi	nations for every part	of the module						

	Relev	vant Work:		1		1
	No	Number and Type; Connect	ion to Course	Duration		Part of final mark in %
8	1	Written assignment or essa group)	y (may be in	maximum of pages	15	80 %
	2	Oral exam or presentation (may be in group)	maximum of min.	30	20 %
9	Stud	y Work: none				
10	The c	equisites for Credit Points: credit points will be granted a pleted.	after all relevant wo	ork and study	work h	ave been successfully
	CP As	ssignment:				
	_		No 1		1.00 (.́Р
11	Pres	sence (see part 3)	No 2		1.00 (:P
	Polo	evant Work (see part 8)	No 1		3.00 (ÇP
		want work (see part 8)	No 2		1.00 (.P
	Tota	ıl			6 CP	
12		tht of the module grade for the (3,45%)	he overall grade:			
13	Mod none	ule Prerequisites:				
14	Preso Atter	ence: Idance is recommended to w	varrant learning suc	ccess.		
	Mobi	ility/Acknowledgement:				
15	Use	of the module for other cour	se programs Ba	chelor Busine	ss Adn	ninistration
16	-	onsible Lecturer: essor Dr. Peter Kajüter		Department: School of Business and Economics		
17	Misc	.:				

Special Topics in Marketing A

Mod	dule Ti	tle english:	Special Topics in M	arketing A						
Cou	rse Pro	ogram:	Bachelor Economic	S						
1	Modu 34	Jle No: WPB	State: Elective	Language of Instru	ction: Ge	rman or Englis	h			
2	Turn:	irregularly	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload	(h): 180			
	Modu	ule Structure:	:							
	No	Туре	Course		State	Workload (h)				
3						Presence (h Self- + CH) Study (h)				
	1	Lecture	Special Topics in Mar	pecial Topics in Marketing A			60			
	2	Exercise	Tutorial Special Topic	s in Marketing	Elective	30 h (2 CH)	60			
4	current issues. Course content: In this module, current issues in the field of marketing are presented. The courses have varying contents, depending on the current developments and are carried out by different teachers. In the individual courses, tutorial content and case studies are integrated. In so doing particular attention is paid to the fact that the courses fit into the current research areas of marketing. Courses may vary each semester.									
5	Learning outcomes: Academic: The students get to know changing current or specific issues and thereby also specialize depending on their specific area of interest. They learn techniques and methods, building on theoretical foundations, that qualify for starting a career in this particular field. Due to the close link between research and teaching in this module, students recognize the direct relation between economic research and timely professional requirements. Soft skills: Depending on the design of the module, students learn important key skills. In addition to the ability to organize and work in a structured manner, time management is promoted through binding deadlines for submission have to be met if students work on case studies or an assignment has to be written. Writing an assignment trains students in scientific work and giving a presentation trains students in presentation skills and their communication skills. Working in groups strengthens teamwork skills.									
6	Desc none	• •	sible electives within	the modules:						
7	Exam	iination: Exa	minations for every pa	rt of the module						

	Rele	vant Work:											
8	No	Number and Type; Connect	on to Course	Duration		Part of final mark in %							
0	1	Written exam		maximum of 120 min.		100 %							
	Stud	y Work:											
	No	Number and Type; Connecti		Duration									
9	1	According to the teacher one (approx. 30 min.) or written equivalent seminar typical t		other	maximum of 30 min. or maximum of 600 words								
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:											
	Drog	sence (see part 3)	No 1 1.0			Р							
11	-rie:	sence (see part 3)	No 2	<u>.</u>	1.00 C	Р							
	Rele	evant Work (see part 8)	No 1		3.00 C	.P							
	Stu	dy Work	No 1	:	1.00 C	Р							
	Tota	al	6 CP										
12		sht of the module grade for th 4 (3,45%)	ne overall grade:										
13	Mod none	ule Prerequisites:											
14		ence: ndance is recommended to w	arrant learning su	ICCESS.									
15	Mob	ility/Acknowledgement:											
15	Use	of the module for other cour	se programs B	Bachelor Business Administration									
16		oonsible Lecturer: essor Dr. Peter Kajüter		Department: School of Bus	iness	and Economics							
17	Misc	.:											

Special Topics in Marketing B

Mod	lule Ti	tle english:		Special Topics in Ma	arketing B					
Cou	rse Pro	ogram:		Bachelor Economics	;					
1	Modι 35	ule No: WPB		State: Elective	Language of Instru	u ction: Germa	n or English			
2	Turn:	irregularly		Duration: 1 semester	Semester: 4 or 5 or 6	r CP: 6	Workload (h): 180		
	Modu	ule Structure	:							
	No Type			ourse		State	Workload (h)		
3						Presence (h + CH)	Self- Study (h)			
	1	Lecture	S	pecial Topics in Mark	eting B	Compulsory	30 h (2 CH)	60		
	2	Exercise	Т	utorial Special Topics	in Marketing B	Compulsory	30 h (2 CH)	60		
4	Cours In thi conte indivi atten	ents, dependi idual courses tion is paid t	ing 5, t o t	ent issues in the field g on the current devel utorial content and ca he fact that the cours ch semester.	opments and are ca ase studies are integ	rried out by d grated. In so c	ifferent teach loing particul	ers. In the ar		
5	Learning outcomes:Academic:The students get to know changing current or specific issues and thereby also specialize depending on their specific area of interest. They learn techniques and methods, building on theoretical foundations, that qualify for starting a career in this particular field. Due to the close link between research and teaching in this module, students recognize the direct relation between economic research and timely professional requirements.Soft skills: Depending on the design of the module, students learn important key skills. In addition to the ability to organize and work in a structured manner, time management is promoted through binding deadlines for submission have to be met if students work on case studies or an essay has to be written. Writing an essay trains students in scientific work and giving a presentation trains students in presentation skills and their communication skills. Working in groups strengthens teamwork skills.									
6	Description of possible electives within the modules: none									
7	Exam	iination: Exa	mi	nations for every part	of the module					

