

# **Module Descriptions**

Module descriptions of the Bachelor of Science in Business Administration 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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# Plan of Study (Start winter semester)

Year	Sem.	Business Administration	Economics & Law	Methods	Skills	Specialization	Total of CP
	1	BWL 1 Welcome to Business Administration! (12)	VWL 1 Principles of Economics (3) + Microeconomics	QM 1 Calculus for Business/Eco nomics (6)	SK Economic and Business Ethics (3)		30
1	2	BWL 2 Foundations of Accounting (6) BWL 3 Marketing Management (6)	Law (6)	QM 2 Data Science 1 (6)	Hard & Soft Skills I (6)		30
		BWL 4 Fundamentals of Finance (6)	VWL 2 Foundations of Macroeconomics (6)	QM 2 Data Science 2 (6)			
	3	BWL 5 Management Accounting and Control (6)					30
		BWL 6 Management & Governance (6)					
2	4	BWL 7 Strategy Science (6) BWL 8 Financial Accounting and Taxation (6) BWL 9 Corporate Finance (6)			Hard & Soft Skills II (6)		30
		BWL 10 Marketing Analytics (6)					
3	5					Track 1 Module 1 (6) Track 2 Module 1 (6) Track 1 Module 2 (6) Track 2 Module 2 (6) Free elective 1 (6)	30
	6	Bachelor thesis (12)				Track 1 Module 3 (6) Track 2 Module 3 (6) Free elective 2 (6)	30

# Plan of study (Start summer semester)

Year	Sem.	Business Administration	Economics & Law	Methods	Skills	Specialization	Total of CP
1	1	BWL 2 Foundations of Accounting (6)  BWL 3 Marketing Management (6)	R 1 Law (6)	QM 1 Calculus for Business/Econ omics (6)  QM 2 Data Science 1 (6)			30
	2	BWL 1 Welcome to Business Administsration! (12)	VWL 1 Principles of Economics (3) + Microeconomics (6)	QM 2 Data Science 2 (6)	SK Economic and Business Ethics (3)		30
	3	BWL 7 Strategy Science (6) BWL 8 Financial Accounting and Taxation (6) BWL 9 Corporate Finance (6) BWL 10 Marketing Analytics (6)			Hard & Soft Skills I (6)		30
2	4	BWL 4 Fundamentals of Finance (6) BWL 5 Management Accounting and Control (6) BWL 6 Management & Governance (6)	VWL 2 Foundations of Macroeconomics (6)		Hard & Soft Skills II (6)		30
3	5					Specialization Module 1 (6) Specialization Module 2 (6) Specialization Module 3 (6) Specialization Module 4 (6) Free elective 1 (6)	30
	6	Bachelor thesis (12)				Specialization Module 5 (6) Specialization Module 6 (6) Free elective 2 (6)	30

# Welcome to Business Administration! Fundamental Theories & their Practical Applications

Module Title english:		Welcome to Business Administration! Fundamental Theories & their Practical Applications			
Cou	rse Program:	Bachelor Business Administration			
1	Module No: BWL 1	State: Compulsory	Language of Instruction: German, partly English		
2	<b>Turn:</b> each winter semester	<b>Duration:</b> 1 semester	Semester: 1 or 2	<b>CP:</b> 12	Workload (h): 360

#### Module Structure:

	No	Туре	Course	State	Workload	(h)
					Presence (h + CH)	Self- Study (h)
3	1	Lecture	The Theories of Business: The Pillars of Business Administration	Compulsory	30 h (2 CH)	60
	2	Lecture	The Practices of Business: Learning from Leaders	Compulsory	15 h (1 CH)	30
	3	Exercise	You're the CEO NOW: How to Manage Your First Company	Compulsory	60 h (4 CH)	120
	4	Exercise	Applied Empirical Research	Compulsory	5 h (o CH)	40

#### **Module Profile:**

#### Purpose of the module/integration into curriculum

Introduction to the theoretical foundations of the study of business administration and business research; clarification of the relevance and possible applications of central business management action areas; practical and empirical applications of business administration content and concepts.

#### **Course content:**

4

The module provides the first theoretical foundations in relation to the business management action areas of marketing, management (personnel & organization), financing and controlling as well as other action areas of business management in digital times.

Themes	Learning objectives
The Theories of Business: The Pillars of Business Administration	Basic knowledge in relation to the central business management action areas as well as further action areas as entrepreneurial management concepts in digital times; basic knowledge in relation to business research.

		Practices of Business: rning from Leaders	Knowledge in relation management action concepts.	•	_	
	to N	re the CEO Now: How lanage Your First npany	Practical application concepts	is of business ma	nager	nent content and
	Applied Empirical Research   Gaining initial experience in dealing with empirical research.					mpirical research.
5	Learning outcomes: Academic: Students will learn  • the central action areas of business administration. • how the generation of knowledge in business administration works • about the practical design of the central fields of action of business economics  Soft skills: The students learn • to solve business management problems independently • to make decisions under uncertainty • to work together in groups with other students on a task • analyze, discuss and write a paper in English • to deal with empirical research.					
6	<b>Desc</b> none	ription of possible elect	ives within the modu	les:		
7	Exan	nination: Examinations	for every part of the m	odule		
	Relevant Work:  No Number and Type; Connection to Course Duration Part of final ma					Part of final mark in %
8	1	Written exam		90 min.		75 %
	2	Paper	maximum of 10 pages		25 %	
	Stud	y Work:				
9	No	Number and Type; Con	nection to Course		D	uration
	1	Group work in tutorial (	active participation i	n empirical studie	s) m	aximum of 240 min.
	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.					
10			ted after all relevant	work and study w		ve been successibility
10	com		ted after all relevant	vork and study w		ve been successium
	com	oleted.	No 1		.oo Cl	·
11	CP A	oleted.		1		p

1					
		No 4			o.50 CP
		No 1			4.00 CP
	Relevant Work	No 2	No 2		2.00 CP
		No 3			2.00 CP
	Total				12 CP
12	Weight of the module grade for the overall grade: 6.67%				
13	Module Prerequisites:				
14	Presence: Attendance at lectures (No. 1 and No. 2) is voluntary but strongly recommended to warrant learning success. Attendance at the exercises (No. 3 and No. 4) is mandatory.				
	Mobility/Acknowledgement:				
15	Use of the module for other course programs				
16	Responsible Lecturer: UnivProf. Dr. Thorsten Hennig-Thurau			<b>Departmen</b> University of and Econor	of Münster, School of Business
17	Misc.:				

# Foundations of Accounting

Мо	dule Title english:	Foundations of Accounting			
Cou	rse Program:	Bachelor Business Administration			
1	Module No: BWL 2	State: Compulsory	Language of Instruction: German		
2	Turn: each summer semester	<b>Duration:</b> 1 semester	Semester: 1 or 2	<b>CP:</b> 6	Workload (h): 180

#### **Module Structure:**

3	

No	Туре	Course	State	Workload (h)	
				Presence (h + CH)	Self- Study (h)
1	Lecture	Accounting	Compulsory	45 h (3 CH)	75
2	Exercise	Tutorial on Accounting	Compulsory	15 h (1 CH)	45

#### **Module Profile:**

#### Purpose of the module/integration into curriculum

The module "Foundations of Accounting" conveys basic knowledge of financial and managerial accounting and shows the links and interrelationships between both sub-areas. It illustrates how the business activities of companies are recorded in accounting systems, how companies use accounting information to manage their business and how they report on their business activities with the help of the financial statements. This imparts knowledge that is not only fundamental to the modules "Management Accounting" as well as "Financial Accounting and Taxation", but is also applied in many other modules. The lecture "Accounting" is supplemented by a tutorial. This comprises two elements: a tutorial in small groups and a plenary tutorial. Both serve to apply and deepen the acquired knowledge by means of practical problems. Digital learning tests and online courses complement the course.

#### 4 Course content:

The part on financial accounting deals with annual financial statements according to the German Commercial Code (HGB). It includes the basic principles of bookkeeping. Students learn how business activities are recorded using double-entry bookkeeping and how they are reflected in the balance sheet, income statement and cash flow statement. In addition, recognition and measurement rules for financial statements are discussed. Finally, students gain insights into the analysis of financial statements based on ratios, e.g. from the perspective of lenders. The part on management accounting focuses on cost accounting as a controlling instrument. Among other things, the operating income statement, the costing of products and services, and the variance analysis in cost centers are covered. Students learn how business decisions are made and how employee behaviour is influenced by the use of cost information. Insights into cost management complete the course. The aim of the module is to teach students "the language of business" and to promote their business thinking and action.

#### **Learning outcomes:**

#### **Academic:**

5

Students will be familiar with the basic principles of financial and management accounting. They are able to record business activities in the balance sheet and income statement and to prepare financial statements. Students will also be able to analyse financial statements using ratios. This

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. **Description of possible electives within the modules:** 6 none **Examination:** Final Module Fxam 7 **Relevant Work:** Duration Part of final mark in % **Number and Type; Connection to Course** 8 Written exam max. 120 min. 100 % Study Work: none 9 **Prerequisites for Credit Points:** The credit points will be granted after all relevant work and study work have been successfully 10 completed. **CP Assignment:** No 1 1.50 CP **Presence** 11 No 2 0.50 CP No 1 **Relevant Work** 4.00 CP **Total** 6 CP Weight of the module grade for the overall grade: 12 3,3% **Module Prerequisites:** 13 none **Presence:** 14 Presence is strongly recommended to warrant learning success. **Mobility/Acknowledgement:** Bachelor Economics, Bachelor Information 15 Systems, Bachelor Mathematics, Bachelor Use of the module for other course programs Physics, Master Business Chemistry

	Module Title english		Foundations of Accounting		
	English translation of module components	No 1: Accounting			
	from section 3		No 2: Tutorial on Accounting		
16	Responsible Lecturer: Professor Dr. Peter Kajüter		<b>Department:</b> School of Business and Economics		
17	Misc.:				

# Marketing Management

Module Title english:		Marketing Management				
Cou	rse Program:	Bachelor Business Administration				
1	Module No: BWL 3	State: Compulsory	Language of Instruction: English			
2	Turn: each summer semester	<b>Duration:</b> 1 semester	Semester: 1 or 2	<b>CP:</b> 6	Workload (h): 180	
				-		

#### **Module Structure:**

No	Туре	Course	State	Workload (h)	
				Presence (h + CH)	Self- Study (h)
1	Lecture	Marketing Management	Compulsory	30 h (2 CH)	60
2	Exercise	Tutorial on Marketing Management Compulsory 30 h (2 CH)		60	

#### **Module Profile:**

#### Purpose of the module/integration into curriculum

This course is an introductory lecture into marketing. It thus forms the basis for further marketing courses.

#### **Course content:**

This course provides a basic introduction to aspects of strategic and operational marketing as well as the specific objectives and instruments of marketing.

Themes	Learning objectives		
Marketing and Decision-Making	To comprehend the complex relationship of marketing and strategic, institutional decision making.		
Marketing Strategies	To learn to understand marketing as a complex process of strategic decision making steps in a competitive economic system.		
Strategic Decision Problems	To understand, differentiate, and analyze distinctive components of decision making in marketing practice.		
Brand Management	To understand basic branding strategies. To describe basic options of branding architecture options (focus is on brand transfer).		
Product Development	To describe basic steps when developing new products based on customers' needs.		
Pricing	To know factors and methods that influence pricing. To compute optimal prices for specific market conditions.		
Distribution	To describe basic steps when implementing new distribution strategies.		
Communication	To describe basic elements when creating communication strategies. To understand factors that influence the effectiveness of advertising campaigns.		

3

5	Learning outcomes: Academic: After completing the course, students have a sound basic knowledge of marketing. Based on the knowledge students acquired throughout the course, the students are able to classify and structure marketing challenges and make recommendations for management decisions. The students know various methods and instruments to solve marketing-relevant problems. Furthermore, the students have knowledge of latest developments in strategic and operative marketing.  Soft skills: The students have an overview of relevant problem areas in marketing (extending knowledge). In addition, students can apply the knowledge they have acquired in developing marketing strategies and develop situation-specific problem solutions (instrumental competence). In addition, students learn to exchange information and problems and develop joint approaches to solutions (communicative skills).					
6	<b>Desc</b>	ription of possible electives	within the modules			
7	Examination: Final Module Exam					
8	Rele <sup>1</sup>	vant Work: Number and Type; Connect	ion to Course	<b>Duration</b> 90 min.		Part of final mark in %
	1	Final written exam				100 %
9	Study 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	nave been successfully
	СРА	ssignment:				
	Presence		No 1		1.00 CP	
11		Sence	No 2		1.00	CP
		evant Work	No 1		4.00	CP
	Tota	il 			6 CP	
12	<b>Weig</b> 3,3%	tht of the module grade for t	he overall grade:			
13	<b>Mod</b> none	ule Prerequisites:				
14		ence: ndance is strongly recommen	ded to warrant lear	ning success		
15	Mob	ility/Acknowledgement:				

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

#### **Fundamentals of Finance**

Module Title english:		Fundamentals of Finance				
Course Program:		Bachelor Business Administration				
1	Module No: BWL 4 State: Compulsory Language of Instruction: German or Englis		rman or English			
2	Turn: each winter semester	<b>Duration:</b> 1 semester	Semester: 2 or 3	<b>CP:</b> 6	Workload (h): 180	
	Module Structure:					

	No	Туре	Course	State Workload		)
3	3				Presence (h + CH)	Self- Study (h)
	1	Lecture	Fundamentals of Investments	Compulsory	15 h (1 CH)	30
	2 Lecture Fundamentals of Corporate Finance		Fundamentals of Corporate Finance	Compulsory	15 h (1 CH)	30
	3	Exercise	Exercise Tutorial Fundamentals of Finance		30 h (2 CH)	60

#### **Module Profile:**

#### Purpose of the module/integration into curriculum

The module is the first of two introductory finance courses. The students know the basics of business administration and now learn how to deal with investment and financing decisions. They are introduced to the main concepts in finance; the module lays the foundation for more detailed analyses of the financial decisions of investors and companies in subsequent courses.

#### 4 Course content:

The module covers the fundamentals of finance. Its focus is on investment and financing decisions. It provides the microeconomic foundations of rational investment decision making. Students learn the most important valuation methods to evaluate investment decisions and apply them to practical problems. A particular emphasis is given to the net present value method. In addition, the module discusses the pricing of stocks and bonds. It also discusses the financing of 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:**

5

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.

# **Description of possible electives within the modules:** none

7	Examination: Final Module Exam							
	Relevant Work:							
3	No	Number and Type; Con	nection to Course	+	Ouration	Part of final mark in %		
	1	Final written exam		9	90 min.	100 %		
•	Stud	y Work: none						
О.	The	equisites for Credit Poin credit points will be gran pleted.		t work	and study work h	nave been successfully		
	СР А	ssignment:						
			No 1		0.50	СР		
1	Pres	sence	No 2	No 2 0.5		СР		
•			No 3	No 3 1.0		СР		
	Rele	evant Work	No 1		4.00	CP		
	Tota	al			6 CP			
2	Weight of the module grade for the overall grade: 3,3%							
3		ule Prerequisites: duction to business adr	ninistration is recon	nmend	ed.			
4		ence: ence is strongly recomm	ended to warrant le	arning	success.			
	Mobility/Acknowledgement:							
5	Use	Use of the module for other course programs			Bachelor Economics, Bachelor Information Systems, Bachelor Mathematics, Bachelor Physics, Master Business Chemistry			
6	Prof.	<b>onsible Lecturer:</b> Dr. Nicole Branger, Prof Jeider	. Dr. Christoph	<b>Department:</b> Münster School of Business and Economics				
7	Misc				<u> </u>			

# Management Accounting and Control

Module Title english:				Management Accounting and Control					
Course Program: Bachelor Business Administration									
1	Module No: BWL 5			State: Compulsory	Language of Instruction: German				
2	Turn: each winter semester		r	<b>Duration:</b> 1 semester	Semester: 3 or 4		or 4 <b>CP:</b> 6		<b>i (h):</b> 180
	Mod	ule Structur	e:						
	No	No Type Cou		rse		State		Workload (h)	
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Mar	nagement Accounting		Com	oulsory	30 h (2 CH)	60
	2	Exercise	Tuto	orial on Management Ac	counting	ting Compulsory 30 h (2 CH) 60			60

#### **Module Profile:**

#### Purpose of the module/integration into curriculum

The content of this module is based on the introductory modules taught in the first year of the bachelor program and focuses on the use of cost and revenue accounting for business decisions and control aspects in line with corporate objectives. The module thus forms a cross-sectional function to lectures that illustrate aspects within the value chain of a company (e.g., marketing, sales, or production) and also deals with activities of management consultancies and operative controlling departments in business practice (e.g., corporate planning and budgeting).

#### **Course content:**

This module deals with the use of information (especially from cost and revenue accounting) for decision support and behavior control in companies. In the area of decision support, the use of information for price, production, or marketing and sales decisions, which are typically made within the framework of the annual corporate planning and budgeting, is in the foreground. In the area of behavioral control, the vertical and horizontal coordination of departments and actors in companies are involved to align the entire organization with common goals. The focus here is on integrated management systems such as the Balanced Scorecard and their link to incentive systems. With the help of guest lectures, exercises, and supplementary tutorials, relevant topics are deepened and a profound understanding on the part of the students is made possible.

Themes	Learning objectives			
Introduction to Controlling	The students understand the importance of controlling as part of the management process and can differentiate between controlling as a function and controllership. Further, they distinguish between decision support and behavior control as central tasks of controlling.			
Fundamentals of Cost Accounting	The students understand the importance of cost types, cost centers, and internal cost allocation as prerequisites for cost accounting.			

Allocation of Overhead Costs	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.				
Process Costing and Process 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 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.				
Approaches to Planning and Budgeting	The students develop an understanding of the contents and the process of planning and budgeting in the company and learn abou alternative forms of budgeting (e.g., Beyond and Better Budgeting)				
Operational Planning and Decision within the Scope of Budgeting	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).				
Break-even Analysis and Operating 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 consolidation	The students are able to carry out the operative budgeting in a company based on a so-called "master budget".				
Variance 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.				
Management Control 1: Budget-related Incentive Models	The students understand the concept of agency theory and can point out problem areas and possible solutions of budget-related incentive models.				
Management Control 2: Performance Measures and Performance Measurement Systems	The students learn about the characteristics and usefulness of performance measures and performance measurement systems. It addition to financial performance measures, particular attention is paid to non-financial performance measures.				
Controlling-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.				

### Learning outcomes:

#### Academic

5

On successful completion of this module, students are able to - extract relevant information from cost accounting and make decisions from a management perspective. - understand the importance and implementation of a planning and budgeting process. - discuss suitable actions to influence the cost structure of a company and justify decisions in this regard economically. -

	ident depa <b>Soft</b> : On su on th apply	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		Description of possible electives within the modules: none							
7	Exam	nination: Final Module Exam							
	Relev	vant Work:		ĺ		1			
8	No	Number and Type; Connecti	ion to Course	Dui	ration	Part of final mark in %			
	1	Final written exam		90	min.	100 %			
9	Stud	y Work: none							
10	The c	equisites for Credit Points: redit points will be granted a pleted.	ıfter all relevant	work an	d study work h	ave been successfully			
	CP As	ssignment:							
	Droc	sence	No 1		1.00 (	CP			
11		bence	No 2		1.00	CP			
	Rele	evant Work	No 1		4.00	СР			
	Tota	l			6 CP				
12	Weig	ht of the module grade for th	ne overall grade	:					
13		ule Prerequisites: mmended: basic knowledge	in accounting.						
14	<b>Prese</b> Prese	ence: ence is strongly recommende	ed to warrant lea	ırning su	iccess.				
	Mobi	lity/Acknowledgement:							
15	Use	of the module for other cour	se programs	System		Bachelor Information thematics, Master ess Chemistry			
16		onsible Lecturer: essor Dr. Martin Artz			<b>Department:</b> School of Bus	siness and Economics			

17	Misc.:

# Management & Governance

none

	dule Ti	tle english:		Management & Govern	nance				
Cou	rse Pr	ogram:		Bachelor Business Adr	ministration				
1 Module No: BWL 6			. 6	State: Compulsory	Language of	Instru	ction: G	ierman	
2	Turn:	each winte	r	<b>Duration:</b> 1 semester	Semester: 3	or 4	<b>CP:</b> 6	Workload	<b>d (h):</b> 18
	Mod	ule Structur	e:						
	No	Туре	Cou	rse		State	:	Workload (h	1)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Orga	anization and Managemo	ent	Comp	oulsory	37.5 h (2 CH)	45
	2	Lecture	Corp	oorate Governance		Comp	oulsory	37.5 h (2 CH)	45
	3	Exercise	Tuto	orial on Management & G	Governance	Comp	oulsory	15 h (1 CH)	30
	Purpose of the module/integration into curriculum The module conveys fundamental aspects of Managemer Course content: The substantive focus is on the areas of organization, bus management (staffing) and corporate governance. Here, t and their strengths and weaknesses will be analysed. The basis of selected case studies.				anagement ar		ernance	9	
4	and t	their strengt s of selected	hs and	and corporate governan I weaknesses will be ana	ce. Here, the v	various concep	s conce <sub>l</sub> ots will	ots will be pr	esented
4	The Orga	cheir strengt s of selected mes	hs and I case : Design	and corporate governand weaknesses will be anastudies.  ; Strategic Management;	ce. Here, the valysed. These	various concep <b>object</b> nding (	s concepts will	ots will be pr	esented on the
4	The Orga	their strengt s of selected mes anisational l nan Ressour	hs and I case s Design rce Mar	and corporate governand weaknesses will be anastudies.  ; Strategic Management;	Learning Understai Managem	various concep object nding onent nding onent	ives	ots will be proper illustrated	esented on the nization

6	<b>Desc</b>	ription of possible electives	within the mod	ules:					
7	Exan	Examination: Final Module Exam							
		Relevant Work:  No Number and Type; Connection to Course Duration Part of final mark in %							
8	No 1	Final written exam	ion to Course		uration 20 min.		100 %		
9	Stud	y Work: none		ı			<u> </u>		
10	The o	equisites for Credit Points: credit points will be granted a pleted.	after all relevant	: work a	and study	work h	ave been successfully		
	CP A	ssignment:	No 1			0.75	CP		
11	Pres	sence	No 2		0.75 CP				
			No 3			0.50 CP			
	Rele	evant Work	No 1		4.00		CP		
	Tota	ıl	6 CF		6 CP				
12	<b>Weig</b> 3,3%	tht of the module grade for t	he overall grade	<b>:</b>					
13	Mod	ule Prerequisites:							
14		ence: ence is strongly recommende	ed to warrant lea	arning s	success				
	Mob	ility/Acknowledgement:							
Use of the module for other course programs  Bachelor Economics, Bachelor II Systems, Bachelor Mathematics, Physics									
16		oonsible Lecturer: essor Dr. Gerhard Schewe			<b>Depar</b> Schoo		siness and Economics		
17	Misc	.:							

# Strategy Science

MIO	dule Ti	tle english:		Strategy Science					
Cou	rse Pro	ogram:		Bachelor Business Ad	ministration				
1	Module No: BWL 7			State: Compulsory	Language of	Instru	iction: [	English	
2		Turn: each summer semester  Duration: 1 semester  Semester: 3 or 4				<b>CP:</b> 6	Workload	<b>l (h):</b> 180	
	Mod	ule Structure	<b>:</b>						
	No	Туре	Cour	se		State	!	Workload (h	)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Strat	egy Science		Comp	oulsory	30 h (2 CH)	60
	2	Exercise	Tuto	rial Strategy Science		Comp	oulsory	30 h (2 CH)	60
	This corporate basic	module provorate strateg statistics. se content:	vides ar gy and r	integration into curricunt introduction to stratege elated empirical-quanti	ic manageme tative researc	h. It re	quires p	orior knowled	ge of
4	This corporate to the c	module provorate strateges statistics.  se content: module provors fundamenters and acquarch. At the seconds of the	vides ar vides fu vides fu uisition same til e strate arn the	n introduction to strateg	tative researc in the strategion inagement, groview of the cu- ie fundamenta ure. In the con	c mana owth s rrent so tls of s text of	quires pagemen trategie tate of s cientific evalua	orior knowled t of companies, alliances a strategic man t working bas ting strategic	ge of es. It as well as agement ed on ke options,
5	This corpo basic Cours This cover merg researmiles stude cover Learn Acad Stude instruction to work	module provorate stratege statistics.  se content: module provors fundamenters and acquarch. At the sectiones of the ents also leaded is illustrated is illustrated is illustrated is contents will - decents will - decents will - decents will - decents of currenting - acquireceling of strate	vides ar vides fur vides fur vides fur vides fur vides fur vides fur vides fur estrate visition same tir estrate visition same tir estrate visition same tir estrate visition same tir estrate visition same tir estrate visition same tir estrate visition same tir estrate visition same tir estrate visition sated by	n introduction to stratege lated empirical-quanti andamental knowledge it ics such as portfolio mans and provides an over me, students acquire the gic management literate basics of quantitative mendents acquire the students acquire the stud	tic manageme tative research in the strateging in the strateging in the curview of the curview of the control odeling. The perstanding of bastion the control of practice the methodologic	c mana owth s rrent s ils of s text of oractic	agemen trategie tate of s cientific evalua al relev eories, o vered a ial prin	t of companies, alliances a strategic man working basting strategic ance of the concepts and place it in ciples of scies for quantitat	ge of es. It as well as agement ed on ke options, ontent  the ntific cive
	This corporate to the c	module provorate stratego statistics.  se content: module provors fundamenters and acquarch. At the sectiones of the ents also leared is illustrated is illustrated in the ents will - decents will - decents of currenting - acquireceling of strates.	vides furides furides furital topularition same time strate by exelop a proporate tempire the neared openic ending the neared openic openic openic ending the neared openic	in introduction to strategrelated empirical-quantical-quantical-quantical-quantical endamental knowledge it ics such as portfolio mans and provides an overme, students acquire the gic management literate basics of quantitative management lestrategy accomprehensive under estrategy - critically que ical research - learn and ecessary theoretical and	tic manageme tative research in the strateging in the strateging in the curview of the curview of the control of the studies.  Standing of basestion the control of practice the methodologicuired knowled	c mana owth s rrent s ils of s text of oractic	agemen trategie tate of s cientific evalua al relev eories, o vered a ial prin	t of companies, alliances a strategic man working basting strategic ance of the concepts and place it in ciples of scies for quantitat	ge of es. It as well as agement ed on ke options, ontent  the ntific cive
5	This corporate to the c	module provorate stratego statistics.  se content: module provors fundamenters and acquarch. At the sectiones of the ents also leared is illustrated is illustrated in the ents will - decents will - decents of currenting - acquireceling of strates.	vides furides furides furides furides furides furides furides furides extrate furides extrate furides extrated by the new furides furi	in introduction to strategrelated empirical-quantical-quantical-quantical-quantical endamental knowledge is ics such as portfolio mans and provides an overme, students acquire the gic management literate basics of quantitative management learned expenses a comprehensive underse strategy - critically querical research - learn and excessary theoretical and otions - deepen the acquelectives within the modelectives	tic manageme tative research in the strateging in the strateging in the curview of the curview of the control of the studies.  Standing of basestion the control of practice the methodologicuired knowled	c mana owth s rrent s ils of s text of oractic	agemen trategie tate of s cientific evalua al relev eories, o vered a ial prin	t of companies, alliances a strategic man working basting strategic ance of the concepts and place it in ciples of scies for quantitat	ge of es. It as well as agement ed on ke options, ontent  the ntific cive

	-				•	0,	
	1	Written exam		120 M	in.	75 %	
	2	written assignment		maxim pages	num of 10	25 %	
9	Stud	y Work: none					
10	The	equisites for Credit Points: credit points will be granted a pleted.	after all relevant	work an	d study work ha	ve been successfully	
	СРА	ssignment:					
	Duo		No 1		1.00 C	P	
11	Pre	sence	No 2		1.00 C	P	
	Pol	evant Work	No 1		3.00 C	Р	
		Evant work	No 2		1.00 CP		
	Tota	al	6 CP		6 CP		
12	<b>Wei</b> §	ght of the module grade for the	he overall grade	:			
13	Mod	ule Prerequisites:					
14		ence: ence is recommended to war	rant learning su	ccess.			
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cour	se programs	Bachelor Economics, E Systems		Bachelor Information	
16	Responsible Lecturer: Prof. Dr. David Bendig		<b>Department:</b> University of Münster, School of Business and Economics				
17	Misc	·.:					

# Financial Accounting and Taxation

Mod	Nodule Title english: Financial Accounting and Taxation					
Cou	rse Program:	Bachelor Business Administration				
1	Module No: BWL 8	State: Compulsory	Language of Instru	ı <b>ction:</b> Ge	rman	
2	Turn: each summer semester	<b>Duration:</b> 1 semester	Semester: 3 or 4 CP: 6 Workload (h): 18			
			L		JL	

#### **Module Structure:**

	No	Туре	Course	State	Workload (I	Workload (h)	
					Presence (h + CH)	Self- Study (h)	
3	1	Lecture	Financial Accounting	Compulsory	22.5 h (1 CH)	45	
	2	Lecture	Principles of Corporate Taxation	Compulsory	22.5 h (1 CH)	45	
	3 Exercise Tutorial on Financial Accounting		Tutorial on Financial Accounting	Compulsory	7.5 h (o CH)	15	
	4	Exercise	Tutorial on Principles of Corporate Taxation	Compulsory	7.5 h (o CH)	15	

#### **Module Profile:**

#### Purpose of the module/integration into curriculum

The course Financial Accounting extends and deepens the contents that have been taught in the field of financial accounting within the compulsory course Foundations of Corporate Accounting. The course "Principles of Corporate Taxation" provides first insights into the field of taxes. In this regard it shows the tax-related consequences of business decisions and, on the other hand, how tax law influences business reality.