	Relev	vant Work:				
	No	Number and Type; Connect	ion to Course	Duration		Part of final mark in %
8	1	Written assignment or essa group) and	y (can be in maximum o pages		15	80 %
	2	Oral exam or presentation ((can be in group) maximum of min.		30	20 %
9	Stud	y Work: none				
10	The c	equisites for Credit Points: credit points will be granted a pleted.	after all relevant wo	ork and study	work h	ave been successfully
	CP As	ssignment:				
			No 1		1.00 (;P
11	Pres	sence (see part 3)	No 2		1.00 CP	
	Polo	evant Work (see part 8)	No 1		3.00 (<u>P</u>
	Neic	evant work (see part of	No 2		1.00 (.P
	Tota	ıl			6 CP	
12		tht of the module grade for th 4 (3,45%)	he overall grade:			
13	Mod none	ule Prerequisites:				
14	Preso Atter	ence: Idance is recommended to w	arrant learning suc	ccess.		
	Mobi	ility/Acknowledgement:				
15	Use	of the module for other cour	se programs Ba	chelor Busine	ess Adn	ninistration
16	-	onsible Lecturer: essor Dr. Peter Kajüter		Department School of Bu		and Economics
17	Misc	.:				

Special Topics in Radical Change + Transformation A

Мо	dule Ti	tle english:		Special Topics in Ra	dical Change + Transf	ormation A			
Cou	rse Pr	ogram:		Bachelor Economics	5				
1	Mod 36	ule No: WPB	5	State: Elective	Language of Instruct	t ion: Germa	an or	English	
2	Turn	: irregularly		Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Wo	rkload (h):	180
	Mod	ule Structur	e:						
	No	Туре	Co	urse	State		Workload	(h)	
3								Presence (h + CH)	Self- Study (h)
	1	Lecture		ecial Topics on Radic ansformation B	al Change +	Compul	lsory	30 h (2 CH)	60
	2	Exercise		torial Special Topics of ansformation B	on Radical Change +	Compul	Compulsory		60
4	The r to cu Cour In th in a c comp be ch	module exte irrent econo se content: is module, c competitive panies and l nosen. Depe	nds mic urre wor busi	changes, especially v ent or specific issues a ld and how technolog ness models. As a rul ng on the specific cou	dge in the field of Bus vith regard to labor an are addressed that dea gical and societal chan le, the courses compris urses offered, the numb	d digitaliza al with the o ge affects v se 6 LP, so	tion. digita work, that	al transform workers, one course	nation must
5	may vary in each semester. Learning outcomes: Academic: Students learn about changing current or specific issues in the field of digital transformation and transformation of the world of work. In doing so, they learn both theoretical foundations and empirical research of the phenomena. Through the close link between research and teaching in this module, students recognize the direct relationship of business research to the current requirements of practice. Soft skills: Depending on the design of the module, students learn important key skills. In addition to the ability to organize and work in a structured manner, time management is promoted through binding deadlines for submission have to be met if students work on case studies or an essay has to be written. Writing an assignment/essay trains students in scientific work and giving a presentation trains students in presentation skills and their communication skills. Working in groups strengthens teamwork skills.								
6	Desc none		ossi	ble electives within t	he modules:				

7	Exan	nination: Examinations for e	very part of the mo	dule									
	Rele	vant Work:				l							
	No	Number and Type; Connect	ion to Course	Dura	ation	Part of final mark in %							
8	1	Written assignment or term group) and	paper (can be in	max page	imum of 15 es	80 %							
	2	Oral exam or presentation (can be in group)	max min.	imum of 30	20 %							
9	Stud	y Work: none											
10	The o	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.											
	CP A	ssignment:	-										
	Dree		No 1 1		1.00 (P							
11	Pres	sence (see part 3)	No 2		1.00 (P							
	Pole	want Work (cao nart 9)	No 1		3.00 (<u>P</u>							
	Reit	evant Work (see part 8)	No 2		1.00 (P							
	Tota	al			6 CP								
12		ght of the module grade for t 4 (3,45%)	he overall grade:										
13	Mod none	ule Prerequisites:											
14		ence: ndance is recommended to w	varrant learning su	ccess.									
15	Mob	ility/Acknowledgement:											
-5	Use	of the module for other cou	rse programs Bac	helor	Business Admi	nistration							
16		oonsible Lecturer: essor Dr. Peter Kajüter			partment: nool of Busines	s and Economics							
17	Misc												

Special Topics in Radical Change + Transformation B

Module Title english: Special Topics in Radical Change + Transformation B	
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Course Program:				Bachelor Economic	S						
1	Mod 36	ule No: WPB		State: Elective	Language of Instruct	t ion: Germa	an or	English			
2	Turn	: irregularly		Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Wo	rkload (h):	180		
	Mod	ule Structur	e:								
	No	Туре	Со	urse		State		Workload	(h)		
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture		ecial Topics on Radic nsformation B	cal Change +	Compul	lsory	30 h (2 CH)	60		
	2	Exercise		orial Special Topics nsformation B	on Radical Change +	Compul	lsory	30 h (2 CH)	60		
4	to cu Cour In thi in a c comp be ch	rrent econor se content: is module, c competitive panies and b	mic urre worl ousii	changes, especially on nt or specific issues d and how technolog ness models. As a ru ng on the specific cou	edge in the field of Bus with regard to labor an are addressed that dea gical and societal chan le, the courses compris urses offered, the num	d digitaliza al with the ge affects v se 6 LP, so	tion. digita work, that	al transform workers, one course	nation must		
5	Acad Stud trans empi this i requi Soft Depe abilit bind to be prese	Learning outcomes: Academic: Students learn about changing current or specific issues in the field of digital transformation and transformation of the world of work. In doing so, they learn both theoretical foundations and empirical research of the phenomena. Through the close link between research and teaching in this module, students recognize the direct relationship of business research to the current requirements of practice. Soft skills: Depending on the design of the module, students learn important key skills. In addition to the ability to organize and work in a structured manner, time management is promoted through binding deadlines for submission have to be met if students work on case studies or an essay has to be written. Writing an assignment/essay trains students in scientific work and giving a presentation trains students in presentation skills and their communication skills. Working in groups strengthens teamwork skills.									
6	Desc none		ossil	ole electives within t	he modules:						
7	Examination: Examinations for every part of the module										
			ann	nations for every par	t of the module						