#### **Course content:**

4

The module deepens the knowledge of financial accounting in the field of national as well as international individual financial statements and corporate taxation. The focus of the preparation of annual financial statements is on the recognition and measurement regulations with regard to German accounting principles. These regulations are theoretically dealt with, but the objective is also to get a deeper understanding of the topics in question by means of numerous examples. The corresponding principles and rules of the International Financial Reporting Standards (IFRS) are also presented. Moreover, insights into the main features of consolidated financial 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.

#### 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:

5

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:
- **7 Examination:** Examinations for every part of the module

# Relevant Work: No Number and Type; Connection to Course Duration Part of final mark in % Written exam on Financial Accounting 60 min. 50 % Written exam on Principles of Corporate Taxation 50 %

- **9** Study Work: none
- Prerequisites for Credit Points:

  The credit points will be granted after all relevant work and study work have been successfully completed.

	CP Assignment:		
		No 1	0.75 CP
	Presence	No 2	0.75 CP
11	riesence	No 3	0.25 CP
		No 4	0.25 CP
	Relevant Work	No 1	2.00 CP
	Relevant work	No 2	2.00 CP
	Total		6 CP

Weight of the module grade for the overall grade: 3,3%

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	Bachel System	or Economics, Bachelor Information s			
16	Responsible Lecturer: Prof. Dr. Hans-Jürgen Kirsch, Professor Dr. Christoph Watrin  Department: School of Business and Economics					
17	Misc.:					

# Corporate Finance

Mod	dule Title english:	Corporate Finance				
Cou	rse Program:	Bachelor Business Administration				
1	Module No: BWL 9	State: Compulsory	Language of Instru	ı <b>ction:</b> Eng	glish	
2	Turn: each summer semester	<b>Duration:</b> 1 semester	Semester: 3 or 4 CP: 6 Workload (h): 18			

#### **Module Structure:**

	No	Туре	Course	State	Workload (h)		
3					Presence (h + CH)	Self- Study (h)	
	1	Lecture	Corporate Finance	Compulsory	30 h (2 CH)	90	
	2	Exercise	Tutorial on Corporate Finance	Compulsory	30 h (2 CH)	30	

#### **Module Profile:**

#### Purpose of the module/integration into curriculum

The module "Corporate Finance" analyses financial decision-making in companies with a special focus on the uncertainty of the consequences. This includes capital investment decisions and the question to what extend equity or debt should be used to finance the firm's investment projects. The discussion builds on a thorough understanding of the functioning of financial markets and the valuation of securities and corporations. Learning about asset pricing models will concurrently improve the student's ability to make smart financial decisions. The course lays the groundwork for the elective finance module in the 6th semester which will address the topic "investments" in greater detail. Prerequisite for the course is the comprehension of valuation under certainty.

#### **Course content:**

The course introduces students to portfolio theory and develops an understanding of basic principles of asset pricing in financial markets (CAPM). Furthermore, capital structure issues are discussed and the Modigliani-Miller irrelevance theorem is put into perspective. Students will learn how companies should optimally satisfy their financial needs and how investment projects and securities can be valued. Additionally, the students will learn to use and select between different concepts of multi-period business valuation. The tutorial will be partly in class, partly as a online-tutorial that gives students the opportunity to discuss exercises with the tutor as exam preparation.

Themes	Learning objectives				
Valuation under uncertainty	To learn about different methods for evaluating alternatives with uncertain consequences and their appropriateness for financial decision-making.				
Portfolio Theory	To understand the risk and return characteristics of combinations of financial securities and the effects of diversification.				

4

1								
	Сар	ital Asset Pricing	To learn about the valua standard model of mark			ıpital marke	ts and the	
Model Cost of capital and capital structure and capital structure and capital structure. To assess a compar								
	Bus	iness Valuation	To use discounted cash	flow methods	in busir	ness valuati	on.	
	1	anced Business uation	To understand multiple changing capital structu				low for	
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							
		ıre and tutorial are ta	ugiit iii Liigiisii, tile stude		Liigiisii	Proficienc		
6	Desc none Exan	ription of possible ele	lectives within the modul		Zinguisin	promerene	, , , , , , ,	
7	Desc none Exan	ription of possible elements nination: Final Modu vant Work:	lectives within the module	es:				
7	Desc none Exan	ription of possible elements nination: Final Modu vant Work:	lectives within the modul			Part of fina		
	Desc none Exan Rele No	ription of possible elements  nination: Final Modu  vant Work:  Number and Type; (	lectives within the module	Duration		Part of fina		
8	Prero	ription of possible electrical module vant Work: Number and Type; Final written exam  y Work: none equisites for Credit P	le Exam  Connection to Course	Duration 120 min.		Part of fina	l mark in %	
8	Prero The o	ription of possible elements  nination: Final Modu  vant Work:  Number and Type; (  Final written exam  ly Work: none  equisites for Credit Poredit points will be getting the second se	lectives within the module le Exam  Connection to Course  oints:	Duration 120 min.		Part of fina	l mark in %	
8	Prero COM	ription of possible electric points with the second possible electric points will be goleted.	lectives within the module le Exam  Connection to Course  oints:	Duration 120 min.		Part of final 100 % ave been su	l mark in %	
7 8 9	Prero COM	ription of possible electric points will be gotted.	le Exam  Connection to Course  oints: granted after all relevant w	Duration 120 min.	work ha	Part of final 100 % ave been su	l mark in %	
8	Prese	ription of possible electric points with the second possible electric points will be goleted.	le Exam  Connection to Course  oints: granted after all relevant w	Duration 120 min.	1.00 C	Part of final 100 % ave been su	l mark in %	

13	Module Prerequisites: Basic knowledge in business administration and economics. Recommended modules: Principles of Business, Foundations of Accounting, Financial Accounting and Taxation, Microeconomics I, Macroeconomics I, Statistics				
14	Presence: Presence is recommended to warrant learning success				
	Mobility/Acknowledgement:				
15	Use of the module for other course programs		or Economics, Bachelor Information s, Bachelor Mathematics, Master		
16	Responsible Lecturer: Prof. Dr. Thomas Langer		<b>Department:</b> School of Business and Economics		
17	Misc.:				

# Marketing Analytics

Module Title english: Marketing Analytics									
Cou	rse Pro	ogram:		Bachelor Business Adr	ministratior	1			
Module No: BWL 10				State: Compulsory	Language (	Language of Instruction:			
2	Turn: each summer semester				Semester:	3 or	<b>CP:</b> 6	Workload	<b>l (h):</b> 180
	Mod	ule Structure	<b>:</b>						
	No	Туре	Course	:		State	!	Workload (h	1)
								Presence (h + CH)	Self- Study (h)
	1	Lecture	Market	: Research		Comp	oulsory	22.5 h (1 CH)	45
	2	Lecture	Market	ing Operations		Comp	oulsory	22.5 h (1 CH)	45
	3	Exercise	Tutoria	l on Marketing Analytics	;	Comp	oulsory	15 h (1 CH)	30
•	The r Scier	nodule built nce 1 and Da ning outcom	s on the ta Science	tegration into curriculur contents of the modules ce 2.		Manag	gement,	Analysis for	B&E, Dat
	<b>Acad</b> M	emic:							
	М	ription of po	essible el	ectives within the modu	ıles:				
	M Desc	ription of po		ectives within the modu					
	Desc none	ription of po					1		
	Desc none	ription of ponination: Example	aminatio	ns for every part of the m	nodule <b>Duratio</b>			art of final ma	ark in %
	M Desc none Exam Relev No 1	ription of ponination: Example 1	aminatio d Type; C	ns for every part of the management of the manag	Duration 60 min	•	50	) %	ark in %
	Desc none Exam	ription of ponination: Example 1	aminatio d Type; C	ns for every part of the m	Duration 60 min	•	50		ark in %
	Desc none Exam Relev No 1 2	ription of ponination: Example 1	aminatio d Type; C Im on Ma	ns for every part of the management of the manag	Duration 60 min	•	50	) %	ark in %

	CP Assignment:						
		No 1		0.75 CP			
	Presence	No 2		0.75 CP			
11		No 3		o.50 CP			
	Relevant Work	No 1		2.00 CP			
		No 2		2.00 CP			
	Total			6 CP			
12	Weight of the module grade for the overall grade: 3,3%						
13	Module Prerequisites: Recommendation: Modules Marketing Management, Calculus for Business and Economics, Data Science 1, Data Science 2						
14	Presence: Presence is strongly recommende	ed to warrant lea	arning suc	ccess			
	Mobility/Acknowledgement:						
15	Use of the module for other cou	rse programs	Bachelo Systems	chelor Economics, Bachelor Information tems			
16	Responsible Lecturer: Professor Dr. Manfred Krafft			Department: School of Business and Economics			
17	Misc.:						

# Principles of Economics & Microeconomics

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Мо	dule Ti	tle english:	Principles of Economics & Microeconomics					
Course Program:			Bachelor Business Ad	elor Business Administration				
1	Mod	u <b>le No:</b> VWL 1	State: Compulsory	Language of Instr	<b>uction:</b> Germ	an, partly Eng	glish	
2	Turn: each semester		Duration: 1 semester	Semester: 1 or 2	ter: 1 or 2		<b>:</b> 270	
		ule Structure:	<b> </b>			l <i>.</i> .		
	No	Туре	Course		State	Workload (h)		
3						Presence (h + CH)	Self- Study (h)	
	1	Lecture	Principles of Economics	(English)	Compulsory	15 h (1 CH)	30	
	2	Lecture	Foundations of Microec	onomics	Compulsory	30 h (2 CH)	60	

#### **Module Profile:**

Exercise

#### Purpose of the module/integration into curriculum

The modul 'Principles of Economics & Microeconomics' is the foundation for most of the other economics moduls. This is especially true for the complemtary modul 'Foundations of Macroeconomics', but also for the advanced microeconomically focussed moduls such as 'Industrial Economics'.

Tutorial Foundations of Microeconomics

#### **Course content:**

The course "Principles of Economics" gives an overview about the core areas in micro- and macroeconomics. The microeconomic part first presents the positive and normative properties of competitive markets. We then introduce the main reasons for market failure (externalities, market power and information asymmetries) and how to improve the market outcome through (e.g. regulatory) interventions. The first part concludes with a brief introduction to game theory. Macroeconomics studies the economy as a whole and is divided into a short and long run analysis. Long run macroeconomics studies the determinants for economic growth and thus worldwide inequality across countries. The short run analysis first introduces reasons for business cycle fluctuations and then how monetary and fiscal policy can be used to stabilize these fluctuations. The insights from the micro- and macroeconomic part of the lecture are brought together in a final chapter on financial crises. The course "Microeconomics" deals with the theory of the household on the one hand (optimal household behavior, demand for goods, factor supply, insurance and uncertainty) and with the theory of the firm on the other (theory of production, least cost combination, supply of goods, factor demand). Moreover, theorems of welfare economics and incomplete markets are discussed. The aim of the exercises is to deepen the theoretical understanding acquired in the courses by providing problem sets that are solved by the students.

Themes	Learning objectives
Themes	Learning objective

34

	Principles of Economics - Microeconomics - Principles of Economics - Macroeconomics - Macroeconomics - Macroeconomics - Macroeconomics - Macroeconomics - Macroeconomics - Preferences and the economic effects of prominent stabilisation policies Preferences and constraints - Structuring of decision problems - solving and interpreting decision problems - unterstanding the relation between households' decision and demand function.  - Production Function - Deriving the cost function and explaining it - understanding the relation between cost function and supply function.						
5	Learning outcomes: Academic: Students acquire an overview over the basic concepts of economics, especially of macroeconomics and microeconomics. They are able to understand the fundamentals of markets and the coherence between supply and demand with respect to pricing. They are also able to understand and apply central theories and models. The courses of this module form a basis for more advanced courses. The structured presentation and analysis of the different decision problems is helpful in rationally solving similar/related problems  Soft skills: Working on Problem sets in small scale class settings enables a self-structered working and enhances students' problem solving ability.						
6	<b>Desc</b> none	ription of possible el	ectives	within the modules:			
7	Exam	nination: Examination	ns for ev	ery part of the mod	ule		
	Rele	vant Work:					
	No	Number and Type; C	onnecti	on to Course	Duration	Duration Part of final mark	
8	1	Written exam on Pri	nciples o	of Economics	60 min.		33.3 %
	2	Written exam on Mid	croecon	omics	120 min.		66.7 %
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:					
				No 1		0.50 (	CP
11	D			No 2		1.00 (	CP
	Pres	sence		No 3		0.50 (	CP
] ]				No 4		1.00 CP	

	D. L	No 1			2.00 CP	
	Relevant Work	No 2			4.00 CP	
	Total				9 CP	
12	Weight of the module grade for the overall grade: 5%					
13	Module Prerequisites:					
14	Presence: Presence is strongly recommended to warrant learning success					
	Mobility/Acknowledgement:					
15	Use of the module for other cour	se programs			mics, Bachelor Mathematics, s, Bachelor Geography	
16	Responsible Lecturer: Professor Dr. Martin Bohl, Professor Dr. Andreas Löschel			<b>Department:</b> School of Business and Economics		
17	Misc.: The course "Principles in Economicourse "Microeconomics" each w			ach winter ar	nd summer semester. The	

# Foundations of Macroeconomics

Mod	lule Ti	tle english:		Foundations of Macroeconomics				
Course Program:				Bachelor Business Adı	Bachelor Business Administration			
1	Module No: VWL 2			State: Compulsory	Language of In	struction: Ger	man	
2		Duration: 1 semester Semester: 3 or 4		4 <b>CP:</b> 6	Workload (h): 18			
	Mod	ule Structur	e:					
	No	Туре	Cou	rse		State	Workload (	(h)
3							Presence (h + CH)	Self- Study (h)
	1	Lecture	ecture Foundations of Macroecono			Compulsory	30 h (2 CH)	60

# **Module Profile:**

Exercise

# Purpose of the module/integration into curriculum

The course "Macroeconomics" describes and explains basic macroeconomic interrelations. A fundamental understanding of such principles is essential for the further courses in (macro)economics.

Tutorial on Foundations of Macroeconomics | Compulsory | 30 h (2

# **Course content:**

4

The primary purpose of the course is to develop an understanding of macroeconomic analysis. The students should be qualified to analyse and evaluate economic development and economic policy intervention.

Themes	Learning objectives
National Accounting	Students should learn how the different factors of the national accounts are composed.
Classical / Neoclassical Economics Keynesian Economics Neoclassical Synthesis	Students should learn and understand the difference between the theories.
Money Creation	Students should learn how money can be created by the financial sector and what money creation implies for the real sector.
Economic Policy Implication	Students should learn what are the pros and cons of economic policy implication within the different theories.
Business Cycle and Growth	Students should learn the difference between a short run business cycle and long run economic growth.

37

60

CH)

	Mor	etarism	between Mo	Students should learn and understand the difference between Monetarism and the theories discussed in the earlier part of the lecture.				
	Phil	ips Curve		Students should learn how inflation and unemploymen are linked to each other and what are the policy effects				
	Une	mployment		oe effective n		mployment emerges and es to reduce		
Learning outcomes:  Academic:  Upon completion of the course students are able understand and apply fundamental concept 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, development 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 finalising of notes after the attendance of the lecture.								
6	<b>Desc</b>	ription of possible electives	within the modules	:				
7	Exam	nination: Final Module Exam						
	Rele	vant Work:						
8	No	Number and Type; Connecti	on to Course	Duration		Part of final mark in $\%$		
	1	Final written exam		120 min.		100 %		
9	Stud	y Work: none						
10	The o	equisites for Credit Points: credit points will be granted a pleted.	ifter all relevant wo	rk and study	work h	ave been successfully		
	CP Assignment:							
	CP A	ssigninient.						
			No 1		1.00 (	CP		
11		sence	No 1 No 2		1.00 (			
11	Pres					CP .		

13	Module Prerequisites: none					
14	Presence: Presence is strongly recommended to warrant learning success					
	Mobility/Acknowledgement:					
15	Use of the module for other course programs	or Economics, Bachelor Mathematics, or Physics, Bachelor Geography				
16	Responsible Lecturer: Professor Dr. Bernd Kempa, Professor Dr. Nadin	<b>Department:</b> School of Business and Economics				
17	Misc.:					

# Law

Nod	lule Ti	tle english:		Law					
ou	rse Pr	ogram:		Bachelor Business Ad	dministration				
	Mod	ule No: R 1		State: Compulsory	Language o	f Instr	uction: (	German	
	<b>Turn</b> :	: each sumn ester	ner	<b>Duration:</b> 1 semester	Semester:	or 2	<b>CP:</b> 6	Workload	<b>l (h):</b> 180
	Mod	ule Structur	e:						
	No	Туре	Cour	se		State	•	Workload (h	1)
								Presence (h + CH)	Self- Study (h)
	1	Lecture	Civil	Law		Com	nulsorv	60 h (4 CH)	120
	Cour Intro oblig their wher	gations, and potential re n it comes to	sales la futation minor	v, specifically the gener aw. The lecture will ess n. In addition, the lectu 's law and legal represe	entially deal vare will provide entation issue	Germa vith the the st s. Furth	n Civil C e format udents nermore	ode, the law ion of contrac with broad kr , the law of o	of cts and nowledg bligation
	Intro oblig their wher part sales	se content: duction to C gations, and potential re n it comes to of the lectur s law which	sales la futation minor e focus s subs	v, specifically the gener aw. The lecture will ess n. In addition, the lectu	entially deal v ire will provide entation issue Eventually, th	Germa vith the the st s. Furth	n Civil C e format udents nermore	ode, the law ion of contrac with broad kr , the law of o	of cts and nowledg bligation
	Cour. Intro oblig their wher part sales  Lear Acad Basic facts are re trans Soft	se content: duction to C gations, and potential re n it comes to of the lectur s law which  ning outcom lemic: cs of legal m of a certain equired in o sfer their the skills:	sales la futation minor e focus s subs es: ethodo case a rder to oretica	v, specifically the gener aw. The lecture will ess n. In addition, the lectu 's law and legal represe sses on warranty rights.	entially deal vare will provide entation issue Eventually, the texts.  ese include the the relevant at the certain calcice-oriented contents of the texts.	Germanyith the stude se. The ases.	n Civil C e format udents nermore ents wil	ode, the law ion of contrac with broad kr , the law of o l be introduce ensive work w	of cts and nowledg bligatio ed to with the ms whice
	Courdintro oblig their where part of sales Learn Acad Basic facts are retrans Soft	se content: duction to C gations, and potential re n it comes to of the lectur s law which  ning outcom lemic: cs of legal m of a certain equired in o sfer their the skills: students wil	sales la futation minor e focus s subs es: ethodo case a rder to oretical be abl	o, specifically the general aw. The lecture will esson. In addition, the lecture is law and legal represents on warranty rights. It antial in business con blogy will be taught. The nd the identification of solve the problems of the land the oract	entially deal vare will provide entation issue Eventually, the texts.  ese include the the relevant a chat certain calice-oriented contents in a cohere	Germanyith the stude se. The ases.	n Civil C e format udents nermore ents wil	ode, the law ion of contrac with broad kr , the law of o l be introduce ensive work w	of cts and nowledg bligation ed to with the ms whice
	Learn Acad Basic facts are retrans	se content: duction to C gations, and potential re n it comes to of the lectur s law which  ning outcom lemic: cs of legal m of a certain equired in o sfer their the skills: students wil	sales la futation minor e focus s subs es: ethodo case a rder to oretica be able ossible	o, specifically the general aw. The lecture will esson. In addition, the lecture's law and legal represents on warranty rights. It antial in business conto the identification of solve the problems of the law of the law of the present their result electives within the medical accordance.	entially deal vare will provide entation issue Eventually, the texts.  ese include the the relevant a chat certain calice-oriented contents in a cohere	Germanyith the stude se. The ases.	n Civil C e format udents nermore ents wil	ode, the law ion of contrac with broad kr , the law of o l be introduce ensive work w	of cts and nowledg bligation ed to with the ms whice
	Courdintro obligatheir where part estales Learn Acad Basic facts are retrans Soft The second Descended Learn Personal Court Pe	se content: duction to C gations, and potential re n it comes to of the lectur s law which ning outcom lemic: cs of legal m s of a certain equired in o sfer their the skills: students wil	sales la futation minor e focus s subs es: ethodo case a rder to oretica be able ossible	o, specifically the general aw. The lecture will esson. In addition, the lecture's law and legal represents on warranty rights. It antial in business conto the identification of solve the problems of the law of the law of the present their result electives within the medical accordance.	entially deal vare will provide entation issue Eventually, the texts.  ese include the the relevant a chat certain calice-oriented contents in a cohere	Germanyith the stude se. The ases.	n Civil C e format udents nermore ents wil	ode, the law ion of contrac with broad kr , the law of o l be introduce ensive work w	of cts and nowledg bligation ed to with the ms whic
	Courdintro obligatheir where part estales Learn Acad Basic facts are retrans Soft The second Descended Learn Personal Court Pe	se content: duction to C gations, and potential re n it comes to of the lectur s law which  ning outcom lemic: cs of legal m of a certain equired in o sfer their the skills: students wil  cription of potential potential cription:	sales la futation minor e focus s subs es: ethodo case a rder to oretica be abl	o, specifically the general aw. The lecture will esson. In addition, the lecture's law and legal represents on warranty rights. It antial in business conto the identification of solve the problems of the law of the law of the present their result electives within the medical accordance.	entially deal vare will provide entation issue Eventually, the texts.  ese include the the relevant at the relevant at certain catice-oriented coules:	German vith the e the st s. Furth he stud e close and cor se. The ases.	n Civil C e format udents nermore ents wil	ode, the law ion of contrac with broad kr , the law of o l be introduce ensive work w	of cts and nowledge bligation ed to  with the ms whice e to

10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.						
	CP Assignment:						
11	Presence	No 1		2.00 CP			
	Relevant Work	No 1		4.00 CP			
	Total			6 CP			
12	Weight of the module grade 3,3%	e for the overall grade	<b>):</b>				
13	Module Prerequisites:						
14	Presence: Presence is strongly recomm	nended to warrant lea	arning su	ıccess			
	Mobility/Acknowledgement:						
15	Use of the module for other course programs Ba			Bachelor Economics			
16	Responsible Lecturer: Professor Dr. Johann Winfried Kindl			<b>Department:</b> School of Business and Economics			
17	Misc.:						

# Calculus for Business/Economics

-		=					
odule Title english: Calculus for Business/Economics							
ourse Program: Bachelor Business Administration							
Modi	ule No: QM 1	L	State: Compulsory	Language of I	nstruction: Ge	erman	
			<b>Duration:</b> 1 semester	Duration: 1 semester Semester: 1 CP:		Workload (	<b>h):</b> 180
Mod	ule Structure	e:					
No Type C		Co	ourse		State	Workload (h	)
						Presence (h + CH)	Self- Study (h)
1	Lecture	Ca	ılculus for B&E		Compulsory	30 h (2 CH)	60
2	Exercise	Tu	torial on Calculus for B&	E	Compulsory	30 h (2 CH)	60
	Turn: seme	rse Program:  Module No: QM 1  Turn: each semester  Module Structure  No Type  1 Lecture	rse Program:  Module No: QM 1  Turn: each semester  Module Structure:  No Type Co	Turn: each semester  Module Structure:  No Type Course  Lecture Calculus for B&E	Turn: each semester  Module Structure:  No Type  Course  Duration: 1 Semester  Language of I  Semester: 1  Course  Language of I  Course	rse Program:  Module No: QM 1  State: Compulsory  Language of Instruction: Getter semester  Duration: 1 semester  Semester: 1  CP: 6  Module Structure:  No Type  Course  State  Compulsory  Language of Instruction: Getter semester semester semester semester  CP: 6	rse Program:    Bachelor Business Administration

# **Course content:**

The course covers the topic of calculus in one and two (resp. several) variables the application of which is fundamental in every kind of quantitative study of business and economics. It is essentially needed, e.g., in Statistics, Operations Management and Finance. There are no prerequisites except a solid knowledge of school mathematics. Having mastered this module the students ...