	No	Number and Type; Connect	ion to Course	Í	Duration		Part of final mark in %
	1	Written assignment or term group) and	paper (can be in		maximum of pages	15	80 %
	2	Oral exam or presentation ((can be in group)		maximum of min.	30	20 %
9	Stud	y Work: none					
10	The o	equisites for Credit Points: credit points will be granted a pleted.	after all relevant	WO	rk and study v	work ha	ave been successfully
	CP A	ssignment:					
	Proc	sence (see part 3)	No 1			1.00 (P
11		sence (see part 3)	No 2		1.00 CP		
	Rele	evant Work (see part 8)	No 1			3.00 (
			No 2			1.00 (.P
	Tota	al				6 CP	
12		(ht of the module grade for t 4 (3,45%)	he overall grade:				
13	Mod none	ule Prerequisites:					
14		ence: Idance is recommended to w	varrant learning s	uco	cess.		
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cou	rse programs B	ach	elor Busines	s Admi	nistration
16		oonsible Lecturer: essor Dr. Peter Kajüter			Department School of B		s and Economics
17	Misc	.:					

Strategy Science

Module Title english:	Strategy Science
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Course Program:				Bachelor Economics	5					
1	Modu	ile No: WPB 3	8	State: Elective	Lan	guage of In	struct	ion: En	glish	
2	Turn: seme	each summe ester	er	Duration: 1 semester	Sen 6	nester: 4 or	5 or	CP: 6	Workload (h): 180	
	Modu	le Structure:								
	No	Туре	Cour	se			State		Workload (h	ı)
3									Presence (h + CH)	Self- Study (h)
	1	Lecture	Strat	egy Science Compu			oulsory	30 h (2 CH)	60	
	2	Exercise	Tuto	rial Strategy Science		Comp	oulsory	30 h (2 CH)	60	
4	This r corpc basic Cours This r cover merg resea miles stude	module provie prate strategy statistics. Se content: module provie rs fundament ers and acqu arch. At the sa stones of the ents also lear	des and r and r des fu al top isitior ame ti strate n the	integration into curri n introduction to strat related empirical-quar indamental knowledg ics such as portfolio r is and provides an ov me, students acquire gic management liter basics of quantitative guest lectures and ca	egic r ntitati ge in tl manag erviev the fu ature.	nanagemen ve research ne strategic gement, gro v of the curr indamental In the cont eling. The p	. It red mana wth s rent st s of s ext of	guires p agemen trategie ate of s cientific evalua	orior knowled t of compani- es, alliances a strategic man c working bas ting strategic	ge of es. It as well as agement sed on key options,
5	Acade Stude - deve corpo - criti - lear - acqu strate	ents will elop a compro- prate strategy cally question n and practic uire the neces egic options	ehens n the o e the ssary	sive understanding of content covered and p essential principles o theoretical and metho nowledge by means c	olace f scie odolo;	it in the con ntific workin gical knowle	itext o ng edge f	of curren For quai	nt empirical r	esearch
6	Desc none	• •	sible	electives within the r	nodul	es:				
7	Exam	iination: Fina	l Moc	lule Exam						
	Relev	vant Work:						1		
8	No	Number and	Туре	; Connection to Cours	ie	Duration			Part of final n	nark in %
	1	Written exan	n			120 min.			75 %	

	2	written assignment		maxi page	mum of 10 s	25 %	
9	Stud	y Work: none					
10	The o	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 A	ssignment:					
	Dree	conce (coo nort o)	No 1		1.00 (P	
11	Pres	sence (see part 3)	No 2		1.00 (Р	
	Pole	evant Work (see part 8)	No 1		3.00 (P	
	Kell	evant work (see part o)	No 2		1.00 (P	
	Tota	al			6 CP		
12		sht of the module grade for tl 4 (3,45%)	he overall grad	e:			
13	Mod none	ule Prerequisites:					
14		ence: ence is recommended to war	rant learning su	iccess.			
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cour	se programs		or Business Adm ation Systems	ninistration, Bachelor	
16	Responsible Lecturer: Prof. Dr. David Bendig				Department: University of Münster, School of Business and Economics		
17	Misc	.:					

•		tle english:	Sup	Supply Chain Logistics Management							
Course Program: Bachelor Economics											
1		ule No: WPB	39 Sta	t e: Elective	Language of Instr	uction: Englis	h				
2		each winter	Dur	ation: 1 nester	Semester: 4 or 5 o		Workload	(h): 180			
	Modu	ule Structure	:								
	No	Туре	Course			State	Workload	(h)			
3							Presence (h + CH)	Self- Study (h)			
	1	Lecture	Supply Cl	nain Logistics Ma	anagement	Compulsory	30 h (2 CH)	60			
	2	Exercise	Tutorial S	upply Chain Logi	istics Management	Compulsory	30 h (2 CH)	60			
4	place indus logis the d organ the k Mana Cours The c	e for the right stry sectors a tics is having lesign, plann nizations, the nowledge or agement" an se content: course exami	t price in th and is of hig g a focus or ing, execut us having a n logistics a d "Quantita	e right condition the importance for to the operative ion, control, and broader view that nd supply chain tive Methods in	Logistics often is defined as having the right item in the right quantity at the right time a place for the right price in the right condition to the right customer. Logistics incorporate industry sectors and is of high importance for every company producing and selling goo logistics is having a focus onto the operative processes, supply chain managements de the design, planning, execution, control, and monitoring of supply chains across severa organizations, thus having a broader view than logistics. The lecture complements and the knowledge on logistics and supply chain management gained in the courses "Opera Management" and "Quantitative Methods in Logistics". Course content: The course examines traditional logistics in the context of the supply chain. Topics cove course are:						
	The	mes		Learning objectives							
Introduction To understand the role of logistics in organizations. To learn the primary activities in logistics.											
				To understand	the role of logistics	in organizatio	ons. To lear				
	Hist	ory of Logisti	cs	To understand primary activiti To understand	the role of logistics	istics from a		n the			
	Perf	ory of Logisti ormance Me ems		To understand primary activiti To understand towards a cross To learn differe	the role of logistics es in logistics. the evolution of log s-functional and ho ent indicators for me to understand the ro	istics from a listic entity. asuring the lo	functional-s	n the pecific			

Supply Chain Logistics Management

			To learn current develoand practice.	opments and t	rends	in logistics in academia		
5	Acad After able unde comp Soft The p exerc in a t by th	ning outcomes: emic: completing the module, s to assess the special role rstanding and solving cor pany and along the supply skills: preparation and follow-up cises is carried out by the eam. This is supported by e chair. Furthermore, the ts of their exercises.	of logistics for compa mplex relationships ar y chain. of the contents of the students in working g y personal supervision	nies. The know nd problems in lecture as wel roups, which s and a Learnw	wledge I logist Il as th strengt eb dis	e acquired helps in tics both within the ne work on tasks in the hens their ability to work cussion forum managed		
6	Desc none	ription of possible electiv	ves within the module	S:				
7	Examination: Examinations for every part of the module							
	Relev No	vant Work: Number and Type; Conn	ection to Course	Duration		Part of final mark in %		
8	1	written exam		max. 120 Min	•	70 %		
	2	Case studies (can be in §	group)	maximum of 10 pages		30 %		
9	Stud	y Work: none						
10	The o	equisites for Credit Points redit points will be grante pleted.		ork and study v	vork h	ave been successfully		
	CP A	ssignment:						
	Drog	ioneo (coo port o)	No 1		1.00 (<u>P</u>		
11	Fles	sence (see part 3)	No 2		1.00 (P		
	Rele	want Work (see part 8)	No 1		3.00 (CP		
		······································	No 2		1.00 (<u>.</u>		
	Tota	l			6 CP			
12		ht of the module grade fo 4 (3,45%)	or the overall grade:					
13		u le Prerequisites: number of participants ca	n be restricted.					

14	Presence: Presence is strongly recommended to warrant le	Presence: Presence is strongly recommended to warrant learning success.						
	Mobility/Acknowledgement:							
15	Use of the module for other course programs	Bachel	elor Business Administration					
16	Responsible Lecturer: Prof. DrIng. Bernd Hellingrath		Department: University of Münster, School of Business and Economics					
17	Misc.: Track Operations & Supply Chain Management (addition	al subject).					

Taxation

Mod	dule Tit	le english:		Taxation							
Cou	rse Pro	ogram:		Bachelor Economics							
1		ile No: WPB		State: Elective	Language of Instruction: German						
2	Turn: seme	each ster		Duration: 1 semester	Semester: 4 or 5 6	or	CP: 6	Workload	Workload (h): 180		
	Modu	ile Structure	:								
	No Type C			ourse		Stat	e	Workload (h	ı)		
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	Tr	ansaction Taxes			pulsory	15 h (1 CH)	30		
	2	Exercise	Τι	Itorial on Transaction Taxes			pulsory	15 h (1 CH)	30		
	3	Lecture	In	come Taxes				15 h (1 CH)	30		
	4	Exercise	Τι	utorial on Income Taxes	5	Com	pulsory	15 h (1 CH)	30		
4	Purpe Integ impo princ skills Germ great possi and e Cours The p respec cours the ta inten decis parts	rated knowle rtance for ef iples necess in determin an tax law b importance ble. The cou extends the a se content: art Transact ect, it elabor is may be ex axation of pa sive introdu ions from a	edg ficie sary ing eing to c urse acqu ion ates ten urthe ctio tax	le/integration into cur e of tax law, taxing pro ent economic and busin to taxation, the different taxing consequences of g one of the most comp consider tax consequent Advanced Taxation busin uired knowledge in term Taxes provides a deep s on both national and ded by an excursus int erships, corporations a n into the relevant tax perspective. The most ed by a tutorial, which	cesses and tax eff ness decisions. Th nt types of taxes, of alternative com olex and fastest ch nces not only in ac ilds on the modul ms of transaction the er understanding international (EU o real estate trans and hybrid legal fo rules, the course f important issue is	nis do and t plex t nangi dvanc e "Pri taxes of val and n sfer ta rms i cocuse s the o	es not o axpayers ousiness ng ones e but als nciples o and inco lue-adde on-EU co x. The pa n an adv es on ma choice of	nly refer to th s but requires es. With resp in the world i so as precisel of Corporate T ome taxes. ed tax (VAT). In ountries) aspe art Income Ta anced way. A aking optimal f the legal for	e basic s profound ect to t is of y as Faxation" n this ects. The xes covers fter an business m. Both		
5	Acade After evalu adva apply	completing ate them an nced knowle their knowl	the d ca edge edg	course, students know an structure them in ar about the consequen e on actual tax-related ation, the student sho	optimal economi ces of taxes on bu problems.	c way Isines	v. Furthei ss decisi	rmore, they g	ain		