Themes	Learning objectives
Sequences and series	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.
Differential- and Integral calculus in one variable	know and apply the concepts of continuity, differentiability and integrability to most common classes of functions (rational, power, exponential, logarithmic and trigonometric functions)
Differential- and Integral calculus in two (and more) variables	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.
Nonlineare Optimizations	are trained in setting up and solving optimization problems with differentiable functions in one and several variables, as well by (partial) derivatives as by Lagrangean method. They can explore the impact of exogeneous variables on the optimal value of parametrized problems.

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 none	within the mo	dules:					
7	<b>Examination:</b> Final Module Exam							
8	Relevant Work: No Number and Type; Connecti	on to Course	D	uration	Part of final mark in %			
	1 Exam		6	o Min.	100 %			
9	Study Work: none							
10	Prerequisites for Credit Points: The credit points will be granted a completed.	ıfter all relevar	nt work a	and study work l	nave been successfully			
	CP Assignment:							
	Presence	No 1		1.00	СР			
11		No 2		1.00	-			
	Relevant Work	No 1 4.00		<u>CP</u>				
	Total			6 CP				
12	Weight of the module grade for th 3,3%	ne overall grad	le:					
13	Module Prerequisites:							
14	Presence:		_					
15	Mobility/Acknowledgement:	Mobility/Acknowledgement:						
15	Use of the module for other cour	se programs	Bache	lor Economics				
16	Responsible Lecturer: Dr. Ingolf Terveer			<b>Department:</b> University of N Business and	Nünster, School of Economics			

17	Misc.:

# Data Science 1

Module Title english:		Data Science 1			
Course Program:		Bachelor Business Administration			
1	Module No: QM 2	State: Compulsory	Language of Instruction: German		
2	Turn: each summer semester	<b>Duration:</b> 1 semester	Semester: 1 or 2	<b>CP:</b> 6	Workload (h): 180

# **Module Structure:**

3

No	Туре	Course	State	Workload (h)	
				Presence (h + CH)	Self- Study (h)
 1	Lecture	Data Science 1	Compulsory	30 h (2 CH)	60
2	Exercise	Tutorial on Data Science 1	Compulsory	30 h (2 CH)	60

# **Module Profile:**

# Purpose of the module/integration into curriculum

The module gives a general introduction to data science focussing on data transformations and data description. It is a prerequisite for all courses in empirical methods, econometrics and statistics.

#### **Course content:**

**Themes** 

Topics of Data Science 1 are: Using R in combination with the IDE RStudio, data import, elementary data transformations, simple ways to visualize data and description of univariate and multivariate data. The learning objective is to obtain a solid active and passive knowledge of the basic data science methods.

4

# Topics in Data Science 1: Introduction to R and RStudio; using the tidyverse package; importing data; elementary notation and terminology for data; scales; visualizing data; frequencies; empirical distribution function and quantiles; measures of location and dispersion; aggregation of means and variances; Simpson's paradox; multidimensional data; contingency tables; conditional distributions; coefficient of correlation; rank correlation; contingency coefficient; descriptive linear regression; communicating empirical studies using R notebooks.

# **Learning objectives**

Students shall - provide a description of the data science methods used for analysis, including a discussion of advantages, disadvantages, and necessary assumptions. - know how to organize, manage, and present data numerically and graphically for appropriate data analysis. - know how to use the statistical computing software R in combination with the IDE RStudio for data analysis.

# Learning outcomes:

# 5 Academic:

After completing the module, the students have basic knowledge of the data science methods

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. They use computers and software as exploratory, visualization, modelling and computational tools. The students undermine nonsensical regulations subversively. The students can engage their creativity in the quest for novel or elegant solutions. Communication: The students accept comments and feedback, and learn from them. They can explain fundamental concepts from data science to non-experts. They can justify choices made during problem solving and interpretation of results. The students present the results and assessment of a problem solving strategy. They communicate logical arguments both orally and in writing to a range of audiences.

- 6 Description of possible electives within the modules:
- **7 Examination:** Final Module Exam

	Rele	vant Work:		
8	No	Number and Type; Connection to Course	Duration	Part of final mark in %
	1	Written exam	120 min.	100 %

- **9** Study Work: none
- **Prerequisites for Credit Points:**
- The credit points will be granted after all relevant work and study work have been successfully completed.

CP Assignment:		
Dragongo	No 1	1.00 CP
riesence	No 2	1.00 CP
Relevant Work	No 1	4.00 CP
Total		6 CP
	Presence Relevant Work	Presence         No 1           No 2         No 1           Relevant Work         No 1

12	Weight of the module grade for the overall grade 3,3%	<b>::</b>	
13	Module Prerequisites:		
14	<b>Presence:</b> Presence is strongly recommended to warrant lea	ırning su	iccess
	Mobility/Acknowledgement:		
15	Use of the module for other course programs	Econon	lor Economics, Bachelor Politics and nics, Bachelor Economics and Law, Dual or Economics
16	Responsible Lecturer: Prof. Dr. Mark Trede, Professor Dr. Bernd Wilfling		<b>Department:</b> School of Business and Economics
17	Misc.:		

# Data Science 2

Course Program: Bachelor Business Administration	
1 Module No: QM 3 State: Compulsory Language of Instruction: German	n
Turn: each winter semester  Duration: 1 semester  Semester: 3 or 4  CP: 6  Wor	orkload (h): 180

# **Module Structure:**

3

No	Туре	Course	State	Workload (h	)
				Presence (h + CH)	Self- Study (h)
1	Lecture	Statistics II	Compulsory	30 h (2 CH)	60
2	Exercise	Tutorial on Statistics II	Compulsory	30 h (2 CH)	60

# **Module Profile:**

# Purpose of the module/integration into curriculum

The module gives a general introduction to data science, in particular to probability theory and statistical inference. It is a prerequisite for all future courses in empirical methods, econometrics and statistics.

#### **Course content:**

The course Data Science 2 introduces the basics of probability theory and statistical inference. The learning objective is to obtain a solid active and passive knowledge of the basic methods.

# Themes Learning objectives

4

Topics in Data Science 2: Basic notation and terminology of elementary probability theory and statistical inference; conditional probability; law of total probability; independence; probability trees; Bayes theorem; discrete and continuous random variables; distribution function; quantile function; density function; linear transformations of random variables: expectation; variance; Bernoulli distribution; binomial distribution; Poisson distribution; geometric distribution; normal and standard normal distribution; exponential distribution; uniform distribution; joint and conditional distribution (bivariate); independence; covariance; correlation; law of large numbers; limit theorems; sampling; sampling function; statistics; point estimation; interval estimation; hypothesis tests for expectations

Students shall - understand the mathematical basis and foundations of probability theroy and statistical inference. - demonstrate understanding of the properties of probability and probability distributions and their role as the foundation for statistical inference. demonstrate ability to use formal statistical argument in the context of economics and statistics. - provide a description of the method used for analysis, including a discussion of advantages, disadvantages, and necessary assumptions. - provide a discussion of the results and of a statistical analysis. provide a conclusion to the study including a discussion of limitations of the analysis. provide a concise and clear description of a statistical problem in economics.

and proportions; chi-square tests of goodness of fit and independence. **Learning outcomes: Academic:** After completing the module, the students have a basic knowledge of the statistical and probabilistic methods used in economics. The students 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 statistical 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. 5 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. They use computers and software as exploratory, visualization, modelling and computational tools. The students undermine nonsensical regulations subversively. The students can engage their creativity in the quest for novel or elegant solutions. Communication: The students accept comments and feedback, and learn from them. They can explain fundamental concepts from statistics to non-experts. They can justify choices made during problem solving and interpretation of results. The students present the results and assessment of a problem solving strategy. They communicate logical arguments both orally and in writing to a range of audiences. **Description of possible electives within the modules:** 6 none **Examination:** Final Module Exam 7 **Relevant Work: Duration** Part of final mark in % Number and Type; Connection to Course 8 Written exam 120 min. 100 % Study Work: none **Prerequisites for Credit Points:** The credit points will be granted after all relevant work and study work have been successfully 10

completed.

11

**CP Assignment:** 

	Presence	No 1		1.00 CP	
	- Fieschile	No 2		1.00 CP	
	Relevant Work	No 1		4.00 CP	
	Total			6 CP	
12	Weight of the module grade for th	ne overall grade	<b>::</b>		
13	Module Prerequisites:				
14	<b>Presence:</b> Presence is strongly recommende	d to warrant lea	arning su	uccess	
	Mobility/Acknowledgement:				
15	Use of the module for other cour	se programs	Econor	elor Economics, Bachelor Politics and mics, Bachelor Economics and Law, Dual lor Economics	
16	Responsible Lecturer: Prof. Dr. Mark Trede, Professor Dr.	. Bernd Wilfling		<b>Department:</b> School of Business and Economics	
17	Misc.:				

# Hard + Soft Skills A

Mod	dule Title english:	Hard + Soft Skills A			
Cou	ırse Program:	Bachelor Business A	Administration		
1	Module No: SKA	State: Elective	Language of Instruct	<b>ion:</b> Germar	n or chosen language
2	Turn: each semester	<b>Duration:</b> 2 semesters	Semester: 1 or 2 or 3 or 4	<b>CP:</b> 15	Workload (h): 450

# **Module Structure:**

	No	Туре	Course	State	Workload	(h)
					Presence (h + CH)	Self- Study (h)
3	1	Lecture	Economic and Business Ethics	Compulsory	30 h (2 CH)	60
	2	Lecture/ Exercise	Business Skills I	Elective	60 h (4 CH)	120
	3	Lecture/ Exercise	Business Skills II	Elective	60 h (4 CH)	120
	4	Exercise	Business Experience	Elective	o h (o CH)	180

# **Module Profile:**

# Purpose of the module/integration into curriculum

The module Business Skills conveys knowledge in business ethics and for business practice significant language skills and personal and social qualities (e.g. presentation skills, teamwork, conflict resolution).

# **Course content:**

In the module Economic and Business Ethics I the students are introduced in basic ethnical concepts and apply those for economic relevant issues. In Business Skills I and II the students can improve valuable personal skills for business practiques, like in courses in business languages English or French, Chinese (basics), presentation techniques, working in team, and problem-solving. The offer is always changing, therefore only course examples can be given, like Business Simulation Game TOPSIM, Personality and Social Competence, Case Study Analysis or scientific working.

# **Learning outcomes:**

# **Academic:**

Students learn the recognition of moral conflict situations and their desciption in the course of busniess ethics. The strong practical relevance helps to apply the content learned in business and everyday life. The literature conveys in the introduction and deepening of economic relevant discourses of busniess ethics. After completion of the language courses students have sound knowledge in the relevant business language and the necessary vocabulary. Alternatively students gain basic knowledge in Chinese.

# Soft skills:

Students improve their self-, social- and technical-competence by understanding and applying

	orga	nization and creative to	, presentation technique echniques. Further they v nsequences of economi	vill learn to s			
5	The	Description of possible electives within the modules: The other courses can be chosen from a changing offer, where either two courses with 6 CP have to be completed or 1 course with 6 CP and the internship.  Examination: Final Module Exam					
,	Examination: Final Module Exam						
	Rele	vant Work:					
8	No	Number and Type; Co	nnection to Course	Duration		Part of final mark in %	
	1	Written exam in Econ Ethics	omic and Business	60 min.		100 %	
	Stud	y Work:					
9	No	Number and Type; Co	nnection to Course			Duration	
	1	Assessment Business	Skills I			depends on course	
		Assessment Business Skills II				depends on course	
	2	Assessifient business	J JKIKIS II				
)	3	Business Experience	5 SKIIIS II			1 month internship minimum	
	3 Prero	Business Experience		ork and study		minimum ·	
	Prere The comp	Business Experience equisites for Credit Poi	nts:	ork and study		minimum ·	
0	Prere The comp	Business Experience equisites for Credit Poi credit points will be gra pleted.	nts:	ork and study	y work l	minimum ·	
<b>D</b>	Prero The comp	Business Experience equisites for Credit Poi credit points will be gra pleted. ssignment:	<b>nts:</b> Inted after all relevant w	ork and study	y work ł	nave been successfully	
<b>D</b>	Prero The comp	Business Experience equisites for Credit Poi credit points will be gra pleted.	nts: Inted after all relevant w	ork and study	1.00 2.0	nave been successfully	
	Prero The comp	Business Experience equisites for Credit Poi credit points will be gra pleted. ssignment:	nts: Inted after all relevant w  No 1  No 2	ork and study	1.00 2.0 2.0	nave been successfully  o CP	
0	Prero Comp	Business Experience equisites for Credit Poi credit points will be gra pleted. ssignment:	No 1 No 2 No 3 (on choice)	ork and study	1.00 2.0 2.0	nave been successfully  o CP o CP	
0	Prero Comp	Business Experience  equisites for Credit Poi credit points will be gra pleted.  ssignment:	No 1 No 2 No 3 (on choice) No 4 (on choice)	ork and study	1.00 2.0 2.0 0.0	nave been successfully  o CP o CP o CP	
10	Prero CP A  Pres	Business Experience  equisites for Credit Poi credit points will be gra pleted.  ssignment:	No 1 No 2 No 3 (on choice) No 4 (on choice) No 1		1.00 2.0 2.0 0.0 2.0 4.0	nave been successfully  o CP o CP o CP o CP	
0	Prero CP A  Pres	Business Experience  equisites for Credit Poi credit points will be gra pleted.  ssignment:  sence	No 1 No 2 No 3 (on choice) No 4 (on choice) No 1 No 1 No 2 No 2 (depending of	on choice	1.00 2.0 2.0 0.0 2.0 4.0	nave been successfully  o CP o CP o CP o CP o CP	

13	Module Prerequisites: For business languages English, French basic knolanguage.	wledge (from school) in the respective		
14	<b>Presence:</b> Dependung on course. For business languages, corhetorics, business simulations, presence is mand	· ·		
	Mobility/Acknowledgement:			
15	Use of the module for other course programs none			
16	Responsible Lecturer: Professor Dr. Peter Kajüter	Department: School of Business and Economics		
17	Misc.:			

# Hard + Soft Skills B

Mod	dule Title english:	Hard + Soft Skills B			
Cou	ırse Program:	Bachelor Business A	Administration		
1	Module No: SKB	State: Elective	Language of Instruct	<b>ion:</b> Germar	n or chosen language
2	Turn: each semester	<b>Duration:</b> 2 semesters	Semester: 1 or 2 or 3 or 4	<b>CP:</b> 15	Workload (h): 450

# **Module Structure:**

No	Туре	Course	State	Workload	(h)
				Presence (h + CH)	Self- Study (h)
1	Lecture	Economic and Business Ethics	Compulsory	30 h (2 CH)	60
2	Lecture/ Exercise	Hard + Soft Skills I	Elective	60 h (4 CH)	120
3	Exercise	Business Experience	Elective	o h (o CH)	180
4	Lecture/ Exercise	Hard + Soft Skills II	Elective	30 h (2 CH)	60
5	Lecture/ Exercise	Hard + Soft Skills III	Elective	30 h (2 CH)	60

# **Module Profile:**

# Purpose of the module/integration into curriculum

The module Business Skills conveys knowledge in business ethics and for business practice significant language skills and personal and social qualities (e.g. presentation skills, teamwork, conflict resolution).

# **Course content:**

In the module Economic and Business Ethics I the students are introduced in basic ethnical concepts and apply those for economic relevant issues. In Business Skills I and II the students can improve valuable personal skills for business practiques, like in courses in business languages English or French, Chinese (basics), presentation techniques, working in team, and problem-solving. The offer is always changing, therefore only course examples can be given, like Business Simulation Game TOPSIM, Personality and Social Competence, Case Study Analysis or scientific working.

# **Learning outcomes:**

# **Academic:**

Students learn the recognition of moral conflict situations and their desciption in the course of busniess ethics. The strong practical relevance helps to apply the content learned in business and everyday life. The literature conveys in the introduction and deepening of economic relevant discourses of busniess ethics. After completion of the language courses students have sound knowledge in the relevant business language and the necessary vocabulary. Alternatively

students gain basic knowledge in Chinese.

#### Soft skills:

Students improve their self-, social- and technical-competence by understanding and applying the themes communication, presentation techniques, elocution, leadership, work-and self-organization and creative techniques. Further they will learn to structure problems, develop solutions and reflect the consequences of economic decisions.

# Description of possible electives within the modules:

**6** The course Business Ethics I has to be absolved. Business Skills I and II can be chosen from a broad offer.

# **7 Examination:** Final Module Exam

	Relev	ant Work:	į	i
8	No	Number and Type; Connection to Course	Duration	Part of final mark in %
0	1	Written exam in Economic and Business Ethics	60 min.	100 %

	Stud	y Work:	1
9	No	Number and Type; Connection to Course	Duration
	1	Assessment Business Skills I	depends on course
	2	Business Experience	1 month internship minimum
	3	Assessment Business Skills II	depends on course
	4	Assessment Business Skills III	depends on course

# Prerequisites for Credit Points:

The credit points will be granted after all relevant work and study work have been successfully completed.

# **CP Assignment:**

10

No 1	1.00 CP
No 2 (on choice)	2.00 CP
No 3 (on choice)	0.00 CP
No 4	1.00 CP
No 5	1.00 CP
No 1	2.00 CP
No 1 (depending on choice under presence)	4.00 CP
No 2 (depending on choice under presence)	6.00 CP
No 3	2.00 CP
	No 2 (on choice)  No 3 (on choice)  No 4  No 5  No 1  No 1 (depending on choice under presence)  No 2 (depending on choice under presence)

		No 4		2.00 CP
	Total			15 CP
12	Weight of the module grade for t	the overall grade:		
13	Module Prerequisites: For business languages English, language.	Spanish, French b	asic knowledge	(from school) in the respective
14	Presence: Dependung on course. For business languages, courses in communication, presentation, rhetorics, business simulations, presence is mandatory.			
	Mobility/Acknowledgement:			
15	Use of the module for other cou	rse programs	none	
16	Responsible Lecturer: Professor Dr. Peter Kajüter  Department: School of Business and Economics			ness and Economics
17	Misc.:			

# Hard + Soft Skills C

Module Title english:		Hard + Soft Skills C			
Course Program:		Bachelor Business Administration			
1	Module No: SKC	State: Elective	Language of Instruction: German or chosen language		
2	Turn: each semester	Duration: 2 semesters	Semester: 1 or 2 or 3 or 4	<b>CP:</b> 15	Workload (h): 450

# **Module Structure:**

	No	Туре	Course	State	Presence (h + CH)  30 h (2 CH)  30 h (2 CH)  30 h (2 CH)  30 h (2 CH)  30 h (2	(h)
						Self- Study (h)
	1	Lecture	Economic and Business Ethics	Compulsory	_	60
3	2	Lecture/ Exercise	Hard + Soft Skills I	Elective	_	60
	3	Lecture/ Exercise	Hard + Soft Skills II	Elective	_	60
	4	Lecture/ Exercise	Hard + Soft Skills III	Elective	_	60
	5	Lecture/ Exercise	Hard + Soft Skills IV	Elective	30 h (2 CH)	60

# **Module Profile:**

# Purpose of the module/integration into curriculum

The module Business Skills conveys knowledge in business ethics and for business practice significant language skills and personal and social qualities (e.g. presentation skills, teamwork, conflict resolution).

# **Course content:**

In the module Economic and Business Ethics I the students are introduced in basic ethnical concepts and apply those for economic relevant issues. In Business Skills I and II the students can improve valuable personal skills for business practiques, like in courses in business languages English or French, Chinese (basics), presentation techniques, working in team, and problem-solving. The offer is always changing, therefore only course examples can be given, like Business Simulation Game TOPSIM, Personality and Social Competence, Case Study Analysis or scientific working.

# **Learning outcomes:**

# **Academic:**

Students learn the recognition of moral conflict situations and their desciption in the course of busniess ethics. The strong practical relevance helps to apply the content learned in business and everyday life. The literature conveys in the introduction and deepening of economic relevant discourses of busniess ethics. After completion of the language courses students have sound knowledge in the relevant business language and the necessary vocabulary. Alternatively

students gain basic knowledge in Chinese.

#### Soft skills:

Students improve their self-, social- and technical-competence by understanding and applying the themes communication, presentation techniques, elocution, leadership, work-and self-organization and creative techniques. Further they will learn to structure problems, develop solutions and reflect the consequences of economic decisions.

# Description of possible electives within the modules:

**6** The course Business Ethics I has to be absolved. Business Skills I and II can be chosen from a broad offer.

**7 Examination:** Final Module Exam

	Relev	vant Work:	1	1
0	No	Number and Type; Connection to Course	Duration	Part of final mark in %
0	1	Written exam in Economic and Business Ethics	60 min.	100 %

	Stud	y Work:	
	No	Number and Type; Connection to Course	Duration
	1	Assessment Business Skills I	depends on course
9	2	Assessment Business Skills II	depends on course
	3	Assessment Business Skills III	depends on course
	4	Assessment Business Skills IV	depends on course

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			
		No 2	1.00 CP			
	Presence	No 3	1.00 CP			
		No 4	1.00 CP			
11		No 5	1.00 CP			
11	Relevant Work	No 1	2.00 CP			
		No 1	2.00 CP			
	G. 1 W. 1	No 2	2.00 CP			
	Study Work	No 3	2.00 CP			
		No 4	2.00 CP			
	Total		15 CP			

12	Weight of the module grade for the overall grade: 3,3%		
13	Module Prerequisites: For business languages English, Spanish, French basic knowledge (from school) in the respective language.		
14	Presence: Dependung on course. For business languages, courses in communication, presentation, rhetorics, business simulations, presence is mandatory.		
	Mobility/Acknowledgement:		
15	Use of the module for other course programs none		
16	Responsible Lecturer: Professor Dr. Peter Kajüter	<b>Department:</b> School of Business and Economics	
17	Misc.:		

# **Business Analysis**

Module Title english:		Business Analysis			
Course Program:		Bachelor Business Administration			
1	Module No: TRB 1	State: Elective	Language of Instruction: English		
2	Turn: each winter semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180

# **Module Structure:**

	No	Туре	Course	State	Workload (h	)
3					Presence (h + CH)	Self- Study (h)
	1	Lecture	Business Analysis	Compulsory	30 h (2 CH)	60
	2	Exercise	Tutorial on Business Analysis	Compulsory	30 h (2 CH)	60

# **Module Profile:**

# Purpose of the module/integration into curriculum

The module "Business Analysis" conveys knowledge in analyzing a firm's financial and nonfinancial performance from both an internal and external perspective. It extends and deepens topics introduced in financial and management accounting. The lecture is supplemented by a tutorial, which serves to apply the knowledge to practical problems. Digital learning tests complement the course.

### **Course content:**

The course deals with both internal and external analysis of corporate performance by the means of ratios. It covers not only financial but also nonfinancial (sustainability) performance based on a stakeholder perspective. As a starting point, corporate goals and a firm's business model are discussed. Internal business analysis then takes a management and controlling view. This includes, among others, the valuation of firms, the selection and use of key performance indicator (KPI), value based metrics, and working capital ratios. In terms of sustainability accounting, the triple bottom line concept and challenges in measuring nonfinancial performance are elaborated. External business analysis deals with analyzing financial statements from a shareholder's and creditor's point of view. For this purpose, ratio analysis and, in particular, portfolio analysis and credit ratings are covered. Moreover, the analysis of sustainability reports provides insights into the firm's nonfinancial performance. The overall aim of this module is to make students familiar with various approaches of performance measurement and to enhance their understanding of interrelationships between financial and nonfinancial (sustainability) performance.

# **Learning outcomes:**

#### **Academic:**

Students will be familiar with the principles of analyzing performance from both an internal and external perspective. They are able to select, calculate and interpret performance measures for management control. In addition, they are able to assess the financial performance and financial position of a firm based on its financial statements. They are also able to understand and interpret sustainability reports. Overall, students are able to critically question and discuss individual aspects of accounting.