	 to develop a coherent argument within a limited period of time, 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. Description of possible electives within the modules: 							
6	Description of possible electives within the modules: none							
7	Examination: Examinations for every part of the module							
		vant Work:						
8	No	Number and Type; Connec Written exam on Transacti		Duration	Part of final mark in %			
	2	Written exam on Income T		60 min.	50 %			
9	Study	y Work: none						
10	The c	equisites for Credit Points: redit points will be granted oleted.	after all relevant wo	rk and study work	have been successfully			
	CP Assignment:							
			No 1	0.50	o CP			
	Pros	ence (see part 3)	No 2	0.50	O CP			
11	1103	chee (see part 5)	No 3	0.50	o CP			
			No 4	0.50	о СР			
	Rele	vant Work (see part 8)	No 1	2.00	o CP			
			No 2	2.00	о СР			
	Tota	l		6 CI)			
12		ht of the module grade for (4 (3,45%)	the overall grade:					
13		I le Prerequisites: From the module "Principle	es of Corporate Taxa	tion" are recomme	nded.			
14	Prese Prese	e nce: ence is strongly recommenc	led to warrant learni	ng success				
15	Mobi	lity/Acknowledgement:						

	Use of the module for other course programs	grams Bachelor Business Administration, Bachelor Information Systems			
16	Responsible Lecturer: Professor Dr. Christoph Watrin	Department: School of Business and Economics			
17	Misc.: Track: Accounting (core module).				

INTOP Business Simulation Module Title english: **Bachelor Economics Course Program:** Language of Instruction: English Module No: WPB 41 State: Elective 1 Turn: each winter **Duration:** 1 Semester: 4 or 5 or **CP:** 6 Workload (h): 180 2 semester semester 6 **Module Structure:** State Course Workload (h) No Type 3 Presence (h Self-+ CH) Study (h) Seminar **INTOP Business Simulation** Elective 60 h (4 CH) 1 120 Module Profile: Purpose of the module/integration into curriculum: Students have to apply the theoretical knowledge that they have gained in the previous semesters to solve practical problems. The goal of the seminar is to understand the interaction between finance and accounting. **Course content:** INTOP (International Operations Simulation) is the first major business simulation to deal with the specific problems of multinational companies and worldwide business operations. INTOP derives its special significance from the fact, that the international market became an increasingly vital element of the business environment. INTOP simulates a supply oligopoly with a polypolistic demand structure. Because the participants, functioning as the executive boards of different publicly listed INTOP IV-companies, have the shareholders' capital at their disposal, they have to consider the interests of their investors when establishing a set of objectives. Therefore, the participants have the task to maximize their companies' cumulative profit under the constraint of a minimum equity ratio through the adjustment of decisions in the different company divisions. To take part in INTOP, interested students have to overcome an election process. Based on the written applications' evaluations 20-30 students will be elected. Selection criteria are high marks 4 in former exams and an adequate knowledge achieved during previous education. The particular advantage of INTOP is the interdisciplinary aspect of the simualtion: The decision-making process requires a number of truly entrepreneurial, strategic decisions relating to business objectives and operating principles. By providing the participants with a comprehensive set of given data, the business simulation emphasizes strategy, tactics and operational problems. With INTOP, the students have to determine the business size, target markets, marketing and production programs as well as the investment and finance policies and the company's organization. The major objective of INTOP is to enhance the understanding of problems of international business operations in general and of multinational enterprises in particular. The simulation is structured to provide training and education in both the fields of "general business administration" and "international management". In order to solve international entrepreneurial problems, the high level of realism of the simulation requires an advanced degree of analytical thinking, conceptual abilities and imagination. Learning objectives Themes

INTOP Business Simulation

	INTC)P: Finance:	All participants learn to operate with sh credits from suppliers and non-interest					
	INTOP: Company Organization:Each team of students (company) has to appoint individual business responsibilities to each student. They must conduct the following activit marketing/ market research, investment/ raw material purchasing/ 							
	INTC Marl)P: <eting:< th=""><th>The students achieve skills in the follow policy, product design and assortment and market research.</th><th></th><th></th></eting:<>	The students achieve skills in the follow policy, product design and assortment 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.							
5	Acad The II object their decise partice focuse judge simu imag work Soft sin ad	tives, formula long-term stra ions and thei cipants to app The studen s on the most Based on e the importar In order to lation require ination. Inside the in groups and skills: dition, studer	s: as simulation has various objectives: The ate accompanying strategies and make ategy. The participants learn to establish r consequences and new decisions. The oly their prior knowledge. Its are encouraged to reduce the time fo relevant decision criteria. Experience made throughout the course nee of relevant economic instruments. solve international entrepreneurial prot s an advanced degree of analytical think group assignment, the students should d their ability to coordinate with peers.	decisions each qu n the relationship e learning-by-doing r making decision of the simulation, olems, the high lev king, conceptual a demonstrate the a m. They have adva	arter according to between the g-effect enables the s which helps to the students learn to vel of realism of the bilities and ability to productively			
6	Desc none		sible electives within the modules:					
7	Exam	i nation: Exar	ninations for every part of the module					
	Relev	vant Work:						
	No	Number and	Type; Connection to Course	Duration	Part of final mark in %			
8	1		er on INTOP (subject will be given at g of the semester)	8 - 10 pages	40 %			
	2		ess Simulation Game: written paper on nent decisions	maximum of 15 pages	40 %			

	3	Presention & defence (INTO	P)		45 min group	. per	20 %			
9	Stud	y Work: none								
10	The	equisites for Credit Points: credit points will be granted a pleted.	after all relevan	t work aı	nd study v	work have	been successfully			
	CP A	CP Assignment:								
	Pre	sence (see part 3)	No 1			2.00 CP				
11			No 1			1.50 CP				
	Rele	evant Work (see part 8)	No 2	1.50 CP						
			No 3			1.00 CP				
	Tota	al				6 CP				
12	_	ght of the module grade for the (3,45%)	he overall grad	e:						
13	The	ule Prerequisites: knowledge of the second yea nce is expected. For the INTO								
14		ence: ence is strongly recommende	ed to warrant le	arning si	uccess					
	Mob	ility/Acknowledgement:								
15	Use	of the module for other cour	se programs	Bachel	or Busine	ss Adminis	stration			
16		oonsible Lecturer: essor Dr. Christoph Watrin			Department: School of Business and Economics					
17	Misc Trac	: .: k: Accounting (additional mo	dule).							