# Soft skills:

	of ac prom Final	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:							
7	Exam	ination: Final Module Exam							
8	Relev	vant Work: Number and Type; Connecti	on to Course	D	uration	Part of final mark in %			
	1	Written Exam		90	o min.	100 %			
9	Study	y Work: none							
10	The c	equisites for Credit Points: redit points will be granted a pleted.	ıfter all relevant	work a	and study wor	k have been successfully			
	CP As	ssignment:							
	Dros	sence	No 1		1.0	оо СР			
11		ociice	No 2		1.0	oo CP			
	Rele	vant Work	No 1			00 CP			
	Tota	l			60	CP			
12	Weig 3,3%	ht of the module grade for th	ne overall grade	:					
13	Reco	ule Prerequisites: mmended: Knowledge from F ncial Accounting and Taxatior		Accoun	ting, Manage	ment Accounting and			
14	<b>Prese</b> Prese	ence: ence is strongly recommende	d to warrant lea	ırning s	success.				
	Mobi	lity/Acknowledgement:							
15	Use	of the module for other cour	se programs	Bach Syste		cs, Bachelor Information			
16		<b>onsible Lecturer:</b> ssor Dr. Peter Kajüter		_	<b>Departmen</b> School of B	t: usiness and Economics			
17	Misc. Track	: Accounting (Core subject)							

# Corporate Restructuring & Transformation

Мо	dule Title english:	Corporate Restructuring & Transformation			
Cou	rse Program:	Bachelor Business A	dministration		
1	Module No: TRB 2	State: Elective	Language of Instru	ction: Eng	lish
2	Turn: each summer semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180
	Module Structure:				

	No	Туре	Course	State	Workload	(h)
3					Presence (h + CH)	Self- Study (h)
	1	Exercise	Corporate Restructuring & Transformation	Compulsory	30 h (2 CH)	60
	2	Exercise	Tutorial Corporate Restructuring & Transformation	Compulsory	30 h (2 CH)	60

### **Module Profile:**

# Purpose of the module/integration into curriculum

This elective module builds on the theoretical foundations of the introductory and compulsory courses of the first two years, particularly the successful completion of the course "Management Accounting and Control" is recommended. The module focuses on the restructuring of companies against the background of changing business models. Here, the focus is on cost reduction in less promising business areas on the one hand and investments and capacity building in more promising business areas on the other hand. Hence, the module focuses on applying theoretical content taught in the first two years of study to concrete business decisions and their financial implications during a corporate transformation.

#### **Course content:**

The module "Corporate Restructuring & Transformation" deals with the restructuring of companies against the background of changing business models. Based on investment decisions, the creation of shareholder value and the question of financing growth, the importance of internal financing and thus cost reduction to free up financial resources for growth areas of a company are dealt with. In the area of cost reduction, the focus is on understanding cost functions, (a-)symmetric cost behavior, and cost structures. In addition, the degradability and design of different types of costs such as material costs or personnel costs are dealt with. In the are of growth, the management and investment in promising business areas such as digitalization, e-commerce, or decarbonization are discussed. The third part of the lecture deals with selected instruments for implementing a transformation with a focus on control and incentive systems, the organization, and corporate culture. With the help of guest lectures, case studies, digital content (self-study tasks and learning videos), and supplementary exercises, relevant topics are explored in-depth and a profound understanding on the part of the students is made possible.

# **Learning outcomes:**

# **Academic:**

On successful completion of this module,

- students are able to extract relevant information from cost accounting and make decisions from a management perspective.
- 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 Description of possible electives within the modules:

**7 Examination:** Examinations for every part of the module

# Relevant Work: No Number and Type; Connection to Course Duration Part of final mark in % Written exam 90 min. 75 % Case Studies (might be in groups) maximum of 20 pages

# **9** Study Work: none

10

11

# **Prerequisites for Credit Points:**

The credit points will be granted after all relevant work and study work have been successfully completed.

# **CP Assignment:**

Draganca	No 1	1.00 CP
Presence	No 2	1.00 CP
Dalamant Wards	No 1	3.00 CP
Relevant Work	No 2	1.00 CP
Total		6 CP

# Weight of the module grade for the overall grade: 3.3%

# **Module Prerequisites:**

Recommended: Successful completion of the module "Management Accounting and Control". The number of participants allowed can be limited.

# Presence: Presence is strongly recommended to warrant learning success.

45	Mobility/Acknowledgement:					
15	Use of the module for other course programs	Bachel	helor Economics			
16	Responsible Lecturer: Professor Dr. Martin Artz		<b>Department:</b> University of Münster, School of Business and Economics			
17	Misc.: The module is assigned to the corporate transforcore module and to the finance track as addition					

# **Entrepreneurial Marketing**

Mo										
Module Title english:				Entrepreneurial Marl	Entrepreneurial Marketing  Bachelor Business Administration					
Course Program:				Bachelor Business Administration						
1	Mod	ule No: TRB 3	3	State: Elective	Language of	Instru	ction: E	ngli	ish	
2	Turn:	: each summ ester	ier	<b>Duration:</b> 1 semester	Semester: 5	or 6	<b>CP:</b> 6		Workload	<b>l (h):</b> 180
	Mod	ule Structure	e:							
	No	Туре	Cours	se		State	<b>:</b>	Wo	orkload (h	)
3									esence + CH)	Self- Study (h)
	1	Lecture	Entre	preneurial Marketing		Comp	oulsory	30	h (2 CH)	60
	2	Exercise	Tutori	al Entrepreneurial Ma	rketing Compulsory		30	h (2 CH)	60	
	Course content:  The aim of the Entrepreneurial Marketing course is to provide students with theoretical and methodological knowledge about the topic Entrepreneurial Marketing. The students gain insights into the challenges of Entrepreneurial Marketing that contribute to the success of new companies.									
	into		knowled	ge about the topic Ent	repreneurial M	1arketi	ng. The	stu	dents gair	n insights
5	Learn Acad Upor - from - succ Soft Upor	ning outcom lemic: n completion understar the area of s recognize essfully. skills: n completion solve profare and com	es:  of this and a services and an of this blems e munica ic-speci	ge about the topic Ent	able to able to able to able to able to ally desirable work.	Marketi ute to i odels, ng. provisi	instrum	stu cess nent	ts, and me	n insights ompanie ethods marketing
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	Learn Acad Upor - from - succ Soft Upor - prep The Desc none	ning outcom lemic: n completion understan the area of s recognize essfully. skills: n completion solve pro are and com solve top participat	es of En  es:  of this d and of services and an of this blems e munica ic-speci e and le	ge about the topic Ent trepreneurial Marketin course, students are a explain essential term marketing/ entrepren alyze specific challeng course the student is fficiently and in a soci te results of this team fic cases effectively. ead topic-specific disc	able to able to eurial marketiges of service pable to ally desirable work.	Marketi ute to i odels, ng. provisi	instrum	stu cess nent	ts, and me	n insights ompanies ethods marketins

	1 W	Vritten exam		90	min.	100 %	
9	Study V	<b>Nork:</b> none					
10		uisites for Credit Points: dit points will be granted a eted.	fter all relevan	t work ar	nd study work h	nave been successfully	
	CP Assi	ignment:					
	Duogan		No 1		1.00	СР	
11	Preser	ice	No 2		1.00	СР	
	Releva	ant Work	No 1		4.00	СР	
	Total				6 CP		
12	Weight 3,3%	of the module grade for th	e overall grade	e:			
13		e <b>Prerequisites:</b> mended: Modules "Marketi	ing Manageme	nt" and '	'Marketing Ana	lytics".	
14	<b>Presen</b> Presen	<b>ce:</b> ce is strongly recommende	d to warrant lea	arning sı	JCCess.		
	Mobilit	y/Acknowledgement:					
15	I LICO OF THE MEASURE FOR STREET COURCE BYOGRAMS				Bachelor Economics, Bachelor Information Systems		
16		nsible Lecturer: sor Dr. Thorsten Wiesel			<b>Department:</b> School of Bus	siness and Economics	
17	Misc.: Track: E	Entrepreneurship & Innovat	tion (core mod	ule), Mar	keting (additio	nal module).	

# Finance & Accounting Case Studies Seminar

Module Title english:				Finance & Accounting Case Studies Seminar						
Course Program: Bachelor Business Administration										
1 Module No: TRB 4				State: Elective	Language of Instruction: German or Englis			h		
2	Turn:	each winter ester		<b>Duration:</b> 1 semester	Semester	<b>:</b> 5 or 6	<b>CP:</b> 6	<b>CP:</b> 6 <b>Workload (h):</b> 180		
	Modi	ule Structure	:							
	No	Туре	Cou	ırse			State	Workload (h)	)	
3								Presence (h + CH)	Self- Study (h)	
	1	Seminar	Fina	ance & Accounting Ca	ase Studies	Seminar	Elective	30 h (2 CH)	150	
4	The s	se content: seminar cove	rs se	ccounting.  veral intergative topic		e and acc	counting a		aim of th	
4	The s cours conn cours	se content: seminar cover se is to make ects different ses is enhance	rs se stud t mod ced ir	-	ctions betwe lor studies.	e and acc een the d Students	ounting a lifferent ar ' knowlec	nd taxes. The eas. Thereby, Ige from previo	aim of th it ous	
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5	Learn Acad Study corpor of ma Soft storm Comm	se content: seminar cove se is to make ects different ses is enhanc es have to be ning outcome emic: ents are fami orate account anagement d skills: dition, stude munication, p	rs serested to mode to	veral intergative topic ents aware of connect dules from the bache in certain aspects and ved in groups.  vith the various forms They are able to thinlons.  an solve complex prontation and conflict responses	ctions betweelor studies. I will be practions of corporate in business oblems in a resolution skew modules:	e and acceen the d Students ctised by te finance ss contex team. Th	counting a lifferent and the country of the country	nd taxes. The reas. Thereby, lge from previon case studies different systems interdepe	aim of the it ous s. The cas	
5 6 7	The scours conn cours studi  Learn Acad Studi corpo of ma Soft sin ad comr  Desc none  Exam	se content: seminar cove se is to make ects different ses is enhanc es have to be ning outcome emic: ents are fami orate account anagement d skills: dition, stude munication, p	rs serested to mode to	veral intergative topic ents aware of connectules from the bache certain aspects and yed in groups.  vith the various forms They are able to thinlons.  an solve complex prontation and conflict relation and conflict relation and conflict relations.	ctions betweelor studies. I will be practions of corporate in business oblems in a resolution skew modules:	e and acceen the d Students ctised by te finance ss contex team. Th	counting a lifferent and the country of the country	nd taxes. The reas. Thereby, lge from previon case studies different systems interdepe	aim of the it ous s. The cas	
5	The scours conn cours studi  Learn Acad Studi corpo of ma Soft sin ad comr  Desc none  Exam	se content: seminar coverse is to make ects different ses is enhanced in the semic.  The seminary of the seminary of the semical end in the semical end in the seminary of the seminary o	rs serested to mode to	veral intergative topic ents aware of connectules from the bache certain aspects and yed in groups.  vith the various forms They are able to thinlons.  an solve complex prontation and conflict relation and conflict relation and conflict relations.	ctions betweelor studies. I will be practions of corporate in business oblems in a resolution state modules:	e and acceen the d Students ctised by te finance ss contex team. Th	e and the ts and ass	nd taxes. The reas. Thereby, lge from previous case studies different systems interdepend anced	aim of the it ous s. The cas	
6	The second course studies  Learn Acad Studies of mass Soft second common Descendes Relevant Relevant Course	se content: seminar coverse is to make ects different ses is enhanced in the semic.  The seminary of the seminary of the semical end in the semical end in the seminary of the seminary o	rs serested to mode to	veral intergative topic ents aware of connectules from the bache certain aspects and yed in groups.  with the various forms They are able to thinlons.  an solve complex prontation and conflict relation and conflict relations for every part of the electives within the	ctions betwee lor studies. I will be practically soften to be practically soften business oblems in a resolution state modules:	e and acceen the d Students ctised by te finance s contex team. Th kills.	e and the ts and ass	nd taxes. The reas. Thereby, lge from previo on case studies different syste sess interdepe	aim of the it ous s. The cas	

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	No 1		1.00 CP			
11	Relevant Work	No 1		3.00 CP			
	Relevant work	No 2		2.00 CP			
	Total			6 CP			
12	Weight of the module grade for t	he overall grade:					
13	Module Prerequisites: The knowledge of the second year finance is expected.	ar of study, espec	ially	lly in accounting, taxations, and corporate			
14	<b>Presence:</b> Presence is strongly recommend	ed to warrant lear	nin	ing success			
	Mobility/Acknowledgement:						
15	Use of the module for other cou	rse programs	Ва	Bachelor Economics			
16	Responsible Lecturer: Prof. Dr. Thomas Langer, Professor Dr. Christoph Watrin  Department: School of Business and Economics						
17	Misc.: Track: Accounting (additional mo	odule).					

# Financial Restructuring

Mod	dule Title english:	Financial Restructuring			
Cou	rse Program:	Bachelor Business A	dministration		
1	Module No: TRB 5	State: Elective	Language of Instru	ction: Eng	lish
2	Turn: each summer semester	<b>Duration:</b> 1 semester	Semester: 5 or 6 CP: 6 Workload (h): 18		

# **Module Structure:**

3	

No	Туре	Course	State	Workload (h	)
				Presence (h + CH)	Self- Study (h)
1	Lecture	Financial Restructuring	Compulsory	30 h (2 CH)	60
2	Exercise	Tutorial Financial Restructuring	Compulsory	30 h (2 CH)	60

# **Module Profile:**

# Purpose of the module/integration into curriculum

This elective module builds on the theoretical foundations of the introductory and compulsory courses of the first two years of study. Successful completion of the "Fundamentals of Finance" course is recommended. The content of this module focuses on the financial restructuring of distressed companies. In particular, the questions "How can the risk of insolvency be measured?", "What economic and social costs arise in the event of insolvency" and "How can the liabilities be restructured?" We will also look at how liquidity can be created by selling parts of the company and how investors can invest in distressed or highly levered companies. Hence, the module focuses on applying theoretical and ethical concepts taught during the first two years of study to actual business decisions and their financial implications during corporate restructurings. There are various links to the compulsory and elective modules of the FCM and ACM.

# **Course content:**

4

The module "Financial Restructuring" deals with the restructuring of financially distressed companies. The course is divided into four parts. In the first part, the reasons for financial difficulties of companies are examined and methods for measuring financial distress and their economic and social costs are discussed. The second part tackles the question of how companies can negotiate a financial restructuring with their investors in order to enable the company's recovery. Students get to know the various interests and property rights of all stakeholders involved and analyze how out-of-court and bankruptcy-court negotiations differ. The third part focuses on the asset side of the balance sheet by analyzing the question of how portfolio restructuring can help the company to recover. Divestitures of company parts and the sale of the entire company are analysed. Students learn how strategic and financial considerations influence such transactions. The last part deals with investments into in distressed assets and what specific opportunities and risks there are. In particular, students learn how markets for high yield bonds and leveraged loans work and how such investments can be valued. With the help of guest lectures, case studies, digital content (self-study tasks and learning videos), and supplementary exercises, relevant topics are explored in-depth and a profound understanding on the part of the students is facilitated.

# **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:

5

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 Description of possible electives within the modules:
- **7 Examination:** Final Module Exam

# Relevant Work: No Number and Type; Connection to Course Duration Part of final mark in % Written exam maximum of 120 min. Case Studies (might be in groups) max. 12 pages 30 %

- **9** Study Work: none
- Prerequisites for Credit Points:

  10 The credit points will be granted
  - The credit points will be granted after all relevant work and study work have been successfully completed.

11	CP Assignment:			
	Presence	No 1	1.00 CP	
		No 2	1.00 CP	
	Dalament Wards	No 1	3.00 CP	
	Relevant Work	No 2	1.00 CP	
	Total		6 CP	

- Weight of the module grade for the overall grade:
- Module Prerequisites:

  Recommended: Successful completion of the module "Investment and Finance".

14	Presence: Presence is strongly recommended to warrant learning success.		
15	Mobility/Acknowledgement:		
15	Use of the module for other course programs none		
16	Responsible Lecturer: Prof. Dr. Christoph Schneider		<b>Department:</b> University of Münster, School of Business and Economics
17	Misc.: The module is assigned to the corporate transformation track as a core module.		

# Foundations of Sustainable Finance

Module Title english:		Foundations of Sustainable Finance				
Course Program:		Bachelor Business Administration				
1	Module No: TRB 6	State: Elective	Language of Instruction: English			
2	Turn: each winter semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180	

# **Module Structure:**

	No	No Type Course		State	Workload (h)	
3					Presence (h + CH)	Self- Study (h)
	1	Lecture	Foundations of Sustainable Finance	Compulsory	30 h (2 CH)	60
	2	Exercise	Tutorial on Foundations of Sustainable Finance	Compulsory	30 h (2 CH)	60

### **Module Profile:**

# Purpose of the module/integration into curriculum

This module is part of the Finance Track. It builds on the classical Finance theories that you studied in the module "Corporate Finance". In this module, we extend these theories by discussing the latest empirical and theoretical research in Sustainable Finance.

### **Course content:**

We start by defining the concept of sustainability and study how to measure and evaluate the sustainability of firms and investment portfolios. We then discuss how more responsible and green policies affect the financial performance and valuation of firms. In the third part of the class, we focus on the risk-return implications of socially responsible investing (SRI). The key learning objectives are:

- Understanding and measuring sustainability.
- The impact of more responsible and green policies on firm value.
- Performance of SRI portfolios.

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:

5

Within the tutorial, students work together in teams to prepare and present case studies. Thereby, they can practice their presenting, writing, and teamwork skills. As we expect a strongly

		international group of students in this class, the team work on the case studies also allows students to practice their intercultural teamwork skills.						
6	Description of possible electives within the modules: none							
7	Exan	nination: Examinations for ex	ery part of t	the module				
	Rele	vant Work: Number and Type; Connecti Course	on to	Duration		Part of final mark in %		
8	1	Written exam		90 min.		85 %		
	2	Case study with presentatio groups)	n (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		No 1 1.00 CP					
11			No 2		1.00 CP			
	Rela	evant Work	No 1		3.00 CP			
			No 2		1.00 CP			
	Tota	al	6 CP					
12	<b>Weig</b> 3,3%	tht of the module grade for th	ne overall gi	rade:				
13	Requ	ule Prerequisites: uired knowledge is the course icted.	e "Corporate	Finance". 1	The number of parti	cipants can be		
14		ence: ence is strongly recommende	d to warran	t learning s	uccess.			
	Mob	ility/Acknowledgement:						
15	Use	Use of the module for other course programs			Bachelor Economics			
16	Responsible Lecturer: Prof. Nadja Guenster				Department: University of Münster, School of Business and Economics			

**Misc.:** Track: finance (core module).

### Foundations of Innovation Management

Мо	dule Title english:	Foundations of Innovation Management					
Cou	rse Program:	Bachelor Business	Bachelor Business Administration				
1	Module No: TRB 7	State: Elective	Language of Instruction: German or English				
2	Turn: each summer semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180		

#### **Module Structure:**

	No Type		Course	State	Workload (h)		
<b>,</b>					Presence (h + CH)	Self- Study (h)	
	1	Lecture	Foundations of Innovation Management	Elective	30 h (2 CH)	60	
	2	Exercise	Tutorial Foundations of Innovation Management	Compulsory	30 h (2 CH)	60	

#### **Module Profile:**

#### Purpose of the module/integration into curriculum

The module combines and integrates relevant management concepts that have been taught among others in the modules Foundations of Business Administration, Foundations of Marketing, Management Account and Control and Management and Governance and broadens the acquired knowledge by innovationspecific and strategic aspects.

#### **Course content:**

In Innovation Management factors, goals, strategies, process elements, and organizational structures of a systematic management of new products, processes related to their development as well as the underlying interplay between different domains and departments in a company are taught and discussed. This is accompanied by case studies of successful and failed innovations elaborated by the students to deepen the knowledge of relevant concepts and theories.

#### **Learning outcomes:**

#### Academic:

Upon completion of the course the student is able to...

- apply fundamental innovation management concepts; know the main objectives and different facets of innovation management and assess their relevance.
- understand the elemental action framework of innovation management and differentiate between micro-, macroenvironmental and situational factors.
- understand the strategic nature of innovation management; know and apply different product development, branding, timing, and ccoperation strategies.
- understand the holistic innovation management process from market situation analysis to market entry.
- develop an understanding for organizational structures and processes; recognize the substantial influence of individual roles and the culture within an organization on its innovativeness.

#### **Soft skills:**

Upon completion of the course the student is able to...

4

5

	<ul> <li>evaluate empirical research based on own experiences.</li> <li>engage in discipline-specific discussions.</li> </ul>							
6	<b>Desci</b> none	Description of possible electives within the modules:						
7	Exam	ination: Examinations for ev	very part of the m	nodu	le			
8	Relevant Work:  No Number and Type; Connection to Course Duration						Part of final mark in %	
8	1	Written exam on Innovation			60 min.		100 %	
9	Study No.	/ Work:  Number and Type; Conne		men	t in groups		uration 40 min.	
10	The c	quisites for Credit Points: redit points will be granted a leted.	ifter all relevant v	work	and study w	ork h	nave been successfully	
	CP As	ssignment:						
	Pres	ence	No 1		1.00 CP			
11		ence	No 2			1.00		
	-	vant Work	No 1			3.00		
	-	ly Work			1.00 CP			
	Tota	<b>l</b>			6 CP			
12	<b>Weig</b> 3,3%	ht of the module grade for th	ne overall grade:					
13	<b>Modu</b> None	ıle Prerequisites:						
14	<b>Prese</b> Atten	ence: dance is strongly recommen	ded to warrant le	earni	ng success			
	Mobi	lity/Acknowledgement:		_		_		
15	Use	of the module for other cour	se programs	Вас	helor Econon	nics		
16		onsible Lecturer: -Prof. Dr. Thorsten Hennig-Th	urau		<b>Departmen</b> School of B	ent: f Business and Economics		
17	<b>Misc.</b> Track	: : Marketing (core module).						

## Trade and Company Law

ra										
Module Title english: Trade and Compan				Trade and Company Law	Law					
Course Program:				Bachelor Business Administration						
1	Modu	ule No: TRB	8	State: Elective	Languag	ge of Instruc	<b>:tion:</b> Ger	man		
2	Turn: each semester			<b>Duration:</b> 2 semesters	Semeste	<b>er:</b> 5 or 6	<b>CP:</b> 6	Workload	<b>(h):</b> 180	
Module Structure:			e:							
	No	Туре	Co	ourse		Sta	te	Workload (h	)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Tr	ade law and Company La	w I	Con	npulsory	30 h (2 CH)	60	
	2	Lecture	Co	ompany Law II		Con	npulsory	30 h (2 CH)	60	
4	Cours Introdearlie the tr	er within the rader, the co cularities of	sco omm the	and Company Law. The lope of the lecture in Civil Lecture in Civil Lecture in Civil Lecture in Compact (Ch. Compact (Ch. Ch. Ch. Ch. Ch. Ch. Ch. Ch. Ch. Ch.	aw. In de any law, t Company	etail, the led types of rep Law I the le	cture will resentati ecture pre	deal with the on, and other sents the Ge	term of rman	
4	Introde earlied the transpartic types	se content: duction to The within the rader, the content of the co	e sco omm the ships ratio	pe of the lecture in Civil L ercial register, the compa	aw. In de any law, t Company lecture ir students	etail, the led types of rep Law I the le n Company s. In Compa	cture will resentati ecture pre Law II int ny Law I a	deal with the on, and other sents the Ge roduces the ( as well as in (	term of rman German	
5	Introde earlie the treation types types Law I  Learn Acad The Icomp strate within students	se content: duction to Ter within the rader, the cocularities of of partners of incorporal, the Course emic: ectures in Troanies. The legic and use in the Trade ents are able	e sco omm the ships ration e con rade learr eful to Law e to e	pe of the lecture in Civil L ercial register, the compa trade law. In the field of C (GbR, OHG and KG). The ns (GmbH and AG) to the	aw. In de any law, to company lecture in students entation a de an overed to be students veront comp	etail, the lectypes of rep Law I the lean Company Is. In Compa and different erview on all beneficial f will encoun	ture will resentati ecture pre Law II int ny Law I at kinds of the for future ter all rel to apply.	deal with the on, and other sents the Ge roduces the Ge well as in Ge fliabilities.  Tlaw relevant managers to evant legal no Eventually, t	term of rman German Company to come to orms he	
	Course Introduce artist types types Law I	se content: duction to Tree within the rader, the coularities of sof partners of incorporal, the Course emic: ectures in Tree and use on the Trade ents are able rent to certa	e sco pmm the ships ration e con nes: rade learr learr the law e to o in ty	pe of the lecture in Civil Lercial register, the compatrade law. In the field of Company Company Law provides and Company Law provides on the company Law provides and Company Law provides and will know which type evaluate and assess power.	aw. In de any law, to company lecture in students entation a de an overed to be students vers of compers of rep	etail, the lectypes of rep Law I the lean Company Is. In Compa and different erview on all beneficial f will encoun	ture will resentati ecture pre Law II int ny Law I at kinds of the for future ter all rel to apply.	deal with the on, and other sents the Ge roduces the Ge well as in Ge fliabilities.  Tlaw relevant managers to evant legal no Eventually, t	term of rman German Company to come to orms he	
5	Learn Acad The learn strate within stude inher	se content: duction to The within the rader, the coularities of sof partners of incorporal, the Course emic: ectures in The panies. The legic and use in the Trade ents are able rent to certa	e sco pmmm the ships ratio e con nes: rade learr eful k Law e to c in ty	pe of the lecture in Civil Lercial register, the compatrade law. In the field of Company Company Law providing outcomes are expectations. The sand will know which type evaluate and assess powers of companies.	aw. In deany law, to company lecture in students entation and de an overed to be students we of compers of reprodules:	etail, the leadypes of rep Law I the lean Company Is. In Compa erview on all beneficial f will encoun bany is best presentation	ture will resentati ecture pre Law II int ny Law I at kinds of the for future ter all rel to apply.	deal with the on, and other sents the Ge roduces the Ge well as in Ge fliabilities.  Tlaw relevant managers to evant legal no Eventually, t	term of rman German Company to come to orms he	
5	Course Introduce article the treatment of types types Law I  Learn Acad The Identification of the Identificati	duction to The within the rader, the coularities of of partners of incorporal, the Course emic: ectures in Troanies. The legic and use in the Trade ents are ablement to certa ription of positions. Exvant Work:	e sco pmmm the ships ratio e con nes: rade learr eful k Law e to c in ty	pe of the lecture in Civil Lercial register, the compatrade law. In the field of Company Company Law providing outcomes are expectations of company Law providing outcomes are expectations. The sand will know which type evaluate and assess powers of companies.	aw. In deany law, to company lecture in students entation and de an overed to be students we of compers of reprodules:	etail, the leadypes of rep Law I the lean Company Is. In Compa erview on all beneficial f will encoun bany is best presentation	ture will resentation of the content	deal with the on, and other sents the Ge roduces the Ge well as in Ge fliabilities.  Tlaw relevant managers to evant legal no Eventually, t	to come to orms he hat are	
5	Learr Acad The le comp strate within stude inher Conne	duction to The within the rader, the coularities of of partners of incorporal, the Course emic: ectures in Troanies. The legic and use in the Trade ents are ablement to certa ription of position. Exvant Work:  Number an	e sco pmm the thips ratio e con nes: rade learr eful t Law e to c in ty possib	pe of the lecture in Civil Lercial register, the compatrade law. In the field of Company Company and Company Law providing outcomes are expectively and will know which type evaluate and assess powers of companies.  The second companies is a companies of companies of companies in the mations for every part of the mations for every part of the companies is a companies in the mations for every part of the companies is a companies in the companies in the companies is a companie of the companies in the companies is a companie of the companies in the companies in the companies is a companie of the companies in the companies is a companie of the companie of the companie of the companies is a companie of the companie	aw. In deany law, to company lecture in students entation and de an overed to be students we of compers of reprodules:	etail, the lectypes of rep Law I the lectypes of rep Law I the lectypes. In Company and different erview on all beneficial fewill encount oany is bestoresentation	ture will resentation resentation resentation resentation reserved in the second reserved res	deal with the on, and other sents the Ge roduces the Ge well as in Ge fliabilities.  Flaw relevant managers to evant legal not Eventually, the soft liability to the control of the contro	to come to orms he hat are	

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	No 2			1.00 CP		
	Relevant Work	No 1			2.00 CP		
	Relevant Work	No 2			2.00 CP		
	Total				6 CP		
12	Weight of the module grade for the overall grade: 3,3%						
13	Module Prerequisites:						
14	<b>Presence:</b> Presence is strongly recommende	ed to warrant le	arning	success			
	Mobility/Acknowledgement:						
	Use of the module for other cour	se programs	Master Business Administration, Master Economics				
15	Module Title english		Trade and Company Law				
	English translation of module co	mponents	No 1:	Trade law	and Company Law I		
	from section 3		No 2:	Company	Law II		
16	6 II - 7				<b>Department:</b> School of Business and Economics		
17	Misc.:  Trade law and Company Law I will be offered in the winter term, Company law II in the summer term. Bachelor Business Administration: Track Accounting (additional module).						