Insurance Management

Mo	dule Ti	tle english:		Insurance Managem	Insurance Management						
Cou	rse Pro	ogram:	Bachelor Economics								
1	Modu	ile No: WPB .	42	State: Elective	State: Elective Language of Instruction: German						
2	Turn: seme	each summ	er	Duration: 1Semester: 4 or 5 orsemester6			CP: 6	Workloa	d (h): 180		
	Modu	le Structure	:								
	No Type Cou			se		State	!	Workload (ł	ı)		
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	Insu	ance Management		Comp	oulsory	45 h (3 CH)	90		
	2	Exercise	Tuto	rial on Insurance Man	agement	Comp	oulsory	15 h (1 CH)	30		
4	releva comp pecu resou Bach Cours The n indus insur gain insur base digita Solve	ant to the insorehensive of larities of the arces, contro elor-courses se content: nodule Insur- stry and a bre ers and reins an in-depth u ance, the im d manageme alization. In a ency II are ad	surance verview insur- lling, a from t ance <i>N</i> eakdow surers, unders portan ent, an- edditio dresse	udents with a unique e industry. In doing so v of the various insura ance business in the accounting). According he fields of Accounting Aanagement kicks-off vn of the insurance m and the various insur tanding of selected to ce of reinsurance and d the strategic orienta n, the main regulaton ed. One lecture is held artner. The course con	b, experienced p ance products a context of classi gly, the module g, Finance and with an introdu- arket into indivi rance lines. In th opics, such as p capital investm tion of insurance regularly as pa	oractiti nd line ic corp exhibit Manag ction to dual a ne coun roduct nent fo ce com for an i rt of th	oners p orate fu orate fu ts variou rement. o the do nd soci rse of th costing r the ins panies nsurer i e "stud	rovide a siness as we inctions (e.g. us links to ot omestic insur al insurers, p be semester, g in composit surance mark in the course in the contex y day" on site	Il as the human her core rance rimary students e and life ket, value- of t of e at the		
5	Acad After mana Germ corpo able digita insur Soft s Stude	agement of n an insurance orate function to assess an alization, new ance practice skills: ents learn ho	omple ationa e mark ns, suc d critic v types e. w to a	tion of the module, st lly operating insurance et and are familiar with th as human resource cally evaluate the impose of risks, low interest pply important statist e calculation of insura	e companies. The ch industry-spect s, controlling or act of macroeco rates or changi ical methods ar	hey kn cific fea caccou nomic ng regu nd mat	ow the atures in nting. In phenor ulatory o hematic	relevant play n the context n addition, th mena, such a conditions, o cal models in	ers in the of classic ney are s n the risk		

	analytical mindset, numerous intersections between the various lectures promote the students' ability of knowledge transfer. On the one hand, students are able to identify and explain complex interdependencies in the insurance industry. On the other hand, the module promotes the structured use of theoretical models in order to contribute to the solution of problems relevant to practice. The understanding of company-wide management tasks is fostered and the lecture format opens up the possibility for students to train their communication skills in face-to-face discussions with managers from the insurance practice.						
6	Description of possible electives within the modules: none						
7	Exam	Examination: Final Module Exam					
	Relevant Work:						
8	No Number and Type; Connection 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 Assignment:						
11	Presence (see part 3)		No 1		1.00	1.00 CP	
			No 2			1.00 CP	
	Relevant Work (see part 8)		No 1			4.00 CP	
	Total				6 CP	6 CP	
12	Weight of the module grade for the overall grade: 6/174 (3,45%)						
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 Information Systems, Bachelor Mathematics, Master Business Administration, Master Mathematics			
16	Responsible Lecturer: Professor Dr. Martin Artz				Department: School of Business and Economics		
47	Misc.: The module isan additional module for the tracks accounting, finance, management.						
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1/	The module isan additional module for the tracks accounting, finance, management.						

Specialization in Finance

Mo	dule Ti	tle english:		Specialization in Fin	ance					
Cou	irse Pr	ogram:		Bachelor Economics	i					
1	Mod	ule No: WPB	43	State: Elective	Language of I	nstruct	i on: En	glisł	h	
2	Turn : seme	each sumn ester	ıer	Duration: 1 semester	Semester: 4 0 6	r 5 or	CP: 6		Workload	d (h): 180
	Mod	Module Structure:								
	No	Туре	Cours	e		State		Wo	orkload (h)
3								esence + CH)	Self- Study (h)	
	1	Lecture	Lectu	ire Specialization in F	Comp	oulsory	30	h (2 CH)	60	
	2	Exercise	Tutor	ial Specialization in F	inance	Comp	oulsory	30	h (2 CH)	60
4	(gove trans this o build Cour The p inves conc rates deriv strate discu selec	ernment) bo sactions and course deal ls on the sta se content: orimary purp stment decis epts for cap bond prici- vatives like f egies and th ussed and a ct and apply	nds and to disc with pri- tistics c ose of t sions. B ital mar ng, and utures, f eir repli pplied t approp	tfolios against these is of options and future uss the stability and s cing concepts, it build courses taught at the chis course is to streng uilding on earlier cour kets is emphasized. T portfolio immunization forwards, and options ication are discussed o previously taught to riate techniques to so their conclusions with	es enables an ir susceptibility of ds on the course early stage of th gthen students' rses, the interse his includes an on. Furthermore s are taught. Sev Finally, perform opics. In the end olve complex inv	knowle knowle ction c in dep basic veral pr nance i l, succe vestme	to eval ial mar orate F ram. edge at of this k th disc concep ractical measur essful s	luate kets inan oout now ussi ots o ly re eme tude	e financia As most ace". Furth a individua vledge wit on of inte of the prici levant invent ent metho ents are a	topics of nermore it al h pricing rest ing of vestment ds are ble to
	The	mes		Learning objectives	5					
	Inte bon	rest rates ar ds	ıd	Thorough understa assessment of the interest rate risks a	influence of def	ault ris	k. Bein	g ab	le to und	
	Deri	vatives		interest rate risks and to pursue portfolio immunization. Knowing several classes of derivatives and being able to clearly assess influence factors on derivative prices						

	and strat	ctured Products Investment egies ormance	structu to yield		able to appl d products.	ly conc	t strategies and complex cepts of derivative pricing		
		surement	Lotinia						
5	Learning outcomes: Academic: The students are able to value bonds under certainty and assess interest rate risks. They know different classes of derivatives and their use in portfolio management. They are able to quantify the influence of relevant factors on the price of options and structured products. They are able to choose and employ different performance and risk-measures in order to evaluate different investment strategies. They are familiar with current developments in portfolio management and can evaluate different investment strategies in the lights of the efficient market hypothesis. 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	Exam	ination: Final Modu	le Exam						
8	Relev No	vant Work: Number and Type; (Final written exam	Connecti	on to Course	Duration 90 min.		Part of final mark in %		
9	Stud	y Work: none					I		
10	Prere The c	equisites for Credit P		ifter all relevant wor	k and study	work h	nave been successfully		
	CP As	ssignment:							
	Pres	sence (see part 3)		No 1		1.00	СР		
11				No 2		1.00			
	Rele Tota	want Work (see part	8)	No 1		4.00 6 CP			
12	-	ht of the module gra 4 (3,45%)	de for th	ne overall grade:		I			
	6/174 (3,45%) Module Prerequisites: Recommended: Module Corporate Finance								

14	Presence: Presence is strongly recommended to warrant learning success					
	Mobility/Acknowledgement:					
15	Use of the module for other course programs	or Business Administration, Bachelor ation Systems				
16	Responsible Lecturer: Prof. Dr. Thomas Langer		Department: School of Business and Economics			
17	Misc.: Track Finance (core subject).					

Advanced Management

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Mo	dule Tit	tle english:		Advanced Manager	nent										
Cou	irse Pro	ogram:		Bachelor Economic	S										
1	Modu	ule No: WPB 2	44	State: Elective	State: Elective Language of Instruction: English										
2	Turn: seme	each summe ester	er	Duration: 1 semester	Semester: 4 0	r 5 or	CP: 6	Workload	d (h): 180						
	Modu	Module Structure:													
	No Type Course					State)						
3							Presence (h + CH)	Self- Study (h)							
	1	Lecture	Adva	nced Management		Compu	ulsory	30 h (2 CH)	60						
	2	Seminar	Adva	nced Management		Compu	ulsory	30 h (2 CH)	60						
4	found provi mana case within gover	dation and th des a cohere agement and studies and e n this industr rnance struct	e inter nt theo answe exercis ry, how ures. T	s characterized by a dependencies betwe pretical framework th ers how firms can ach ses students learn ho firms develop and u The students also lea ctions in practice.	een the different lat combines the lieve a sustainab low firms select a lise core compete	models most ir ble com suitable encies, a	often nporta petitive e indus and ho	get lost. This nt theories o e advantage. stry, how firm w firms creat	course f strategic Through s position						
5	Acade Stude stude Soft s By co Stude prefe	ents learn to ents learn how skills: enducting a ca ents learn ho rences and b	analyz w lead ase stu w to ef oehavio	e and assess the ess ership influences the udy as a team, stude ficiently and effectiv ors influence the qua m collaboration.	e implementatior nts develop and ely work as a tea	n of stra strengtl ım, how	tegic a hen va indivio	ctions. rious soft ski dual attitude	lls. s,						
6	Desc none	• •	ssible	electives within the	modules:										
7	Exam	ination: Exa	minati	ons for every part of	the module			Examination: Examinations for every part of the module							
	Relevant Work:														
	Relev	ant work:			l										
8	No		Туре;	Connection to	Duration			Part of fina in %	al mark						

	2 Analysis and presentation o case study	-	50 Powerpo 45 min. (ma	bint slides (max.) & ax.)	40 %		
9	Study Work: none						
10	Prerequisites for Credit Points: The credit points will be granted a completed.	after all releva	ant work ar	nd study work have l	been successfully		
	CP Assignment:						
		No 1		1.00 CP			
11	Presence (see part 3)	No 2		1.00 CP			
	Relevant Work (see part 8)	No 1		2.50 CP			
		No 2		1.50 CP			
	Total			6 CP			
12	Weight of the module grade for the 6/174 (3,45%)	he overall gra	ıde:				
13	Module Prerequisites: none						
14	Presence: Presence is strongly recommende	ed to warrant	learning sı	lccess			
	Mobility/Acknowledgement:						
15	Use of the module for other cour	se programs		or Business Adminis ation Systems	tration, Bachelor		
16	Responsible Lecturer: Prof. Dr. Stephan Nüesch			Department: School of Business and Economics			
17	Misc.: Tracks: Management (Kernfach), General Management (Kernfach), Special Studies (Kern- oder Ergänzungsfach), Restrukturierung (Ergänzungsfach)						

Other Electives

Linear Algebra

	dule Ti	tle english:		Linear Algebra						
Cou	irse Pro	ogram:		Bachelor Economic	S					
1	Modu	ule No: WPS :	1	State: Elective	Language of Ins					
2	Turn: seme	each summe ester	er	Duration: 1 semester	Semester: 2 or 3 or 5 or 6	3 or 4	CP: 6	Workl	oad (h): 180	
	Modu	ule Structure	:							
	No	Туре	Cou	irse		State	Workl	oad (h)		
3						Prese + CH)	nce (h	Self- Study (h)		
	1	Lecture	Line	ear Algebra		Elective	30 h (2 CH)	60	
	2	Exercise	Tute	orial Linear Algebra		Elective	30 h (2 CH)	60	
	Linear equation systems; matrices and matrix operations; matrix multiplication; rules for matrix multiplication; transpose; vectors; determinants; inverse matrix; Cramer's rule; eigenvalues and eigenvectors. Learning aims are a deep understanding of the mathematical tools and the ability to apply them in economic and econometric contexts.									
				c and econometric co						