# Hello World - Introduction to Data Science

Mod	dule Ti	tle english:		Hello World - Introdu	ıction	to Data S	cienc	e		
Cou	rse Pro	ogram:		Bachelor Business A	dmini	stration				
1	Mod	ule No: TRB 9	)	State: Elective	State: Elective Language of Instruction: English					
2	Turn:	each winter		Duration: 1 semester	Sem	ester: 5 o	r 6	<b>CP:</b> 6	Workload (	<b>h):</b> 180
	Mod	ule Structure	:				-			
	No	Туре	Cour	se			Stat	e	Workload (h	)
3									Presence (h + CH)	Self- Study (h)
	1	Lecture	Intro	duction to Data Scienc	ce		Com	pulsory	30 h (2 CH)	60
	2	Exercise	Tutor	ial Introduction to Dat	a Scie	nce	Com	pulsory	30 h (2 CH)	60
4	Mod	ule Profile:								
5	Learı	ning outcome	es:							
6	<b>Desc</b> none	-	ssible	electives within the m	odule	s:				
7	Exam	nination: Fin	al Mod	ule Exam						
8	Relev No	vant Work: Number and Project worl		, ,		maximum of 60		Part of final mark in %		
9	Stud	y Work: none	<u> </u>			pages				
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:					<del>_</del>			
	Prec	sence		No 1				1.00 CP		
11				No 2	No 2		1.00 CP			
	Rele	evant Work		No 1			4.00 CP			
	Tota	ıl					6 CP			

12	Weight of the module grade for the overall grade 3,3%	e:			
13	Module Prerequisites:				
14	Presence: Presence is strongly recommended to warrant learning success.				
	Mobility/Acknowledgement:				
	Use of the module for other course programs	Bach	Bachelor Economics		
15	Module Title english	Hello World - Introduction to Data Science			
	English translation of module components		No 1: Introduction to Data Science		
	from section 3	No 2:	Tutorial Introduction to Data Science		
16	Responsible Lecturer: Prof. Dr. Raoul Kübler		<b>Department:</b> University of Münster, School of Business and Economics		
17	<b>Misc.:</b> Track Data Analytics (core subject).				

### Human Resource Management & Entrepreneurship

Human Resource Management &

Tutorial Human Resource Management &

Entrepreneurship

Entrepreneurship

				management	<u> </u>	٠,, ٠,, ١			
Мо	Module Title english: Human Resource Management & Entrepreneurship								
Cou	rse Pr	ogram:		Bachelor Business Administration					
1	Mod	<b>ule No:</b> TR	B 10	State: Elective	Language of Instruction: German				
2	Turn: each semester Duration: 1 semester Se			Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180			
	Mod	ule Struct	ure:		-				
	No	Туре	Cou	ırse		State	Workload	(h)	
							Presence	Self- Study	

### **Module Profile:**

Lecture

Exercise

1

#### **Course content:**

In this module the basic knowledge for a successful Human Resource Management is imparted. A special focus is put on start-ups and newly founded companies. These companies face special challenges in HRM.

	Themes	Learning objectives				
	Recruiting:	<ul> <li>Introduction to employer branding</li> <li>"War for talents": how can a start-up outperform larger organizations?</li> <li>Personnel marketing in the start-up phase</li> <li>Digitalization in recruiting</li> </ul>				
4	Assessment:	Personnel selection according to DIN 33430 for start-ups, including     o Job analysis     o Psychometric Properties of test procedures     o Psychological assessment in personnel selection				
	HR development:	<ul> <li>Importance of first employees</li> <li>Methods of HR development</li> <li>Strategic personnel development in start-ups</li> <li>Leadership &amp; Teamwork</li> <li>Increasing innovation</li> </ul>				
	The entrepreneur	<ul> <li>Entrepreneurs as the centrum of an organization?</li> <li>Requirements for entrepreneurs in HR (e.g. HR laws &amp; regulations)</li> </ul>				

(h + CH)

30 h (2

30 h (2

CH)

CH)

Compulsory

Compulsory

(h) 60

What makes an entrepreneur? Impetus for self-analysis Psychological constructs related to entrepreneurship: Psychological key competencies in building a company **Learning outcomes: Academic:** The following competencies from the field of business psychology and HRM will be taught: Conception of a successful recruiting strategy for a start-up, as well as the theoretical models background from the field of of an employer branding. Knowledge for the The process and function of personnel marketing in start-upsselection of the right personnel marketing instruments Carrying out a How to conduct a job analysis requirements analysis Acquisition of knowledge about psychometric test instruments for performance and personality measurement Personnel selection according to DIN 33430 for start-ups. Using examples, the participants are students will be introduced to the application and evaluation of an the test procedures assessment center Acquisition of Knowledge knowledge of about classical and innovative methods of personnel development, especially for the promotion field of leadership, teamwork, innovation 5 and entrepreneurship Further professional competencies: Statistical basics of classical test theory (test theory Statistical models to calculate benefits of recruitment and selection Benefit models of HR selection (e.g., BCG model) Basics of Machine Learning and NLP in the context of HR selection Conception of HR strategies **Soft skills:** Acquisition of knowledge about tatistical training on the basics of psychometric Propertiespsychometric quality criteria. Assessment and Ccritical classification evaluation of empirical studies in the field of psychology, and business, and economics administration Acquisition of knowledge of theabout the basic principles of successful HR management in start-ups Potential analysis with regard to own start-up projects **Description of possible electives within the modules:** 6 none **Examination:** Final Module Exam 7 **Relevant Work:** Duration Part of final mark in % **Number and Type; Connection to Course** No 8 100 % Written exam 90 min. 9 Study Work: none **Prerequisites for Credit Points:** 10 The credit points will be granted after all relevant work and study work have been successfully

completed.

11

**CP Assignment:** 

	Presence	No 1		1.00 CP		
	riesence	No 2		1.00 CP		
	Relevant Work	No 1		4.00 CP		
	Total			6 CP		
12	Weight of the module grade for th	ne overall grad	le:			
13	Module Prerequisites:					
14	Presence: Presence is strongly recommended to warrant learning success.					
15	Mobility/Acknowledgement:					
15	Use of the module for other course programs Bachelor Economics					
16	Responsible Lecturer: Prof. Dr. David Bendig		_	<b>Department:</b> University of Münster, School of Business and Economics		
17	Misc.:					

### Consolidated Financial Statements

Mod	dule Ti	tle english:		Consolidated Financ	cial Statements				
Cou	rse Pro	ogram:		Bachelor Business Administration					
1	Mod	ule No: TRB 1	1	State: Elective	Language of Instruction: German				
2	Turn: each winter semester Duration: 1 semester			Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180			
Module Structure:									
	No	Туре	Cour	se	Workload (h)				
							Calf		

#### **Module Profile:**

Lecture

Exercise

1

#### Purpose of the module/integration into curriculum

Consolidated Financial Statements

Tutorial on Consolidated Financial Statements

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:**

4

This module focuses mainly on consolidated financial statements prepared under HGB (German-GAAP) and International Financial Reporting Standards (IFRS). Students will learn the basics and fundamentals of consolidated financial statements accompanied by several consolidation techniques like the purchase method, the proportional consolidation and the equity method. These techniques are trained on the basis of practical examples. Moreover, legal requirements and the preparation of consolidated financial statements will be covered, as well as the scope of consolidated financial statements. Furthermore, specific questions with regard to consolidated financial statement like deferred taxes will be emphasized. Additionally, the fundamentals and basic principles of auditing will be covered. After successfully completing this module, students will have a deeper knowledge on consolidation, will be able to consolidate on their own, and will be able to understand related problems corporations and audit firms face in their daily work. This course is intended to be a lecture and, as such, the primary responsibility for learning will rest with the students. There will be examples to explain how to apply theory in "real" life. The objective is to develop a working knowledge of the basic principles of IFRS and consolidated financial statements (IFRS and HGB) in order to be able to adopt this knowledge to concrete accounting situations as they apply to corporations and audit firms. Background information in form of additional reading material will be provided. The quality of students learning experience will depend on the extent of their motivation, initiative, preparation for class, and attention during

Presence

(h + CH)

45 h (3

15 h (1

CH)

CH)

Compulsory

Compulsory

Study

(h)

90

		The instructor's role will be		ning experien	ice by	providing a course	
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	<b>Desc</b> none	ription of possible electives	within the modules	:			
7	Exam	nination: Final Module Exam					
8	Rele	Relevant Work: No Number and Type; Connection to Course Duration Part of final mark in %					
	1	Written Exam		90 min.		100 %	
9	Stud	y Work: none					
10	The d	equisites for Credit Points: credit points will be granted a pleted.	fter all relevant wor	k and study v	work h	nave been successfully	
	CP A	ssignment:					
	Drag		No 1		1.50 (	CP	
11	- Pres	sence	No 2		0.50	СР	
	Rele	evant Work	No 1		4.00	СР	
	Tota	ıl			6 CP		
12	<b>Weig</b> 3,3%	tht of the module grade for th	ne overall grade:				
13	Reco	ule Prerequisites: mmended: Knowlege based o unting and Taxation	on the modules Fou	ndations of A	Accour	nting, and Financial	
14		ence: ence is strongly recommende	d to warrant learnir	ig success.			

	Mobility/Acknowledgement:							
15	Use of the module for other course programs  Bachelor Economics, Bachelor Systems		elor Economics, Bachelor Information					
16	Responsible Lecturer: Prof. Dr. Hans-Jürgen Kirsch		<b>Department:</b> School of Business and Economics					
17	Misc.: The module is a core module in the accounting to	rack.						

## Marketing Strategy in Action

Μοσ	dule Ti	tle english:		Marketing Strategy in Action								
		ogram:			r Business							
			_			1			-4.		. 12 . 1.	
1		ule No: TRB 1		State: El		Langu	age of I	nstru	ctior	1: En	gusn	
2	<b>Turn</b> sem	: each summ ester	er	<b>Duration</b> semeste		Seme	<b>ster:</b> 5 0	r 6	CP:	6	Workloa	<b>d (h):</b> 180
	Mod	ule Structure	<b>:</b>									
	No	Туре	Cours	e				Stat	e	Wo	rkload (h)	
3										Pre + C	sence (h H)	Self- Study (h)
	1 Seminar Marke			eting Strat	egy in Actio	n Elective		tive	30 l	1 (2 CH)	150	
4	Mod	ule Profile:										
5	Acad	Analyze, e	solve a		olem in a re							
6	Acad	lemic: Ability to a Analyze, of the Analyze, o	solve a gevaluate and fo	e and synth	hesize the	influeno mpetito	r and cu	ironn	nenta	al an	d organiza	
6	Acad	Ability to a Analyze, etc. Anticipate aription of poetination: Fin	solve a gevaluate and fo	e and synth	hesize the	influeno mpetito	r and cu	ironn	nenta	al an	d organiza	
<i>,</i>	Acad	lemic: Ability to a Analyze, of the Analyze, o	solve a gevaluate and fo	e and syntherecast characteristics which is a second control of the control of th	hesize the anges in convithin the m	mpetito	r and cu	stome	nenta	al an	d organiza	
<i>,</i>	Acad	Ability to Analyze, etc. Anticipate	solve a gevaluate and fo ssible e	e and syntherecast characters were the exam	hesize the anges in convithin the month of the Course	influend mpetito nodules	r and cu	stome	er be	ehavi	d organiza	itional
<i>,</i>	Acad - force - Desc none  Exan  Rele No 1	Ability to Analyze, etc. Anticipate Anticipa	solve a sevaluate e and fo ssible e al Modu	e and syntherecast characters we lectives we lectives we lectives we lection that it is a single connection that i	hesize the anges in convithin the month of the course mulation ga	mpetito nodules e ame	r and cu	stome	er be	Pa	or.  rt of final	itional
3	Acad - force - Desc none  Exan  Rele No 1	Ability to a Analyze, of Analyze, of Analyze, of Anticipate and Analyze and An	solve a sevaluate e and fo ssible e al Modu	e and syntherecast characters we lectives we lectives we lectives we lection that it is a single connection that i	hesize the anges in convithin the month of the course mulation ga	mpetito nodules e ame	r and cu	stome	er be	Pa	rt of final	itional
3	Acad - force - Desc none Exan Rele No 1 Stud	Ability to Analyze, etc. Anticipate Anticipa	solve a gevaluate e and fo ssible e al Modu d Type; : preser	e and syntherecast characters we lectives we lectives we lection that it is a second connection.	hesize the anges in convithin the month of the course mulation ga	mpetito nodules e ame	r and cu	stome	er be	Pa 10 Dur. 45 r	rt of final	mark in %
3	Acad force -  Desc none  Exan  Rele No 1  Stud No 1  2  Prere The o	Ability to Analyze, etc. Anticipate Anticipa	solve a gevaluate and fo ssible e al Modu d Type; m m (in grown (i	cand syntherecast characters we lectives we lectives we lection that ion, since the connection conn	hesize the anges in convithin the monto Course mulation ga	mpetito nodules  e ame	Duration	on . 30 n	nenta	Pa 10 Dur 45 r	rt of final o % ation nin. rox. 30 mi	mark in %
5 6 7 8 9	Acador force Desc none Exam  Rele No 1  Stud No 1 2  Prere The complete co	Ability to Analyze, etc. Analyze, etc. Anticipate Antic	solve a gevaluate and fo ssible e al Modu d Type; m m (in grown (i	cand syntherecast characters we lectives we lectives we lection that ion, since the connection conn	hesize the anges in convithin the monto Course mulation ga	mpetito nodules  e ame	Duration	on . 30 n	nenta	Pa 10 Dur 45 r	rt of final o % ation nin. rox. 30 mi	mark in %

	Relevant Work	No 1		4.00 CP			
		No 1		0.50 CP			
	Study Work	No 2		0.50 CP			
	Total			6 CP			
12	Weight of the module grade for the 3,3%	he overall grade	<b>:</b> :				
13	Module Prerequisites: noneW						
14	Presence: Presence is strongly recommende	ed to warrant lea	arning	success.			
	Mobility/Acknowledgement:						
15	Use of the module for other cour	se programs	Back Syste	chelor Economics, Bachelor Information tems			
16	Responsible Lecturer: Professor Dr. Manfred Krafft			<b>Department:</b> University of Münster, School of Business and Economics			
17	Misc.: The module is a core module in the marketing track.						

## **Public Firms**

	) (i C i	111113	1							
Mod	dule Ti	tle english:		Public Firms						
Cou	rse Pro	ogram:		Bachelor Business A	dminis	tration				
1	Mod	ule No: TRB 1	3	State: Elective	Lang	uage of Instruction: (			German	
2	Turn:	each winter ester		Duration: 1 semester	Seme	<b>ester:</b> 5 or 6 <b>CP:</b> 6		Workload (h): 180		
	Mod	ule Structure	:							
	No	Туре	Cours	e			Stat	e	Workload (h	)
3									Presence (h + CH)	Self- Study (h)
	1	Lecture	Lecture Public Firms				Com	pulsory	30 h (2 CH)	60
	2	Exercise	Exerci	se Public Firms			Com	pulsory	30 h (2 CH)	60
5	Learn Acad The s know Soft s The s	ning outcome emic: students reco vledge on the skills: students lear	es: ognise tl em. n to und	the peculiarities of public derstand and actively a sentation skills.	olic firm	s and c	·			
6		ription of po	•	lectives within the mo	odules:					
7	Exam	<b>nination:</b> Exa	minatio	ons for every part of th	e modı	ule				
	Relev	/ant Work:			l.			ı		
	No			Connection to Course		Duratio	n		art of final ma	ırk in %
	1			ıblic Firms (No. 1)		90 min	•	50	o %	
8		Work in Exe		No. 2):						
	1	Assignment				2 p.			6 %	
	2 Assignment 2					<del>                                     </del>		6 %		
	3 Assignment 3					2 p. 5,6 %				

	4	Short Präsentation		10	o min.		16.6 %	
	5	Test exam		9	o min.		16.6 %	
9	Stud	l <b>y Work:</b> none						
10	The	equisites for Credit Points: credit points will be granted a pleted.	after all relevant	work a	ınd study	work h	ave been successfully	
	CP Assignment:							
	Dra		No 1			1.00 (	CP	
	Pres	sence	No 2			1.00 (	CP	
			No 1			2.00	СР	
11			No 2			0,33	CP	
	Pal	evant Work	No 3		0.33 CP			
	Relevant Work		No 4		0,33 CP			
			No 5		0.50 CP			
			No 6			0.50 CP		
	Tota	al				6 CP		
12	<b>Weig</b> 3,3%	ght of the module grade for t	he overall grade	! <b>:</b>				
13		ule Prerequisites: wledge of foundations of mar	nagement and M	licroec	onomics I	•		
14	1	ence: ence is strongly recommende	ed to warrant lea	ırning s	success			
	Mob	ility/Acknowledgement:						
15	Use	of the module for other cou	Econo	Bachelor Economics, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Economics				
16	Responsible Lecturer: Prof. Dr. Alexander Dilger				<b>Department:</b> School of Business and Economics			
17		Misc.: Track Management (additional subject)						

### **Operations Management**

Mod	ule Title english: Operations Management						
Cou	rse Program:	Bachelor Business Administration					
1	Module No: TRB 14	State: Elective	Language of Instru	ıction: Gerr	nan or English		
2	Turn: each winter semester	Duration: 1 semester	Semester: 5 or 6         CP: 6         Workload (h): 180				
	Module Structure:						

	No Type Course		State	Workload (h)		
3					Presence (h + CH)	Self- Study (h)
	1	Lecture	Operations Management	Compulsory	30 h (2 CH)	60
	2	Exercise	Tutorial Operations Management	Compulsory	30 h (2 CH)	60

#### **Module Profile:**

#### Purpose of the module/integration into curriculum

Operations Management covers the management of production and service processes in companies and is rooted in the functional area of operations. The processes considered in this functional area are closely related to processes of marketing, controlling and financial management, which are considered in other modules. For example, it is important for the inventory management of products to know the sales campaigns planned in Marketing. This module provides an introduction to operations management. Using selected practical case studies, it shows the areas of application of Operations Management, imparts its basic qualitative and quantitative methods and describes the successful use of these methods within a company. In the tutorial, tasks are used to apply the lectures' contents to concrete problems and deepen the students' knowledge. Students should have successfully completed the first and second semester. With regard to other courses, knowledge from the lecture "Analysis for Economists" as well as "Statistics I" is recommended.

### Course content:

The core objective of this module is to teach the most important qualitative and quantitative methods under the below themes.

Themes	Learning objectives
Forecasting and Demand Planning	Be able to distinguish between the different types of quantitative and qualitative models. Be able to determine and apply a forecast model suitable for the data at hand. Be able to assess the quality of forecasts.
Location Planning	Learn and be able to apply various approaches to making different decisions in location planning.
Process Design	Learn to model, evaluate, and improve processes using various approaches. Be able to apply basic elements of queuing theory in process design.

[[														
	Quality  Management  approaches to it. Learn the use of control charts in quality management and be able to determine if a process meets required tolerance limits.													
	Inventory Management Understand 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.													
Production Planning Understand the different approaches to product manufacturing resource planning as well as just manufacturing. Be able to perform the steps of Planning.							ust-in-time production and lean							
		Scheduling Operations  Know the objectives of scheduling and be able to apply the respective methods, e.g., distributing tasks to different processing stations and determining the order in which they are processed. Know and be able to apply different approaches to route planning.												
5	Acaden The stu method and ap Soft sk By prep during discuss	nic: Ident should Ids of Operati Ids the taugh Ids: Ids and re Itheir self-stu Itheir forum the	demonstrate to ons Managem nt themes.  viewing the leady, students in the stud	ent, to apply that ki cture contents and mprove their team v y the chair. Furtherr	nowledge to a tasks given in vork skill. This nore, this cou	the essissing	xercise in workgrou pported by a Learn creases their ability	Learning outcomes: Academic: The student should demonstrate the ability to reproduce his knowledge about the concepts and methods of Operations Management, to apply that knowledge to a new context, and to integrate and apply the taught themes.  Soft skills: By preparing and reviewing the lecture contents and tasks given in the exercise in workgroups during their self-study, students improve their team work skill. This is supported by a Learnweb discussion forum that is guided by the chair. Furthermore, this course increases their ability to						
	understand formal texts (like mathematical formulas) and to solve quantitative tasks.  Description of possible electives within the modules:													
6	<b>Descrip</b> none	otion of poss	ible electives	within the modules	:									
6 7	none		ible electives  Module Exam	within the modules										
	none <b>Examin</b>			within the modules										
	Examin Releval	nation: Final			: Duration		Part of final mark	in %						
7	Examin Releval No N	nation: Final	Module Exam  Type; Connecti		1		Part of final mark	in %						
7	Releval No N 1 F	nation: Final nt Work: lumber and 1	Module Exam  Type; Connecti		Duration			in %						
7 8	Relevant No No Study V	nt Work: lumber and I inal written e Work: none uisites for Cr	Module Exam  Type; Connecti  exam  redit Points:		<b>Duration</b> 90 min.	vork h	100 %							
8	Relevant No No No Study No Prerequent The create comple	nt Work: lumber and I inal written e Work: none uisites for Cr	Module Exam  Type; Connecti  exam  redit Points:	on to Course	<b>Duration</b> 90 min.	vork h	100 %							
8	Relevant No N 1 F  Study V Prerequence comple	nation: Final nt Work: lumber and 1 inal written e Work: none uisites for Cr edit points wieted. ignment:	Module Exam  Type; Connecti  exam  redit Points:	on to Course	<b>Duration</b> 90 min.  rk and study v	vork h	ave been successfu							
7 8 9 10	Relevant No No No Study No Prerequent The create comple	nation: Final nt Work: lumber and 1 inal written e Work: none uisites for Cr edit points wieted. ignment:	Module Exam  Type; Connecti  exam  redit Points:	on to Course  Ifter all relevant wo	<b>Duration</b> 90 min.  rk and study v		ave been successfu							

	Total				6 CP		
12	Weight of the module grade for the overall grade: 3,3%						
13	Module Prerequisites: Students should have successfully passed the first and the second semester, especially the lectures "Analysis for Business/Economics" and "Data Science I".						
14	Presence: Presence is strongly recommended to warrant learning success						
	Mobility/Acknowledgement:						
15	Use of the module for other cours	se programs		helor Econo ems	mics, Bachelor Information		
16	Responsible Lecturer: Prof. DrIng. Bernd Hellingrath  Department: School of Business and Economics						
17	Misc.: For the Bachelor Business Admini subject).	stration: Track (	Opera	ations & Sup	oply Chain Management (core		

### Price Management

	Price Management				
Course Program: Bachelor Business Administratio	Bachelor Business Administration				
1 Module No: TRB 15 State: Elective Language	Language of Instruction: English				
Turn: each winter semester Duration: 1 semester Semester:	Semester: 5 or 6 CP: 6 Workload (h): 180				

### **Module Structure:**

	No	Туре	Course	State	Workload (h	)
}					Presence (h + CH)	Self- Study (h)
	1	Lecture	Price Management	Compulsory	30 h (2 CH)	60
	2	Exercise	Tutorial on Price Management	Compulsory	30 h (2 CH)	60

#### **Module Profile:**

#### Purpose of the module/integration into curriculum

This teaching unit is an in-depth lecture in the field of price management. The module builds on the basic modules Marketing Management and Marketing Analytics and on contents of Microeconomics.

#### **Course content:**

This teaching unit deals with the business perspective of price management, addresses specific objectives and tools of price management, and highlights both strategic and operational aspects of the pricing process.

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Themes	Learning objectives
Price Strategy	Students will be able to explain the objectives of price management and the basic strategies of price positioning.
Price 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 Setting	Students will be able to perform price optimization and explain both single and multi-dimensional approaches to pricing.
Price Communicaton and Implementation	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.

#### **Learning outcomes: Academic:** 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: 5 - 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 **Examination:** Final Module Exam **Relevant Work:** Part of final mark in % **Duration Number and Type; Connection to Course** 8 Written exam 90 min. 100 % 1 Study Work: none **Prerequisites for Credit Points:** The credit points will be granted after all relevant work and study work have been successfully 10 completed. **CP Assignment:** No 1 1.00 CP Presence 11 No 2 1.00 CP No 1 4.00 CP **Relevant Work** 6 CP **Total** Weight of the module grade for the overall grade: 12 3,3% **Module Prerequisites:** 13 none **Presence:** 14 Attendance is strongly recommended to enhance learning. **Mobility/Acknowledgement:** 15 Bachelor Economics, Bachelor Information Use of the module for other course programs Systems

16	Responsible Lecturer: Professor Dr. Manfred Krafft	<b>Department:</b> University of Münster, School of Business and Economics
17	Misc.: Tracks: Marketing (core module).	

## Principles of Entrepreneurship

	ГСТР	C5 OI EI	тиср	reneursinp							
Mod	dule Tit	tle english:		Principles of Entrepreneurship							
Course Program:				Bachelor Business Administration							
1	Module No: TRB 16			State: Elective	Language of Instruction: English						
2	Turn:	each summe ester	er	<b>Duration:</b> 1 semester	Seme	ester: 5 d	or 6	<b>CP:</b> 6		Workload (h): 180	
	Modu	Module Structure:									
	No	Туре	Cours	se			State	!	w	orkload (h	)
3										esence + CH)	Self- Study (h)
	1 Lecture Princ			ples of Entrepreneurs	hip		Comp	oulsory	30	h (2 CH)	60
	2	Exercise	Tutori	al Principles of Entrep	reneur	ship	Comp	oulsory	30	h (2 CH)	60
4	know Cours This r funda busir think	rledge from o se content: module gives amentals of e ness models	ther most an intended the contrepred and the	roduction to the topic odules is required. roduction to the topic eneurship with regard e recognition of oppor urial, allowing for the	of entr to enti tunitie:	epreneu epreneu s and ris	rship. ırial de ks. Pa	The lea ecision- rticipan	rniı ma ts v	ng content king, the c will learn h	reation of low to
5	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 - 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)										
6	<b>Desc</b> inone		ssible e	electives within the m	odules	:	_	_	-	_	
7	Exam	<b>ination:</b> Fina	al Modi	ule Exam							
8	Relev No	ant Work: Number and	l Type;	Connection to Course	- !	Duratio	on	Pa	art (	of final ma	rk in %

	1	Written exam		12	o min.	100 %			
9	Stud	y Work: none							
10	The o	equisites for Credit Points: credit points will be granted a pleted.	ıfter all relevar	nt work a	nd study work	have been successfully			
	СРА	CP Assignment:							
	Dro	sence	No 1		1.00	СР			
11	- Fies	Sence	No 2	2 1.00		СР			
	Rele	evant Work No 1			4.00	СР			
	Tota	al	6 CP	6 CP					
12	<b>Weig</b> 3,3%	ght of the module grade for th	ne overall grad	e:					
13	<b>Mod</b> none	ule Prerequisites:							
14	<b>Pres</b>	ence:							
	Mob	ility/Acknowledgement:							
15	Use	Use of the module for other course programs  Bache Syster				Bachelor Information			
16	Responsible Lecturer: Prof. Dr. David Bendig  Department: University of Münster, School of Business and Economics					Münster, School of			
17	<b>Misc</b> Track	k: Entrepreneurship and Inno	vation – core c	course					

### **Quantitative Methods in Logistics**

Мо	dule Ti	tle english:		Quantitative Methods in Logistics					
Cou	Course Program: Bachelor Business Administration								
1 Module No: TRB 17			17	State: Elective	Language of Instruction: German				
2	Turn: each winter semester			<b>Duration:</b> 1 semester	Semester: 5 or 6		<b>CP:</b> 6	Workload (h): 180	
	Modi	ule Structur	e:						
	No	Туре	Cour	se		State		Workload (I	1)
3	3							Presence (h + CH)	Self- Study (h)

#### **Module Profile:**

2

Lecture

Exercise

#### Purpose of the module/integration into curriculum

Quantitative Methods in Logistics

Practice Quantitative Methods in Logistics

Many logistics driven companies aim at achieving a significant competitive advantage by using — on top of best practices and standard processes - advanced methods for operational decision making. In order to be able to assess given methods and to deliberately develop better methods, it is necessary to model the operational logistics decision problems of a company mathematically, and to understand the relationship between model characteristics and solution methods. This module provides both an introduction to mathematical modeling of operational logistics decision problems and an understanding of the relationship between model characteristics and solution methods. For each of the basic operational logistics problem classes, typical operational decision problems are identified, modeled mathematically, and analyzed with respect to possible solution methods. In the exercise part of the module, modeling techniques 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.

Compulsory 30 h (2 CH)

Compulsory 30 h (2 CH)

#### **Course content:**

The module provides an introduction to both modeling operational decision problems in logistics and the corresponding solution methods.

Themes	Learning objectives
Modeling basics	Get to know the basic approach of mathematical modeling of operational decision problems in logistics.
Network Flow Problems	Be able to identify network flow problems and to model network flow problems mathematically. Get to know and be able to apply the principal solution methods for network flow problems. Understand the relationship between model and solution method for network flow problems.
Vehicle Routing Problems	Be able to identify vehicle routing problems and to model network flow problems mathematically. Get to know and be able to apply the principal

					routing problems		d the relationship oblems.	
	Inventory Management Problems  Be able to identify inventory management problems and to model inv management problems mathematically. Get to know and be able to a principal solution methods for inventory management problems. Und the relationship between model and solution method for inventory management problems.							
5	Learning outcomes: Academic: The attendees of the module are eventually able to identify in a real-word context the different types of logistics decision problems in the areas network flows, vehicle routing, and inverse management. Moreover the attendees are able to model the identified decision problem and to create model variants such that different types of solution methods can be applied gathered knowledge about the relationship between mathematical model and solution methods 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 atthereby encouraged to interact and discuss with each other. The discussion is supported members of the teaching unit. By presenting the results of the exercises in the style of a sconference, the attendees acquire presentation skills and science communication skills.						g, and inventory on problem formally, on be applied. The solution methods atch.  tasks and are supported by estyle of a scientific	
6	<b>Desc</b>		sible electives	within the mod	ules:			
7	Exan	nination: Exar	ninations for ev	very part of the r	module			
	Rele	vant Work:						
	No	Number and	Type; Connecti	on to Course	Duration		Part of final mark in %	
8	1	Written exam			maximum of 12	o min.	50 %	
	2		with written as (can be in grou	-	maximum of 20 maximum of 30		50 %	
9	Stud	ly Work: none						
10	The	equisites for C credit points w pleted.		fter all relevant	work and study	work have b	een successfully	
	CP A	ssignment:						
				No 1		1.00 CP		
11	Pre:	sence		No 2		1.00 CP		
	Pal	evant Work		No 1		2.00 CP		
		CVAIIL WOUR		No 2		2.00 CP		
	Total					6 CP		

12	Veight of the module grade for the overall grade: $^{\rm 8.3\%}$					
13	Module Prerequisites: The number of participants can be restricted.					
14	Presence: Presence is strongly recommended to warrant lea	arning s	uccess.			
45	Mobility/Acknowledgement:					
15	Use of the module for other course programs Bachelor Information Systems					
16	Responsible Lecturer: Dr. Stephan Meisel		Department: University of Münster, School of Business and Economics			
17	Misc.:					

## Seminar in Business I

Mac			Seminar in Rusiness	Seminar in Business I							
Module Title english:  Course Program:											
Cou	rse Pro	ogram:	Bachelor Business A	dministration							
1	Modu	ı <b>le No:</b> TRB 18	State: Elective	Language of Instr	uction: Germ	an or English					
2	Turn:	each ester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h	<b>):</b> 180				
	Modu	ıle Structure:									
	No	Туре	Course		State	Workload (h	1)				
3						Presence (h + CH)	Self- Study (h)				
	1	Seminar	Seminar in Business Ad	dministration	Compulsory	30 h (2 CH)	150				
4	Stude know Cours Withi Busin prese Admi with adeq	Purpose of the module/integration into curriculum 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	Acad Stude learn the s their Soft	how to integration integration in the community of the co	and deepen their knowl rate different contents o ture, to reflect on studie	f Business Adminis es critically, to struc	tration. They ture a proble	are trained to m and to form	wirk with nulate				
6	<b>Desc</b> none	•	sible electives within th	ne modules:							
7	Exam	<b>ination:</b> Fina	l Module Exam								
	Relev	ant Work:									
8	No	Number and Course	Type; Connection to	Duration	Part of final main %						

	1	Term paper and presentatio discussion	n with		num of 15 pages and 100 % num of 90 min.		
9	Stud	ly Work: none					
10	The	equisites for Credit Points: credit points will be granted a pleted.	ıfter all rele	evant wo	rk and study w	ork have l	been successfully
	CP A	ssignment:					
11	Pre	sence	No 1		1	oo CP	
	Rel	evant Work	No 1		Ĩ	5.00 CP	
	Tot	al			6	6 CP	
12	<b>Wei</b> ;	ght of the module grade for th	ne overall g	grade:			
13		lule Prerequisites: number of participants in the	seminar ca	an be lim	ited.		
14		sence: ence is recommended to war	rant learnir	ng succe	SS.		
	Mob	ility/Acknowledgement:					
15	Use	e of the module for other cour	se progran	n <b>s</b> Bac	chelor Busines	s Adminis	stration
16	Responsible Lecturer: Professor Dr. Peter Kajüter				Department: University of Münster, School of Business and Economics		
17		c.: ending on subject of the semin itional subject) or other tracks		ccounting	ʒ (additional su	bject) or T	rack Finance

## Seminar in Business II

				Seminar in Business II							
Mod	iule III	tle english:									
Cou	rse Pro	ogram:	Bachelor Business A	Bachelor Business Administration							
1	Modu	ı <b>le No:</b> TRB 19	State: Elective	Language of Instr	uction: Germa						
2	Turn: seme	each ester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h	<b>):</b> 180				
	Modu	ıle Structure:									
	No	Туре	Course		State	Workload (h	)				
3						Presence (h + CH)	Self- Study (h)				
	1	Seminar	Seminar in Business Ad	dministration	Compulsory	30 h (2 CH)	150				
4	Stude know Cours Withi Busir prese Admi with s	ents learn how redge on a space content: In the seminances Administented (alone conistration has scientific met	dule/integration into cu w to work scientifically be pecific business subject. r, students write a term tration. The subjects var or in group, depending of s the goal that students thods within a prescribed to present the results in	by writing and prese paper to a specific s y in time and can be on seminar) and disc learn how to individ d 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 Geminar in Bu n a business p ts in the pape	of per will be siness problem er in an				
5	Stude learn the set their <b>Soft</b> s	ents broaden how to integ cientific litera own thoughts skills: ite a scientifi	and deepen their knowl rate different contents o ature, to reflect on studie	f Business Adminis es critically, to struc	tration. They ture a proble	are trained to m and to form	wirk with nulate				
6	<b>Desc</b> none	-	sible electives within th	ne modules:							
7	Exam	<b>ination:</b> Fina	ıl Module Exam								
	Relev	ant Work:									
8	No	Number and Course	Type; Connection to	Duration		Part of fin	al mark				

	1	Term paper and presentatio discussion	n with		ım of 15 pages ım of 90 min.	and	100 %
9	Stud	ly Work: none					
10	The	equisites for Credit Points: credit points will be granted a pleted.	ıfter all rele	evant wo	rk and study w	ork have l	been successfully
	CP A	ssignment:					
11	Pre	sence	No 1		1	.oo CP	
	Rel	evant Work	No 1		5	.oo CP	
	Tot	al			$\epsilon$	6 CP	
12	<b>Wei</b> ;	ght of the module grade for th	ne overall g	grade:			
13		lule Prerequisites: number of participants in the	seminar ca	an be lim	ited.		
14		sence: ence is recommended to war	rant learnir	ng succe	SS.		
	Mob	ility/Acknowledgement:					
15	Use	e of the module for other cour	se progran	n <b>s</b> Bac	chelor Busines	s Adminis	stration
16		<b>ponsible Lecturer:</b> essor Dr. Peter Kajüter			Department: University of and Economic		School of Business
17		c.: ending on subject of the semin itional subject) or other tracks		ccounting	र (additional sul	bject) or T	rack Finance

## Special Topics in Accounting A

Module Title english:			Special Topics in Ad	Special Topics in Accounting A						
Course Program:			Bachelor Business	Bachelor Business Administration						
1 Module No: TRB			State: Elective	Language	of Instruct	nstruction: German or English				
2	Turn	: irregularly	<b>Duration:</b> 1 semester	Semester:	5 or 6	<b>:P:</b> 6	Workload (h): 180			
	Modi	ule Structure	::		·					
	No	Туре	Course	Course			Workload (h)			
3							Presence (h + CH)	Self- Study (h)		
	1	Lecture	Special Topics in Acco	ounting A	El	ective	30 h (2 CH)	60		
	2	Exercise	Tutorial Special Topic	s in Accounti	ng A El	ective	30 h (2 CH)	60		
4	The r curre Cours In thi	module exterent issues.  se content: is module, creents, dependents	odule/integration into on the depension of the depension of the field ding on the current deve	edge in the fi of accountin lopments and	ig are preso d are carrie	ented. d out l	The courses h	ave varying achers. In th		
4	The r curre Cours In thi conte indiv atten	ose of the module extentissues. se content: is module, contents, dependential course	nds and deepens knowledge	edge in the fi of accountin lopments and ase studies a	ig are preso d are carrie are integra	ented. d out l	The courses h by different tea so doing parti	ave varying achers. In th cular		
5	The recurred Course In this contest individual attention Course Acad The second teach time!	ose of the module extent issues. se content: is module, creents, depended idual course ition is paid ses may vary ming outcom emic: students get ific area of ir qualify for staning in this nay profession skills:	urrent issues in the field ling on the current deve es, tutorial content and c to the fact that the cours y each semester.	of accounting of accounting lopments and sase studies as sees fit into the same articular field, ize the direct	ig are presed are carried are integrate e current releation by	ented. d out l ted. In esearch dso spe ilding e close etween	The courses hoy different teaso doing partinareas of accontact dependent on theoretical link between neconomic research	ave varying achers. In th cular ounting.  ding on thei foundations research an		
	The recurred Course In this contest individual attent Course Cour	ose of the module extent issues. se content: is module, creents, depended idual course attion is paid ses may vary ming outcomemic: students get ific area of ir qualify for staning in this nay profession skills: ents learn to	urrent issues in the field ding on the current deve es, tutorial content and coto the fact that the course each semester.  es:  to know changing current terest. They learn technarting a career in this panodule, students recognial requirements.	of accounting lopments and sase studies and sees fit into the long articular field size the direct scuss current	ig are present are integrate current relation being a lessues in E	ented. d out l ted. In esearch dso spe ilding e close etween	The courses hoy different teaso doing partinareas of accontact dependent on theoretical link between neconomic research	ave varying achers. In th cular ounting.  ding on thei foundations research an		
5	The recurrence Course In this content in diverse Course Co	ose of the module extent issues. se content: is module, creation is paid ses may vary ning outcom emic: students get ific area of ir qualify for straing in this nay profession skills: ents learn to	urrent issues in the field ding on the current deve es, tutorial content and of to the fact that the course each semester.  es:  to know changing current terest. They learn technarting a career in this panodule, students recognial requirements.	of accounting lopments and sase studies and sees fit into the long articular field size the direct scuss current	ig are present are integrate current relation being a lessues in E	ented. d out l ted. In esearch dso spe ilding e close etween	The courses hoy different teaso doing partinareas of accontact dependent on theoretical link between neconomic research	ave varying achers. In th cular ounting.  ding on thei foundations research an		
5	The recurred Course In this contest individual Course Acad The search time! Soft: Studies Course Cou	ose of the module extent issues. se content: is module, creation is paid ses may vary ning outcom emic: students get ific area of ir qualify for straing in this nay profession skills: ents learn to	urrent issues in the field ding on the current deve es, tutorial content and of to the fact that the course each semester.  es:  to know changing currenterest. They learn technarting a career in this panodule, students recognized requirements.  critically reflect and discussible electives within the	of accounting lopments and sase studies and sees fit into the long articular field size the direct scuss current	ig are present are integrate current relation being a lessues in E	ented. d out l ted. In esearch dso spe ilding e close etween	The courses hoy different teaso doing partinareas of accontact dependent on theoretical link between neconomic research	ave varying achers. In th cular ounting.  ding on thei foundations research an		
5	The recurred Course In this contest individual Course Acad The search time! Soft: Studies Course Cou	nose of the module extent issues.  se content: is module, creates, dependent is paid ses may vary  ning outcomemic: students get ific area of inqualify for standing in this nay profession skills: ents learn to ription of position: Find in this interval in this interval in this in this in this interval in this interv	urrent issues in the field ding on the current deve es, tutorial content and of to the fact that the course each semester.  es:  to know changing currenterest. They learn technarting a career in this panodule, students recognized requirements.  critically reflect and discussible electives within the	of accounting of accounting lopments and accounting assess studies as and accounting articular field account accurate the modules:	ig are present are integrate current relation being a lessues in E	ented. d out l ted. In esearch dso spe ilding e close etween	The courses hoy different teaso doing partinareas of accontact dependent on theoretical link between neconomic research	ave varying achers. In the cular counting.  ding on their foundations research and search and		

	Study Work:								
	No	Number and Type; Connectio	n to Course			Duration			
9	1	According to the teacher one 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 af pleted.	fter all relevant	work and	d study work have b	een successfully			
	CP A	ssignment:							
			No 1		1.00 CP				
11	Pre	sence	No 2		1.00 CP				
11	Rel	evant Work	No 1		3.00 CP				
	Study Work		No 1		1.00 CP				
	Tota	al	6 CP		6 CP				
12	<b>Wei</b> §	ght of the module grade for the	e overall grade:						
13	Mod	ule Prerequisites:							
14	Presence: Attendance is recommended to warrant learning success.								
	Mobility/Acknowledgement:								
15	Use of the module for other course programs Bachelor Economics								
16		<b>oonsible Lecturer:</b> essor Dr. Peter Kajüter			artment: ool of Business and	Economics			
17	<b>Miso</b> Trac	c.: k Accounting (additional subject	t)						

## Special Topics in Accounting B

Mod	dule Ti	tle english:	Special Topics in Accounting B						
Cou	rse Pro	ogram:	Bachelor Business Administration						
Module No: TRB			State: Elective	Language of Instruction: German or English					
2	Turn: irregularly		<b>Duration:</b> 1 semester	Semester: 5 0	Semester: 5 or 6 CP: 6		Workload (h): 180		
	Mod	ule Structure	:						
	No Type C		Course	Course		State	Workload (h)		
3							Presence (h + CH)	Self- Study (h)	
	1	Lecture	Special Topics in Acco	unting B		Compulsory	30 h (2 CH)	60	
	2	Exercise	Tutorial Special Topics	in Accounting	В	Compulsory	30 h (2 CH)	60	
4	Purpe The r curre Cours	nodule exten nt issues. se content:	odule/integration into codus and deepens knowle	dge in the field				_	
4	Purporther recurred Course In this contestindiv atten	ose of the monodule extendent issues. se content: is module, cuents, dependention is paid to		dge in the field of accounting a opments and a ase studies are	re pro e car integ	esented. The ried out by d rated. In so d	courses have ifferent teach doing particul	e varying ers. In the	
5	Purportine recurred Course In this contest individuation Course Acad The same specified time!	nose of the monodule extendent issues.  se content: is module, cuents, dependidual coursestion is paid to sees may vary  ning outcome emic: students get to ific area of in qualify for staning in this may profession skills:	arrent issues in the field ing on the current develops, tutorial content and can the fact that the cours each semester.	of accounting a opments and are studies are es fit into the control of the contro	re profession of the professio	esented. The ried out by d rated. In so of tresearch are also special building on the close links between ec	courses have ifferent teach doing particul eas of accoun	e varying ers. In the ar ting. g on their undations	
5	Purportine recurred Course In this contained on the second of the second	ose of the monodule extendent issues.  se content: is module, cuents, dependidual coursestion is paid to sees may vary  ning outcome emic: students get to ific area of inqualify for staning in this may profession skills: ents learn to	arrent issues in the field ing on the current develops, tutorial content and case the fact that the cours each semester.  The second content and case the fact that the cours each semester.  The second current terest. They learn technical terest according to the fact that the cours each semester.	of accounting a opments and an ase studies are es fit into the cultivate and methodicular field. Duze the direct references current iss	re profession of the professio	esented. The ried out by d rated. In so of tresearch are also special building on the close links between ec	courses have ifferent teach doing particul eas of accoun	e varying ers. In the ar ting. g on their undations earch and	
	Purport The recurrence Course In this contained with the second Th	ose of the monodule extendent issues.  se content: is module, cuents, dependidual coursestion is paid to ses may vary  ning outcome emic: students get to ific area of in qualify for staning in this may profession skills: ents learn to	arrent issues in the field ing on the current develops, tutorial content and case that the cours each semester.  To know changing current terest. They learn technicarting a career in this particular acquirements.  Critically reflect and discontents and discontents and discontents are contents.	of accounting a opments and are studies are es fit into the control of the control of the control of the direct relations and the control of the direct relations current issues current i	re profession of the professio	esented. The ried out by d rated. In so of tresearch are also special building on the close links between ec	courses have ifferent teach doing particul eas of accoun	e varying ers. In the ar ting. g on their undations earch and	

	1	Written assignment or essar 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	ly Work: keine					
10	The	equisites for Credit Points: credit points will be granted a pleted.	after all relevant v	wo	rk and study w	vork ha	ave been successfully
	CP A	ssignment:					
			No 1			1.00 C	P
11	Pre	sence	No 2			1.00 C	P
	Rel	evant Work	No 1			3.00 C	:P
		evant work			1.00 CP 6 CP		
	Tota	al					
12	<b>Wei</b> { 3,3%	ght of the module grade for th	he overall grade:				
13	Mod	lule Prerequisites:					
14	Atte atte	s <b>ence:</b> ndance is recommended to w ndance is mandatory because ber of participants can be res	e there in-class d				
	Mob	ility/Acknowledgement:					
15	Use	e of the module for other cour	se programs	Ва	achelor Econo	mics	
16		oonsible Lecturer: essor Dr. Peter Kajüter			<b>Department:</b> School of Bu	siness	and Economics
17	<b>Miso</b> Trac	E.: k Accounting (additional subje	ct)			_	

# Special Topics in Business Administration A

<u> </u>	ectat Topics  dule Title english:			Dusiness Au	111111130	Ιαιιοπ					
Mod	dule Ti	tle english:		Special Topics in Bu	siness Ad	ministratio	n A				
Cou	rse Pr	ogram:		Bachelor Business A	dministra	tion					
1	Mod	u <b>le No:</b> TRB 2	22	State: Elective	Languag	e of Instru	ction: Germ	ion: German or English			
2	Turn	: irregularly		<b>Duration:</b> 1 semester	Semeste	e <b>r:</b> 5 or 6	<b>CP:</b> 6	Wor	orkload (h): 180		
	Mod	ule Structure	<b>:</b> :								
	No	Туре	Co	ourse			State		Workload	(h)	
3									Presence (h + CH)	Self- Study (h)	
	1	Lecture	Sp	oecial Topics in Busino	ess Admin	istration A	Compu	ılsory	30 h (2 CH)	60	
	2	Exercise		torial Special Topics i Iministration A	n Busines	S	Compu	ılsory	30 h (2 CH)	60	
4	The r conc Cour In thi have teach parti	nodule exter erning currer se content: is module, cu varying cont ners. In the in cular attentic	nds arre arre tent adiv	nt issues in the field on the control on the control on the control on the control on the fact that	of busines current dev l content the course	s administ velopments and case si es fit into tl	ration are p s and are ca tudies are i	oresen arried 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 or theoretical foundations that qualify for starting a career in this particular field. Due to the cloud 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				<b>ble electives within th</b> of 6 CP have to be cho		S:					
7	Exam	nination: Fin	al N	Module Exam							
8	Relev	vant Work: Number and	d Ty	pe; Connection to Co	urse	Duration		Part of	f final mark	c in %	

	1	Final written exam			maximum of min.	120	100	%	
	Stud No	y Work: Number and Type; Connecti	on to Course					Duration	
9	1	According to the teacher one of the following: Presentation (appromin.) or written assignment (up to 600 words) or other equivalent seminar typical tasks.						approx. 30 min. or up to 600 words	
10	The	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.							
	CP A	ssignment:							
	Pres	sence	No 1			1.00 (	P		
11			No 2			1.00 (			
	Rele	evant Work	No 1			3.00 CP			
	Stu	dy Work	No 1			1.00 CP			
	Tota	al	6 CP						
12	<b>Weig</b> 3,3%	ght of the module grade for th	ne overall grade	:					
13	Mod none	ule Prerequisites:							
14		ence: ndance is recommended to w	arrant learning	suc	cess.				
	Mob	ility/Acknowledgement:							
15	Use	of the module for other cour	se programs	Ва	chelor Econo	mics			
16		oonsible Lecturer: essor Dr. Peter Kajüter			<b>Department</b> School of Bu		s anc	l Economics	
17	Misc	·. <b>:</b>							

## Special Topics in Business Administration B

Spe	Decial Topics  Iodule Title english:			busiliess Au	mmstration	D					
Мо	lodule Title english:			Special Topics in Bu	siness Administratio	n B					
Cou	rse Pro	ogram:		Bachelor Business A	dministration						
1	Mod	ule No: TRB	23	State: Elective	Language of Instru	ction: Germ	<b>ion:</b> German or English				
2	Turn	irregularly		<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180				
	Mod	ule Structur	e:								
	No	Туре	Co	ourse	State		Workload	(h)			
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	Sp	pecial Topics in Busin	ess Administration B	Compu	ılsory	30 h (2 CH)	60		
				itorial Special Topics i Iministration B	n Business	Compu	ılsory	30 h (2 CH)	60		
4	The r conce Cours In thi have teach partie	nodule exte erning curre se content: s module, c varying con ners. In the i cular attenti	nds nt is urre tent ndiv	ent issues in the field of ts, depending on the of vidual courses, tutoria s paid to the fact that	of business administ current developments tl content and case si the courses fit into t	ration are p s and are ca tudies are i	oresen arried ntegra	ted. The co out by diffe ited. In so o	ourses erent doing		
5	particular attention is paid to the fact that the courses fit into the current research areas of business administration. Courses may vary each semester.  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. Working in groups strengthens teamwork skills.										
6	<b>Desc</b> none		ssil	ble electives within th	ne modules:						
				inations for every part of the module							