	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 empircal methods 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	Desc none	ription of possible electives	within the mod	ules:			
7	Exam	nination: Final Module Exam					
	Relev	vant Work:					
8	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	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 A	ssignment:					
	Presence (see part 3)		No 1		1.0	оо СР	
11		sence (see part 3)	No 2		1.0	oo CP	
	Rele	evant Work (see part 8)	No 1		4.0	00 CP	
	Tota	l				<u>P</u>	
12	-	ht of the module grade for to 4 (3,45%)	he overall grade):			
13	Mod none	ule Prerequisites:					
14		ence: ence is strongly recommende	ed to warrant lea	arning s	success.		
15	Mobi	ility/Acknowledgement:					
	Use	of the module for other cour	rse programs	Bache	lor Business /	Administration	
16		onsible Lecturer: Dr. Mark Trede, Professor Dr	. Bernd Wilfling			t: f Münster, School of nd Economics	
17	Misc	.:					

Law

				[
Мос	lule Tit	le english:		Law						
Cou	rse Pro	ogram:		Bachelor Economic	S					
1	Modu	I le No: WPS 2	2	State: Elective	Language of Instruction: German					
2					Semeste or 5 or 6	er: 2 or 3	or 4	CP: 6	Workloa	i d (h): 180
	Module Structure:									
	No Type Cours			irse			State		Workload (h	ı)
3									Presence (h + CH)	Self- Study (h)
	1	Lecture	Civi	l Law			Compu	ulsory	60 h (4 CH)	120
4	oblig their when part c	ations, and s potential refu it comes to r of the lecture	ales Itatio nino focu	w, specifically the ge law. The lecture will o on. In addition, the le r's law and legal repr sses on warranty righ stantial in business o	essentially cture will esentatio nts. Eventu	y deal wit provide t n issues.	th the f he stue Furthe	ormati dents v rmore,	ion of contrad with broad kr , the law of o	cts and nowledge bligations
5	Acade Basic facts are re trans Soft s	s of legal me of a certain c quired in ord fer their theo skills:	thod ase ler to retic	ology will be taught. and the identificatior solve the problems al knowledge onto pr ole to present their re	n of the rel of that cer actice-orio	evant an tain case ented cas	d corre e. The s ses.	spond	ling legal nor	ms which
6	Desc none	ription of pos	sible	e electives within the	e modules	:				
7	Exam	ination: Fina	ıl Mo	dule Exam						
	Relev	ant Work:				1		I		
8	No		••	e; Connection to Cou	rse	Duratio	1	Pa	art of final ma	ark in %
	1	1Final written exam90 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:							
11	Presence (see part 3)	No 1		2.00 CP				
	Relevant Work (see part 8)	No 1		4.00 CP				
	Total		6 CP					
12	Weight of the module grade for the overall grade: 6/174 (3,45%)							
13	Module Prerequisites: none							
14	Presence: Presence is strongly recommend	led to warrant le	arning s	uccess				
	Mobility/Acknowledgement:							
15	Use of the module for other cou	irse programs	Bache	lor Business Administration				
16	Responsible Lecturer: Professor Dr. Peter Kajüter			Department: School of Business and Economics				
17	Misc.:	Misc.:						

Bachelor Thesis

Mod	lule Tit	tle english:	Bachelor Thesis							
			Bachelor Economics							
Cou	rse Pro	ogram:								
1	Modu	Ile No: BA	State: Compulsory	Language of In	struction: Ger	rman or Englis	sh			
2	Turn: seme	each ester	Duration: 1 semester	Semester: 6	CP: 12	Workload (h): 360			
	Modu	Ile Structure:								
	No	Туре	Course	urse S			h)			
3						Presence (h + CH)	Self- Study (h)			
	1		Bachelor Thesis	chelor Thesis			360			
5	The b using acade the ex Learn Acade Stude with s	scientific me emical level. xamination re ing outcome emic: ents will gain scientific liter skills:	is aims to show that the s ethods within a limited tin The thesis should be about egulations must be taken s: experiences by applying to ature and to formulate ac c text, time- and self-man	ne, and to preser ut 40 pages long into account. the learned conte ademic texts.	nt and docum . In case of an	ent the results i internship re	s on an port §11 of			
6	Desc none	ription of pos	sible electives within the	modules:						
7	Exam	ination: Fina	l Module Exam							
	Relev No	vant Work: Number and	Type; Connection to Cou	rse Durati	on F	Part of final m	ark in %			
8	1	Bachelor The		appro: pages	,	.00 %				
9	Study	y Work: none								
10	The c	quisites for C redit points w leted.	Credit Points: vill be granted after all rel	evant work and s	tudy work ha	ve been succe	essfully			

	CP Assignment:							
11	Presence (see part 3)	No 1		0.00 CP				
	Relevant Work (see part 8)	No 1		12.00 CP				
	Total			12 CP				
12	Weight of the module grade for th 6.7% (12 of 174 CP)	Weight of the module grade for the overall grade: 6.7% (12 of 174 CP)						
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 Bachelor Economics							
16	Responsible Lecturer: Professor Dr. Gernot Sieg			Department: School of Business and Economics				
17	examination regulations (the exar bachelor thesis relates to). The st	niner has to regu udent has a righ the examiner re	ular t of jec	by an examiner in accordance with §13 of the arly hold events about the subject which the of proposal concerning the examiner and also ects the proposed supervision, the candidate mination board.				