	Rele	vant Work:		1			1	
	No	Number and Type; Connection	on to Course		Duration		Part of final mark in %	
8	1	Written assignment or essay group)	(may be in		maximum of pages	15	80 %	
	2	Oral exam or presentation (n	may be in grou <sub>l</sub>	0)	maximum of min.	30	20 %	
9	Stud	y Work: none						
10	The	equisites for Credit Points: credit points will be granted a pleted.	fter all relevan	t wo	rk and study v	work h	ave been successfully	
	CP A	ssignment:						
	D		No 1			1.00 (	CP	
11	Pres	sence	No 2			1.00 (	CP	
11	D. I		No 1		3.00 (	CP		
	Rele	evant Work	No 2	1.		1.00 (	o CP	
	Tota	al	6 CP					
12	<b>Weig</b> 3,3%	ght of the module grade for th	e overall grade	e:				
13	Mod	ule Prerequisites:						
14		ence: ndance is recommended to wa	arrant learning	suc	cess.			
	Mob	ility/Acknowledgement:						
	Use	of the module for other cours	se programs	Ва	chelor Econo	mics		
	Mod	dule Title english		Spe	ecial Topics ir	n Busir	ness Administration B	
15	Eng	lish translation of module cor	mponents	No 1: Special Topics in Business Administ B			Business Administration	
	_	n section 3	•		2: Tutorial Sp ninistration E		Topics in Business	
16	Responsible Lecturer: Professor Dr. Peter Kajüter			<b>Department:</b> School of Business and Economics			s and Economics	
17	Misc	·:						

## Special Topics in Finance A

	dule Ti	tle english:	Special Topics in Fi	nance A				
Cot	ırse Pro	ogram:	Bachelor Business	Administration			_	
1	Modu 24	ule No: TRB	State: Elective	Language of Instruction: German or English				
2	Turn:	irregularly	<b>Duration:</b> 1 semester	Semester: 5 or 6 CP: 6 Worklo			: 180	
	Mod	ule Structure	:	-				
	No	Туре	Course		State	Workload (h	)	
3						Presence (h + CH)	Self- Study (h)	
	1	Lecture	Special Topics in Fina	nce A	Compulsory	30 h (2 CH)	60	
	2	Exercise	Tutorial Special Topics	s in Finance A	Compulsory	30 h (2 CH)	60	
4	The r conce Cours In thi	nodule exter erning currer se content: 's module, cu	urrent issues in the field	edge in the field of I of finance are pres	ented. The cou	ırses have vaı	rying	
4	The reconcer Course In this contest indivariate attention attentio	nodule exter erning currer se content: s module, cu ents, depend idual course	nds and deepens knowle nt issues. urrent issues in the field ling on the current deve s, tutorial content and c to the fact that the cours	edge in the field of I of finance are pres lopments and are case studies are inte	ented. The cou arried out by d egrated. In so c	ırses have vaı ifferent teach doing particul	rying ers. In th ar	
5	Course In this contest individual team may be specified to teach time!  Soft: Study mannifistu	nodule extererning currer se content: s module, cuents, depended idual course ation is paid to vary each se ming outcome emic: students get ific area of inqualify for staning in this may profession skills: ents learn imper, time mandents work of the course of the cour	nds and deepens knowled it issues.  The properties of the field ling on the current devents, tutorial content and content and content and course to the fact that the course mester.er.	of finance are prestopments and are cases studies are interestored and therely iques and methods articular field. Due to ize the direct relation to the ability through binding deang an assignment treatment of the second articular field.	ented. The cou arried out by d egrated. In so d ent research are by also special s, building on to the close link on between ec	irses have var ifferent teach doing particul eas of finance lize dependin heoretical fou between rese onomic resea and work in a si mission have	rying ers. In th ar e. Courses g on thei undations earch and tructured to be me	
	The r conce Cours In this conte indiv atten may be contented to teach time!  Soft: Studemann if stu Work	nodule extererning currer se content: s module, cuents, depended idual course attion is paid to vary each se ming outcome emic: students get ific area of inqualify for staning in this may profession skills: ents learn imper, time mandents work cangin group: ription of po	nds and deepens knowled it issues.  urrent issues in the field ling on the current deve s, tutorial content and content and content and content and content are set.  es:  to know changing current terest. They learn technologies, students recognial requirements.  uportant key skills. In admagement is promoted to an assignment. Writing an assignment.	of finance are prestopments and are cases studies are interestored in the current	ented. The cou arried out by d egrated. In so d ent research are by also special s, building on to the close link on between ec	irses have var ifferent teach doing particul eas of finance lize dependin heoretical fou between rese onomic resea and work in a si mission have	rying ers. In the ar e. Courses g on their undations earch and tructured to be me	
5	The r conce Cours In this conte indiv atten may be contented to teach time!  Soft: Study mann if stu Work  Desc none	nodule extererning currersecontent: s module, cuents, depended idual course vary each severy profession skills: ents learn imper, time mandents work coing in groups ription of po	nds and deepens knowled it issues.  urrent issues in the field ling on the current deve s, tutorial content and coto the fact that the cours mester.er.  es:  to know changing current terest. They learn technarting a career in this parting a career in this parting a requirements.  uportant key skills. In admagement is promoted to n an assignment. Writing strengthens teamwork	of finance are prestopments and are cases studies are interestored in the current	ented. The cou arried out by d egrated. In so d ent research are by also special s, building on to the close link on between ec	irses have var ifferent teach doing particul eas of finance lize dependin heoretical fou between rese onomic resea and work in a si mission have	rying ers. In th ar e. Courses g on thei undations earch and tructured to be me	

	No	Number and Type; Connecti	on to Course	Duration		Part of final mark in %			
	1	Written exam		maximum of min.	120	100 %			
		y Work:	_			l			
	No	Number and Type; Connection				Duration			
9	1	According to the teacher one (approx. 30 min.) or written a equivalent seminar typical to	assignment (up t		rother	maximum of 30 min. or maximum of 600 words			
10	The	equisites for Credit Points: credit points will be granted a pleted.	fter all relevant v	ork and study	work ha	ave been successfully			
	CP A	ssignment:							
	Dro	sence	No 1		1.00 C	Р			
11		Sence	No 2 1		1.00 C	Р			
	Rele	evant Work	No 1		3.00 (	<u>P</u>			
	Stu	dy Work	No 1 1.00			Р			
	Tota	al		6 CP					
12	Weig	ght of the module grade for th	ne overall grade:						
13		<b>ule Prerequisites:</b> Immende: Fundamentals of Fi	inance						
14		ence: ndance is recommended to w	arrant learning su	ıccess.					
15	Mob	Mobility/Acknowledgement:							
-5	Use	of the module for other cour	se programs	Bachelor Econo	mics				
16		oonsible Lecturer: essor Dr. Peter Kajüter		<b>Department</b> : School of Bu		and Economics			
17	<b>Misc</b> Track	:: c Finance (additional subject)							

## Special Topics in Finance B

Мо	dule Ti	tle english:	Special Topics in Fi	Special Topics in Finance B  Bachelor Business Administration						
Cot	ırse Pro	ogram:	Bachelor Business	Administration						
1	Modi 25	ule No: TRB	State: Elective	Language of Instruction: German or English						
2	Turn	: irregularly	<b>Duration:</b> 1 semester	Semester: 5 or 6	Workload (h)	: 180				
	Modi	ule Structure	e:	71						
	No	Туре	Course		State	Workload (h	)			
3						Presence (h + CH)	Self- Study (h)			
	1	Lecture	Special Topics in Fina	ınce B	Compulsory	30 h (2 CH)	60			
	2	Exercise	Tutorial Special Topic	cs in Finance B Compulsory 30 h (2 CH) 60			60			
4	Purper The resistance is sue Course In thi	module exter es. se content: is module, c	nodule/integration into nds and deepens knowl urrent issues in the field ding on the current deve	edge in the field of f	ented. The cou	ırses have vaı	rying			
4	Purporther issue Cours In this contestindiv attention	ose of the module extences. se content: is module, coents, dependents	urrent issues in the field ding on the current deve es, tutorial content and to the fact that the cour	edge in the field of f d of finance are preselopments and are ca case studies are inte	ented. The cou arried out by d egrated. In so c	ırses have vaı ifferent teach loing particul	rying ers. In th ar			
5	Purporties of the study of the	ose of the module extendes.  se content: is module, contents, dependention is paid vary each secont emic: students get ific area of inqualify for string in this nay profession skills: ents learn inner, time madents work extendents work ex	urrent issues in the field ding on the current deve es, tutorial content and to the fact that the cour	d of finance are preselopments and are catase studies are interest into the curre articular field. Due to nize the direct relation ddition to the ability through binding deang an assignment transcript of the direct relation of the ability through binding deang an assignment transcript.	ented. The cou arried out by d egrated. In so cont research are by also special to be the close link on between econt to organize are	irses have valuifferent teach doing particule eas of finance lize depending heoretical four between reseated work in a simission have	rying ers. In the ar e. Course g on the undation earch ar rch and tructured to be m			
	Purporties of the study of the	ose of the module extendes.  se content: is module, contents, dependent of the course	urrent issues in the field ding on the current developes, tutorial content and of the fact that the courtenester.  es:  to know changing current terest. They learn technicarting a career in this penodule, students recognial requirements.  Inportant key skills. In accordance an assignment. Writi	d of finance are preselopments and are cases studies are intesses fit into the curre articular field. Due to nize the direct relationship dealing an assignment track skills.	ented. The cou arried out by d egrated. In so cont research are by also special to be the close link on between econt to organize are	irses have valuifferent teach doing particule eas of finance lize depending heoretical four between reseated work in a simission have	rying ers. In the ar e. Course g on the undation earch ar rch and tructured to be m			
5	Purporties of teach timel Soft Study Mork	se content: is module, creats, depended idual course ition is paid vary each se ific area of ir qualify for staining in this may profession skills: ents learn in her, time madents work of iring in group ription of positions.	urrent issues in the field ding on the current developes, tutorial content and to the fact that the couremester.  es:  to know changing current terest. They learn technicarting a career in this pendule, students recognal requirements.  Inportant key skills. In accompany the promoted on an assignment. Writing strengthens teamworks.	d of finance are preselopments and are cases studies are intesses fit into the current issues and theres articular field. Due to a lize the direct relation of the ability through binding deang an assignment track skills.	ented. The cou arried out by d egrated. In so cont research are by also special to be the close link on between econt to organize are	irses have valuifferent teach doing particule eas of finance lize depending heoretical four between reseated work in a simission have	rying ers. In the ar e. Course g on the undation earch ar rch and tructured to be m			

	No	Number and Type; Connect	ion to Course		Duration		Part of final mark in %
	1	Written assignment or essar group)	y (may be in		maximum of pages	15	80 %
	2	Oral exam or presentatino (	may be in group)		maximum of min.	30	20 %
9	Stud	y Work: none					
10	The	equisites for Credit Points: credit points will be granted a pleted.	after all relevant v	wo	rk and study v	work ha	ave been successfully
	CP A	ssignment:					
	Dro	sence	No 1			1.00 C	Р
11	—	Sence	No 1 :		1.00 C	Р	
	Rele	evant Work			3.00 (		
					1.00 CP		
	Tota	al			6 CP		
12	<b>Weig</b> 3,3%	ght of the module grade for th	ne overall grade:				
13		ule Prerequisites: ommended: Fundamentals of	Finance				
14		ence: ndance is recommended to w	arrant learning s	uc	cess.		
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cour	se programs	В	achelor Econo	mics	
16		oonsible Lecturer: essor Dr. Peter Kajüter			<b>Department:</b> School of Bu		and Economics
17	<b>Misc</b> Track	k Finance (additional subject)					

# Special Topics in Management A

Madula Tit		$\equiv$							
Module 110	le english:		Special Topics in Management A  Bachelor Business Administration						
Course Pro	gram:		Bachelor Business Ad	lministration					
<b>Modu</b> 26	ı <b>le No:</b> TRB		State: Elective	Language of Instruction: German or English					
2 Turn:	irregularly		Duration: 1 semester	<b>Semester:</b> 5 or 6	Workload (h)	<b>):</b> 180			
Modu	ıle Structure	<u></u>							
No	Туре	c	ourse		State	Workload (h	)		
3						Presence (h + CH)	Self- Study (h)		
1 Lecture			pecial Topics in Manag	ement A	Compulsory	30 h (2 CH)	60		
			utorial Special Topics in	n Management A	Compulsory	30 h (2 CH)	60		
indivi atten	idual course tion is paid t	s, t to t	on the current develor utorial content and cas he fact that the courses ch semester.	e studies are integ	grated. In so d	loing particul	ar		
Acade The s speci	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								
5 teach timely Soft s Depe ability bindi assig work	ing in this my profession skills: nding on the y to organize ng deadline nment/essa and giving a	nod lal r e de e ar s fo ly h	ng a career in this partiule, students recognized equirements.  The esign of the module, students work in a structured or submission have to be as to be written. Writing	ues and methods, cular field. Due to e the direct relation udents learn importante manner, time manner if students if an assignment/ents in presentatio	building on to the close link in between eco rtant key skills nagement is p work on case essay trains st	heoretical four between resonomic resea s. In addition romoted thro studies or an	indation earch and rch and to the ugh entific		
teach timely Soft so Depe ability bindi assig work skills	ning in this my profession skills: nding on the y to organize ng deadline nment/essa and giving a . Working in	nod al r e de e ar s fo y h a pro	ng a career in this partiule, students recognized equirements.  The esign of the module, students work in a structured or submission have to be as to be written. Writing esentation trains stude	ues and methods, cular field. Due to e the direct relation udents learn important manner, time mare met if students of an assignment/ents in presentation work skills.	building on to the close link in between eco rtant key skills nagement is p work on case essay trains st	heoretical four between resonomic resea s. In addition romoted thro studies or an	indation earch and rch and to the ugh entific		

	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	on to Course	Duration	
9	1	According to the teacher one (approx. 30 min.) or written equivalent seminar typical t	assignment (up to	maximum of 600 er words or maximum of 30 min.	
10	The	equisites for Credit Points: credit points will be granted a pleted.	ıfter all relevant w	ork and study work	have been successfully
	CP A	ssignment:			
	Pre	sence	No 1 1		o CP
11			No 2 1.00 C		o CP
	Rele	evant Work	No 1	o CP	
	Stu	dy Work	No 1	1.00	O CP
	Tota	al		6 C	P
12	<b>Weig</b> 3,3%	rht of the module grade for th	ne overall grade:		
13	Mod	ule Prerequisites:			
14	l l	ence: ndance is recommended to w	arrant learning su	ccess.	
15	Mob	ility/Acknowledgement:			
-,	Use	of the module for other cour	se programs	achelor Economics	5
16		oonsible Lecturer: essor Dr. Peter Kajüter		<b>Department:</b> School of Busine	ess and Economics
17	<b>Misc</b> Tracl	:: « Management (additional sub	ject)		

## Special Topics in Management B

	Ciui	Topics	-	Managemen	ι D						
Mod	Module Title english: Course Program:			Special Topics in Management B  Bachelor Business Administration							
Cou	rse Pro	ogram:		Bachelor Business A	dministration						
1	Modu	ı <b>le No:</b> TRB 2	7	State: Elective	Language of Instr	ruction: Germa	an or English				
2	Turn:	irregularly		<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h)	<b>):</b> 180			
	Modu	ıle Structure:	:								
	No	Туре	c	ourse		State	Workload (h	)			
3							Presence (h + CH)	Self- Study (h)			
	1	Lecture	S	pecial Topics in Mana	gement B	Compulsory	30 h (2 CH)	60			
	2	Exercise	Tı	utorial Special Topics	in Management B	Compulsory	30 h (2 CH)	60			
4	In thi conte indiv atten	ents, dependi idual courses tion is paid to	ing s, t o t		opments and are ca use studies are inte	rried out by d grated. In so d	ifferent teach doing particul	ers. In the ar			
5	Acad The s speci that of teach timel Soft s Depe abilit bindi assig	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									
6	<b>Desc</b> none		si	ble electives within th	ne modules:						
7	Exam	<b>ination:</b> Exa	mi	nations for every part	of the module						

	Rele	vant Work:					
	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		maximum of min.	f 30	20 %	
9	Stud	y Work: none					
10	The o	equisites for Credit Points: credit points will be granted pleted.	after all relevant v	WO	rk and study	work h	ave been successfully
	CP A	ssignment:					
	Duo		No 1			1.00 (	P
11	Pres	sence	No 2		1.00 CP		
	Relevant Work		No 1			3.00 (	P
		svant work	No 2			1.00 (	<u> </u>
	Tota	al				6 CP	
12	<b>Weig</b> 3,3%	tht of the module grade for t	he overall grade:				
13	<b>Mod</b> none	ule Prerequisites:					
14		ence: ndance is recommended to v	varrant learning s	uc	cess.		
45	Mob	ility/Acknowledgement:					
15	Use	Use of the module for other course programs				omics	
16		onsible Lecturer: essor Dr. Peter Kajüter			Department: School of Business and Economics		
17	<b>Misc</b> Track	.: Management (additional sub	oject)				

# Special Topics in Marketing A

- p -			1 Marketing A							
Mod	dule Tit	tle english:	Special Topics in M	Narketing A						
Cou	rse Pro	ogram:	Bachelor Business	Administration						
1	Modu 28	ı <b>le No:</b> TRB	State: Elective	Language of Instruction: German or English						
2	Turn:	irregularly	Duration: 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (	<b>(h):</b> 180			
	Modu	ıle Structure	:							
	No	Туре	Course		State	Workload (h)				
3							Self- Study (h)			
	1	Lecture	Special Topics in Ma	ecial Topics in Marketing A			60			
	2	Exercise	Tutorial Special Topic	cs in Marketing	Elective	30 h (2 CH)	60			
4	The module extends and deepens knowledge in the field of Marketing, especially concerning 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	Description of possible electives within the modules: none									
7	Exam	<b>ination:</b> Exa	minations for every pa	rt of the module						

	Rele	vant Work:				
	No	Number and Type; Connect	ion to Course	Duration	Part of final mark in %	
8	1	Written exam		maximum of 120 min.	100 %	
	Stud	y Work:				
	No	Number and Type; Connecti	on to Course		Duration	
9	1	According to the teacher one (approx. 30 min.) or written equivalent seminar typical t	assignment (up to		maximum of 30 min. or maximum of 600 words	
10	The	equisites for Credit Points: credit points will be granted a pleted.	after all relevant wo	ork and study work	nave been successfully	
	СРА	ssignment:				
	Dro	sence	No 1 1.0		СР	
11	Presence		No 2	1.00	СР	
	Rele	evant Work	No 1 3.00 C		СР	
	Stu	dy Work	No 1	1.00	СР	
	Tota	al		6 CP		
12	<b>Weig</b> 3,3%	ght of the module grade for th	ne overall grade:			
13	<b>Mod</b> none	ule Prerequisites:				
14		ence: ndance is recommended to w	arrant learning suc	ccess.		
15	Mob	ility/Acknowledgement:				
	Use	of the module for other cour	se programs	achelor Economics		
16		oonsible Lecturer: essor Dr. Peter Kajüter		<b>Department:</b> School of Business and Economics		
17	<b>Misc</b> Track	. <b>.:</b> « Marketing (additional subjec	t)			

## Special Topics in Marketing B

Module Tit	tle english:		Special Topics in Ma	rketing B			
Course Pro	ogram:		Bachelor Business A	dministration			
1 Modu 29	ı <b>le No:</b> TRB		<b>State:</b> Elective	Language of Instruction: German or English			
2 Turn:	irregularly		<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180	
Modu	ıle Structure	:					
No	Туре	C	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	Τι	utorial Special Topics	in Marketing B	Compulsory	30 h (2 CH)	60
in thi			nt issues in the field of				
conte indiv atten	s module, cu ents, depend idual courses tion is paid t	ing s, to	nt issues in the field of on the current develonation the current and cannel fact that the course ch semester.	opments and are cause studies are inte	arried out by d grated. In so c	ifferent teach Ioing particul	ers. In th ar
Learn Acad The s depe theor link between Soft s Depe abilit bindi to be stude	s module, cuents, depend idual courses tion is paid to ses may vary ning outcome emic: tudents get to nding on the retical foundate een economics kills: nding on the y to organize ng deadlines written. Writens wittens wittens with the retical foundate een economics wittens writens writens with the retical foundate een economics with the retical foundate en economics with the retical foundate economics with the	ings, to the earches:  to keep deep and the earches for the ea	on the current develoutorial content and ca he fact that the course	t or specific issues at the care into the current of the current o	arried out by degrated. In so cont research are and thereby a iques and menis particular for recognize the ments.  Ortant key skill nagement is pwork on case ork and giving	ifferent teach doing particulate of marketing and marketing and the discount of the direct relations. In addition romoted throw studies or an a presentation and the direct relations are directly and the direct relations and the directly and the d	ers. In that ar
Learn Acade The s depe theor link between Soft s Depe abilit bindi to be stude team	s module, cuents, dependidual coursestion is paid to ses may vary ning outcome emic: tudents get to nding on the retical foundate een economics kills: nding on the yet oorganize ng deadlines written. Writents in preservork skills.	ing s, to	on the current develor atorial content and can be fact that the course ch semester.  Inow changing current pecific area of interestons, that qualify for standard timely processing of the module, seed work in a structured r submission have to gan essay trains students.	t or specific issues at the care into the current of the current o	arried out by degrated. In so cont research are and thereby a iques and menis particular for recognize the ments.  Ortant key skill nagement is pwork on case ork and giving	ifferent teach doing particulate of marketing and marketing and the discount of the direct relations. In addition romoted throw studies or an a presentation and the direct relations are directly and the direct relations and the directly and the d	ers. In that ar

	Rele	vant Work:					
	No	Number and Type; Connect	ion to Course		Duration		Part of final mark in %
8	1	Written assignment or essar group) and	y (can be in maximum of pages		15	80 %	
	2	Oral exam or presentation (	can be in group)	maximum of 30 min.		30	20 %
9	Stud	y Work: none					
10	The	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:					
	Dro	sence	No 1			1.00 (	P
11	Pre:	sence	No 2			1.00 (	P
	Pol	evant Work	No 1		3.00 (	<u> </u>	
		svant work	No 2			1.00 (	:P
	Tota	al				6 CP	
12	<b>Weig</b> 3,3%	ght of the module grade for the	ne overall grade	:			
13	Mod	ule Prerequisites:					
14		ence: ndance is recommended to w	arrant learning s	suc	cess.		
45	Mob	ility/Acknowledgement:				_	
15	Use	of the module for other cour	Ва	achelor Econo	omics		
16		oonsible Lecturer: essor Dr. Peter Kajüter			<b>Department</b> School of Bu	: usiness	and Economics
17	<b>Misc</b> Track	:: « Management (additional sub	ject)				

## Special Topics in Radical Change + Transformation A

Мо	dule Title english:	Special Topics in Radical Change + Transformation A						
Cou	rse Program:	Bachelor Business Administration						
1	Module No: TRB 30	State: Elective	Language of Instruction: German or English					
2	Turn: irregularly	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180			

### **Module Structure:**

	No Type Course		State	Workload (h)		
3					Presence (h + CH)	Self- Study (h)
	1	1 Lecture Special Topics on Radical Change + Transformation A		Compulsory	30 h (2 CH)	60
	2	Exercise	Tutorial Special Topics on Radical Change + Transformation A	Compulsory	30 h (2 CH)	60

#### **Module Profile:**

### Purpose of the module/integration into curriculum

The module extends and deepens knowledge in the field of Business Administration, with regard to current economic changes, especially with regard to labor and digitalization.

#### **Course content:**

In this module, current or specific issues are addressed that deal with the digital transformation in a competitive world and how technological and societal change affects work, workers, companies and business models. As a rule, the courses comprise 6 LP, so that one course must be chosen. Depending on the specific courses offered, the number and content of the courses 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:

5

6

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.

# **Description of possible electives within the modules:**

7	Exan	nination: Final Module Exam								
0	Rele <sup>1</sup>	vant Work: Number and Type; Connecti	on to Course		Duration		Part of final mark in %			
8	1	Final written exam			maximum of 12 min.	20	100 %			
	Stud No	Study Work: No Number and Type; Connection to Course Duration								
9	1	According to the teacher one (approx. 30 min.) or written a equivalent seminar typical ta	assignment (ι	_		ther	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	CP Assignment:								
	Pres	sence			.00 C					
11		and Mary of	No 2			.00 C				
	-	evant Work	No 1			.00 C .00 C				
	Tota	dy Work al	110 1	6 CP			ı			
12	Weig	ght of the module grade for th	e overall grad	de:	<u>'</u>					
13	Mod	ule Prerequisites:								
14		ence: ndance is recommended to wa	arrant learnin	g suc	cess.					
15	Mob	ility/Acknowledgement:		Ī						
	Use	of the module for other cours	Bac	helor Economic	S					
16	-	<b>oonsible Lecturer:</b> essor Dr. Peter Kajüter		<b>Department:</b> School of Business and Economics			s and Economics			
17	Misc	••								

## Special Topics in Radical Change + Transformation B

Mod	dule Title english:	Special Topics in Radical Change + Transformation B						
Cou	rse Program:	Bachelor Business Administration						
1	Module No: TRB 30	State: Elective	Language of Instruction: German or English					
2	Turn: irregularly	Duration: 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180			

### **Module Structure:**

	No	Туре	Course	State	Workload (h)		
3					Presence (h + CH)	Self- Study (h)	
			Special Topics on Radical Change + Transformation B	Compulsory	30 h (2 CH)	60	
	2	Exercise	Tutorial Special Topics on Radical Change + Transformation B	Compulsory	30 h (2 CH)	60	

#### **Module Profile:**

### Purpose of the module/integration into curriculum

The module extends and deepens knowledge in the field of Business Administration, with regard to current economic changes, especially with regard to labor and digitalization.

#### **Course content:**

In this module, current or specific issues are addressed that deal with the digital transformation in a competitive world and how technological and societal change affects work, workers, companies and business models. As a rule, the courses comprise 6 LP, so that one course must be chosen. Depending on the specific courses offered, the number and content of the courses 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:

5

6

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.

# **Description of possible electives within the modules:**

7	Exan	nination: Examinations for ev	very part of the mo	bc	ule				
	Rele	vant Work: Number and Type; Connecti	on to Course		Duration		Part of final mark in %		
8	1	Written assignment or term group) and	paper (can be in	maximum of 15 pages		15	80 %		
	2	Oral exam or presentation (	can be in group)		maximum of 30 min.		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:							
	Pres	sence	No 1 1.00 (		1.00 C	Р			
11			No 2			1.00 C	_		
	Rele	evant Work	No 2			3.00 C			
	Tota	al			6 CP				
12	<b>Weig</b> 3,3%	tht of the module grade for th	ne overall grade:						
13	Mode	ule Prerequisites:							
14		ence: ndance is recommended to w	arrant learning su	ICC	cess.				
	Mob	ility/Acknowledgement:							
15	Use	of the module for other cour	se programs Ba	ıcł	nelor Economi	ics			
16		oonsible Lecturer: essor Dr. Peter Kajüter		Department: School of Business and Economics			s and Economics		
17	Misc	.:							

## Supply Chain Logistics Management

Mod	Module Title english: Supply Chain Logistics Management									
Cou	rse Pro	ogram:		Bachelor Business A	Bachelor Business Administration					
1	Module No: TRB 32			State: Elective	Language of Instruction: English					
2				<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180			
	Modu	ule Structur	e:							
	No	Туре	Cour	rse	S	itate	Workload (	(h)		
3							Presence (h + CH)	Self- Study (h)		
1	1	1	1							

Supply Chain Logistics Management

#### **Module Profile:**

Lecture

Exercise

1

## Purpose of the module/integration into curriculum

Logistics often is defined as having the right item in the right quantity at the right time at the right place for the right price in the right condition to the right customer. Logistics incorporates all industry sectors and is of high importance for every company producing and selling goods. While logistics is having a focus onto the operative processes, supply chain managements deals with the design, planning, execution, control, and monitoring of supply chains across several organizations, thus having a broader view than logistics. The lecture complements and extends the knowledge on logistics and supply chain management gained in the courses "Operations Management" and "Quantitative Methods in Logistics".

Tutorial Supply Chain Logistics Management | Compulsory

Compulsory 30 h (2

CH)

CH)

30 h (2

60

60

#### **Course content:**

The course examines traditional logistics in the context of the supply chain. Topics covered in the course are:

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Themes	Learning objectives
Introduction	To understand the role of logistics in organizations. To learn the primary activities in logistics.
History of Logistics	To understand the evolution of logistics from a functional-specific towards a cross-functional and holistic entity.
Performance Measurement Systems	To learn different indicators for measuring the logistics performance. To understand the role of performance measurement systems in logistics.
Logistics and Supply Chain Management (SCM)	To understand the differences and connections between logistics and SCM.

		rent Challenges and nds in Logistics	To learn current devel	opments and t	rends	in logistics in academia	
5	Learning outcomes: Academic: After completing the module, students will know the essential activities in logistics and will be able to assess the special role of logistics for companies. The knowledge acquired helps in understanding and solving complex relationships and problems in logistics both within the company and along the supply chain.  Soft skills: The preparation and follow-up of the contents of the lecture as well as the work on tasks in the exercises is carried out by the students in working groups, which strengthens their ability to work in a team. This is supported by personal supervision and a Learnweb discussion forum managed by the chair. Furthermore, the students gain valuable skills in public speaking by presenting the results of their exercises.						
6	Description of possible electives within the modules:						
7	Exan	nination: Examinations	for every part of the mo	dule			
	Relevant Work:  No Number and Type; Connect		nection to Course	Duration		Part of final mark in %	
8	1	written exam		max. 120 Min		70 %	
	2	Case studies (can be in	n group)	maximum of 10 pages		30 %	
9	Stud	y Work: none					
10	The	equisites for Credit Poin credit points will be grar pleted.		ork and study v	vork h	ave been successfully	
	CP A	ssignment:					
	Dua	conco	No 1		1.00 CP		
11	Pres	sence	No 2		1.00 CP		
	Rele	evant Work	No 1		3.00 (		
			No 2	No 2		1.00 CP	
	Tota	31			6 CP		
12	<b>Weig</b> 3,3%	ght of the module grade	for the overall grade:				
13	Module Prerequisites: The number of participants can be restricted.						

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

## **Taxation**

Module Title english: Taxation							
Course Program: Bachelor Business Administration							
1	Module No: TRB 33	State: Elective	Language of Instruction: German				
2	Turn: each semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180		

## **Module Structure:**

No	Туре	Course Sta		Workload (h)		
				Presence (h + CH)	Self- Study (h)	
1	Lecture	ecture Transaction Taxes		15 h (1 CH)	30	
2	Exercise Tutorial on Transaction Taxes  Lecture Income Taxes		Compulsory	15 h (1 CH)	30	
3			Compulsory	15 h (1 CH)	30	
4	Exercise	Tutorial on Income Taxes	Compulsory	15 h (1 CH)	30	
	1 2 3	1 Lecture 2 Exercise 3 Lecture	1 Lecture Transaction Taxes 2 Exercise Tutorial on Transaction Taxes 3 Lecture Income Taxes	1 Lecture Transaction Taxes Compulsory 2 Exercise Tutorial on Transaction Taxes Compulsory 3 Lecture Income Taxes Compulsory	Presence (h + CH)  1 Lecture Transaction Taxes Compulsory 15 h (1 CH)  2 Exercise Tutorial on Transaction Taxes Compulsory 15 h (1 CH)  3 Lecture Income Taxes Compulsory 15 h (1 CH)	

#### **Module Profile:**

### Purpose of the module/integration into curriculum

Integrated knowledge of tax law, taxing processes and tax effects on businesses is of great importance for efficient economic and business decisions. This does not only refer to the basic principles necessary to taxation, the different types of taxes, and taxpayers but requires profound skills in determining taxing consequences of alternative complex businesses. With respect to German tax law being one of the most complex and fastest changing ones in the world it is of great importance to consider tax consequences not only in advance but also as precisely as possible. The course Advanced Taxation builds on the module "Principles of Corporate Taxation" and extends the acquired knowledge in terms of transaction taxes and income taxes.

#### **Course content:**

The part Transaction Taxes provides a deeper understanding of value-added tax (VAT). In this respect, it elaborates on both national and international (EU and non-EU countries) aspects. The course may be extended by an excursus into real estate transfer tax. The part Income Taxes covers the taxation of partnerships, corporations and hybrid legal forms in an advanced way. After an intensive introduction into the relevant tax rules, the course focuses on making optimal business decisions from a tax perspective. The most important issue is the choice of the legal form. Both parts are accompanied by a tutorial, which helps to process the lecture's theoretical contents in practical cases.

## **Learning outcomes:**

#### **Academic:**

After completing the course, students know about tax-relevant circumstances, are able to evaluate them and can structure them in an optimal economic way. Furthermore, they gain advanced knowledge about the consequences of taxes on business decisions. They are able to apply their knowledge on actual tax-related problems.

In the written examination, the student should demonstrate the ability

to develop a coherent argument within a limited period of time,

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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: **Examination:** Examinations for every part of the module **Relevant Work: Number and Type; Connection to Course** Duration Part of final mark in % No Written exam on Transaction Tax (No. 1) 60 min. 50 % 1 Written exam on Income Tax (No. 3) 60 min. 50 % 2 Study Work: none **Prerequisites for Credit Points:** The credit points will be granted after all relevant work and study work have been successfully completed. **CP Assignment:** No 1 0.50 CP No 2 0.50 CP **Presence** No 3 0.50 CP No 4 0.50 CP No 1 2.00 CP **Relevant Work** No 2 2.00 CP 6 CP **Total** Weight of the module grade for the overall grade: 3,3% **Module Prerequisites:** Skills from the module "Principles of Corporate Taxation" are recommended. **Presence:** Presence is strongly recommended to warrant learning success

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**Mobility/Acknowledgement:** 

Use of the module for other course programs

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Bachelor Economics, Bachelor Information

Systems

	Module Title english	Taxation
16	Responsible Lecturer: Professor Dr. Christoph Watrin	<b>Department:</b> School of Business and Economics
17	Misc.: Track: Accounting (core module).	

## **INTOP Business Simulation**

Mod	dule Title english:	INTOP Business Simulation					
Cou	rse Program:	Bachelor Business Administration					
1	Module No: TRB 34 State: Elective Language of Instruction: English				lish		
2	Turn: each winter semester	<b>Duration:</b> 1 semester	Semester: 5 or 6 CP: 6 Workload (h): 180				
	Module Structure:						

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No	Туре	Course	State	Workload (h)		
				Presence (h + CH)	Self- Study (h)	
1	Seminar	INTOP Business Simulation	Elective	60 h (4 CH)	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 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.

Themes	Learning objectives
Themes	Learning objective

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

### **Learning outcomes:**

### **Academic:**

The INTOP business simulation has various objectives: The participants must determine financial objectives, formulate accompanying strategies and make decisions each quarter according to their long-term strategy. The participants learn to establish the relationship between the decisions and their consequences and new decisions. The learning-by-doing-effect enables the participants to apply their prior knowledge.

- The students are encouraged to reduce the time for making decisions which helps to focus on the most relevant decision criteria.
- Based on experience made throughout the course of the simulation, the students learn to judge the importance of relevant economic instruments.
- In order to solve international entrepreneurial problems, the high level of realism of the simulation requires an advanced degree of analytical thinking, conceptual abilities and imagination.
- Inside the group assignment, the students should demonstrate the ability to productively work in groups and their ability to coordinate with peers.

#### Soft skills

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

6 Description of possible electives within the modules:

**7 Examination:** Examinations for every part of the module

	Relevant Work:						
	No	Number and Type; Connection to Course	Duration	Part of final mark in %			
8	1	seminar paper on INTOP (subject will be given at the beginning of the semester)	8 - 10 pages	40 %			
	2	INTOP Business Simulation Game: written paper on the management decisions	maximum of 15 pages	40 %			

	3 Presention & defence (INTOP)				45 min. per 20 % group			
9	Stud	y Work: none						
10	The o	equisites for Credit Points: credit points will be granted a pleted.	after all relevant	work an	ıd study ı	work have l	been successfully	
	CP Assignment:							
	Pres	sence	No 1			2.00 CP		
11			No 1			1.50 CP		
	Relevant Work		No 2		1.50 CP			
			No 3			1.00 CP		
	Tota	ıl				6 CP		
12	<b>Weig</b> 3,3%	tht of the module grade for the	he overall grade	:				
13	The k	ule Prerequisites: knowledge of the second yea ace is expected. For the INTO						
14		ence: ence is strongly recommende	ed to warrant lea	rning su	iccess			
	Mobility/Acknowledgement:							
Use of the module for other course programs  Bachelor Economic						omics		
16	Responsible Lecturer: Professor Dr. Christoph Watrin				<b>Department:</b> School of Business and Economics			
17	<b>Misc</b> Track	.: k: Accounting (additional mo	dule).					

## Insurance Management

Module Title english:		Insurance Management			
Course Program:		Bachelor Business Administration			
1	Module No: TRB 35	State: Elective	Language of Instruction: German		
2	Turn: each summer semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180

### **Module Structure:**

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No	Type Course		State	Workload (h	)
				Presence (h + CH)	Self- Study (h)
1	Lecture	Insurance Management	Compulsory	45 h (3 CH)	90
2	Exercise	Tutorial on Insurance Management	Compulsory	15 h (1 CH)	30

#### **Module Profile:**

## Purpose of the module/integration into curriculum

The module provides students with a unique and interdisciplinary insight into the various topics relevant to the insurance industry. In doing so, experienced practitioners provide a comprehensive overview of the various insurance products and lines of business as well as the pecularities of the insurance business in the context of classic corporate functions (e.g. human resources, controlling, accounting). Accordingly, the module exhibits various links to other core Bachelor-courses from the fields of Accounting, Finance and Management.

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**Course content:** 

The module Insurance Management kicks-off with an introduction to the domestic insurance industry and a breakdown of the insurance market into individual and social insurers, primary insurers and reinsurers, and the various insurance lines. In the course of the semester, students gain an in-depth understanding of selected topics, such as product costing in composite and life insurance, the importance of reinsurance and capital investment for the insurance market, value-based management, and the strategic orientation of insurance companies in the course of digitalization. In addition, the main regulatory requirements for an insurer in the context of Solvency II are addressed. One lecture is held regularly as part of the "study day" on site at the premises of a practice partner. The course concludes with a tutorial at the end of the semester.

### **Learning outcomes:**

### **Academic:**

After successful completion of the module, students will have a sound knowledge of the management of nationally operating insurance companies. They know the relevant players in the German insurance market and are familiar with industry-specific features in the context of classic corporate functions, such as human resources, controlling or accounting. In addition, they are able to assess and critically evaluate the impact of macroeconomic phenomena, such as digitalization, new types of risks, low interest rates or changing regulatory conditions, on the insurance practice.

#### Soft skills:

Students learn how to apply important statistical methods and mathematical models in risk management and for the calculation of insurance products. In addition to sharpening their

	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				
	Rele	vant Work:				
8	No	Number and Type; Connect	ion to Course	Du	ration	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 Assignment:					
	Presence		No 1	1.00		CP
11			No 2		1.00	СР
	Rele	evant Work	No 1 4.00		4.00	СР
	Tota	ıl			6 CP	
12	<b>Weig</b> 3,3%	tht of the module grade for th	ne overall grade	e:		
13	Module Prerequisites: none					
14	Presence: Presence is strongly recommended to warrant learning success					
	Mobi	Mobility/Acknowledgement:				
15	Use	of the module for other cour	se programs	System	is, Bachelor Ma	Bachelor Information thematics, Master on, Master Mathematics
16	Responsible Lecturer: Professor Dr. Martin Artz  Department: School of Business and Economics					

**Misc.:** The module is an additional module for the tracks accounting, finance, management.

## Specialization in Finance

Module Title english:		Specialization in Finance			
Cou	rse Program:	Bachelor Business Administration			
1	Module No: TRB 36	State: Elective	Language of Instruction: English		
Turn: each summer semester		<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180

### **Module Structure:**

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No	Туре	Course	State	Workload (h)	
				Presence (h + CH)	Self- Study (h)
1	Lecture	Lecture Specialization in Finance	Compulsory	30 h (2 CH)	60
2	Exercise	Tutorial Specialization in Finance	Compulsory	30 h (2 CH)	60

### **Module Profile:**

## Purpose of the module/integration into curriculum

To evaluate investment strategies, for instance in the field of retirement savings, it is important to disclose and assess the risks associated with these strategies and to understand how to (partially) immunize portfolios against these risks. The comprehension of the pricing of (government) bonds and of options and futures enables an investor to evaluate financial transactions and to discuss the stability and susceptibility of financial markets. As most topics of this course deal with pricing concepts, it builds on the course "Corporate Finance". Furthermore it builds on the statistics courses taught at the early stage of the program.

### **Course content:**

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The primary purpose of this course is to strengthen students' knowledge about individual investment decisions. Building on earlier courses, the intersection of this knowledge with pricing concepts for capital markets is emphasized. This includes an in depth discussion of interest rates, bond pricing, and portfolio immunization. Furthermore, basic concepts of the pricing of derivatives like futures, forwards, and options are taught. Several practically relevant investment strategies and their replication are discussed. Finally, performance measurement methods are discussed and applied to previously taught topics. In the end, successful students are able to select and apply appropriate techniques to solve complex investment problems. Furthermore students learn to justify their conclusions with appropriate rigor.

Themes	Learning objectives
Interest rates and bonds	Thorough understanding of bond pricing concept under certainty and assessment of the influence of default risk. Being able to understand interest rate risks and to pursue portfolio immunization.
Derivatives	Knowing several classes of derivatives and being able to clearly assess influence factors on derivative prices

	Structured Products and Investment strategies	Assessment of the use of structured products. Being to yield prices for structure	g able to apply con	= -	
	Performance measurement	· · · · · · · · · · · · · · · · · · ·			
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	Examination: Final Module Exam				
8		Connection to Course	Duration	Part of final mark in %	
	1 Final written exam 90 min. 100 %			100 /6	
				_	
9	Study Work: none				
9 10	Study Work: none  Prerequisites for Credit P	<b>Points:</b> granted after all relevant wo	rk and study work	nave been successfully	
	Study Work: none  Prerequisites for Credit P The credit points will be §		rk and study work	nave been successfully	
	Study Work: none  Prerequisites for Credit P The credit points will be g completed.  CP Assignment:		rk and study work		
	Study Work: none  Prerequisites for Credit P The credit points will be g completed.	granted after all relevant wo	· ·	СР	
10	Study Work: none  Prerequisites for Credit P The credit points will be g completed.  CP Assignment:	granted after all relevant wo	1.00	СР	
10	Study Work: none  Prerequisites for Credit P The credit points will be g completed.  CP Assignment:  Presence	No 1 No 2	1.00	СР	
10	Study Work: none  Prerequisites for Credit P The credit points will be g completed.  CP Assignment:  Presence  Relevant Work	No 1 No 2 No 1	1.00 1.00 4.00	СР	

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

## Advanced Management

Мо	dule Ti	tle english:		Advanced Manager	ment						
Cou	ırse Pro	ogram:		Bachelor Business	chelor Business Administration						
1	Module No: TRB 37 State: Elective Language of					of Instruction: English					
2	Turn:	each summ	er	<b>Duration:</b> 1 semester	Semester: 5	or 6	<b>CP:</b> 6	Workload (h): 18			
	Modi	ule Structure	<b>:</b>								
	No	Туре	Cours	6 <b>e</b>		State	e	Workload (h	1)		
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	Adva	nced Management		Com	pulsory	30 h (2 CH)	60		
	2	Seminar	Adva	nced Management		Com	pulsory	30 h (2 CH)	60		
4	Strate found provi mana case	dation and the des a cohere agement and studies and	ne inter ent thec I answe exercis	s characterized by a n dependencies betwe pretical framework the rs how firms can ach es students learn ho	en the different at combines the ieve a sustaina w firms select a	mode most ble co suital	ls often importa npetitiv ole indu:	get lost. This int theories o e advantage. stry, how firm	course f strategi Through s positio		
4	Strate found provi mana case withi gove	se content: egic Manage dation and the des a cohere agement and studies and n this indust	ne inter ent theo I answe exercis ry, how tures. T	dependencies betwe pretical framework thers rs how firms can ach	en the different at combines the ieve a sustaina w firms select a se core compet	mode most ble cor suital encies	ls often importa npetitiv ole indu , and ho	get lost. This ant theories o e advantage. stry, how firm ow firms creat	course f strategi Through s positio		
5	Strate found proving mana case withing gove imples a study of the stud	se content: egic Manage dation and the des a cohere agement and studies and n this indust rnance struct ementing suit hing outcome emic: ents learn to ents learn to ents learn ho skills: onducting a ce ents learn ho rences and he crences and he	ne interent theological answeres. The control of th	dependencies betwe pretical framework the rs how firms can ach es students learn ho firms develop and u he students also lear	en the different at combines the ieve a sustaina w firms select a se core compet m about the implementation implementation its develop and ely work as a tea	mode e most ble con suital encies portan s in str n of st streng am, ho	ls often importampetitivole indust, and ho ce of least ategic attegic attenuation atte	get lost. This int theories of advantage. stry, how firms created adership in anagement. actions.	course f strategi Through as positio te efficier  The  Ils. s,		
	Strate found provi mana case withing gove imple stude stude stude stude preferacili	se content: egic Manage dation and the des a cohere agement and studies and n this indust mance struct ementing suit hing outcome emic: ents learn to ents learn to ents learn ho skills: onducting a cole ents learn ho rences and he tates or hind ription of po	ne interent theological answeres. To table a malyz ow leaders to effect the control of the contr	dependencies betwee pretical framework the pretical framework the pretical framework the pretical framework the students learn how firms develop and under the students also lear ctions in practice.  The and assess the essemble and assess the essemble influences the preticion of the students and effective friciently and effective or sinfluence the quality and effective or sinfluence or sinfluence the quality and effective or sinfluence o	en the different at combines the ieve a sustaina w firms select a se core compet a bout the implementation implementation ats develop and ely work as a teality of team deciments.	mode e most ble con suital encies portan s in str n of st streng am, ho	ls often importampetitivole indust, and ho ce of least ategic attegic attenuation atte	get lost. This int theories of advantage. stry, how firms created adership in anagement. actions.	course f strategi Through as positio te efficier  The  Ils. s,		
5	Strate found provimana case withing gove imple Learn Acad Stude Soft: By construction preference facili	se content: egic Manage dation and the des a cohere agement and studies and n this indust rnance struct ementing suit  ning outcome emic: ents learn to ents learn ho ents learn ho rences and he rences and he trences and he ription of po	ne interent theological exercisery, how tures. To table a malyzow leaders to effect the exercise still exercise the exercise still exercise the exercise exe	dependencies betwee pretical framework the pretical framework the pretical framework the pretical framework the essence of the students also lead to the students also lead to the students also lead to the essership influences the essership influences the ficiently and effective or sinfluence the qual m collaboration.	en the different at combines the ieve a sustaina w firms select a se core compet an about the implementation implementation ats develop and ely work as a textity of team decimodules:	mode e most ble con suital encies portan s in str n of st streng am, ho	ls often importampetitivole indust, and ho ce of least ategic attegic attenuation atte	get lost. This int theories of advantage. stry, how firms created adership in anagement. actions.	course f strategi Through as positio te efficier  The  Ils. s,		
5	Strate found proving mana case within gove imples and stude stude stude stude preferacili Description	se content: egic Manage dation and the des a cohere agement and studies and n this indust mance struct ementing suit ning outcome emic: ents learn to ents learn ho skills: onducting a ce ents learn ho rences and he trates or hind ription of po	ne interent theological answeres. To table a sessible comment of the comment of t	dependencies betwee pretical framework the pretical framework the pretical framework the pretical framework the students learn how firms develop and understudents also lear ctions in practice.  The and assess the essership influences the preticently and effective or sinfluence the qual m collaboration.	en the different at combines the ieve a sustaina w firms select a se core compet an about the implementation implementation ats develop and ely work as a textity of team decimodules:	mode e most ble con suital encies portan s in str n of st streng am, ho	ls often importampetitivole indust, and hoce of least ategic ategic attegic at the first windivi	get lost. This int theories of advantage. stry, how firms created adership in anagement. actions.	course f strategion Through is position The  Ils. s, nication		

	2	Analysis and presentation case study (Nr. 2)	of team	50 Powerp 45 min. (m	oint slides (max.) & ax.)	40 %
9	Stud	dy Work: none				
10	The	requisites for Credit Points: credit points will be granted a pleted.	after all rele	evant work a	nd study work have l	peen successfully
	CP A	Assignment:				
	D##		No 1		1.00 CP	
11	Pre	sence	No 2		1.00 CP	
	Rel	evant Work	No 1		2.50 CP	
		CVant Work	No 2		1.50 CP	
	Tot	al			6 CP	
12	<b>Wei</b> ;	ght of the module grade for the	he overall g	grade:		
13	Mod	lule Prerequisites: e				
14		sence: sence is strongly recommende	ed to warrar	nt learning s	uccess	
	Mob	oility/Acknowledgement:				
15	Use	e of the module for other cour	se program	Bache Systen	elor Economics, Bach	elor Information
16		<b>ponsible Lecturer:</b> . Dr. Stephan Nüesch			<b>Department:</b> School of Busines	s and Economics
17	<b>Mis</b> o	<b>c.:</b> ks: Management (core subjec	ct), Restruct	curing (addit	ional subject)	

# Selected Issues in Microeconomics 1

Mod	lule Tit	tle english:		Selected Issues in Microeconomics 1						
Cou	rse Pro	ogram:		Bachelor Business Administration PO 2022						
1	Modu	ı <b>le No:</b> TRV 1	. :	<b>State:</b> Elective	Language of Instruction: German or English					
2	Turn:	irregularly		<b>Duration:</b> 1 semester	Semester	ster: 5 or 6 CP: 6 Workload (h)				: 180
	Module Structure:									
	No	Туре	Co	ourse			State	v	Workload (	(h)
3									Presence (h + CH)	Self- Study (h)
	1	Lecture	Se	elected Issues in Mic	roeconomi	CS	Compulso	, , –	30 h (2 CH)	60
	2	Exercise	Tu	torial Selected Issue	s in Microe	conomics	Compulso		30 h (2 CH)	60
	<b>Purpo</b> The n	nodule gives	s the	le/integration into continus c		: courses tl	nat will not	be o	offered reg	ularly an
4	Purpe The n to bro Cours In thi	ose of the module gives baden the stee content: s module, code on an irre	s the cuder ourse gula	chance to offer micr	oeconomic nicroeconor so from gue	mics that a	re not part s. These ca	of th	ne elective e on currer	s, are
5	Purpo The n to bro Cours In thi offere deba Learn Acad Stude broad was l Soft s	nodule gives baden the state content: s module, content is module, content in microstates in microstates in microstates learn abden their econtent in the content in the co	esthe cuder ourse gula econ es: oout onom	chance to offer micr nts' horizon. es from the area of m ir base, especially als	nicroeconomic so from gue onomic sul	mics that a est lecturer bjects not omics and on the sub n apply the	re not part es. These ca offered with can broad ject they le eir knowled	of th in be nin th en th arn to ge or	ne elective e on currer he elective neir horizo to question	s, are it es.  n. They in what
	Purpo The n to bro Cours In thi offere deba Learr Acade Stude broad was I Soft s	nodule gives baden the state content: s module, content is module, content in microstates in microstates in microstates learn abden their econtents learn abden their econtents learn to skills: ents learn to ription of po	es the cuder ourse egula econ econ on out on out or criti	es from the area of mar base, especially also omics or on microeconew subjects within nic knowledge, and continuous or microeconomics win microeconomics	nicroeconomic so from gue onomic sul	mics that a est lecturer bjects not omics and on the sub n apply the discussion	re not part es. These ca offered with can broad ject they le eir knowled	of th in be nin th en th arn to ge or	ne elective e on currer he elective neir horizo to question	s, are it es.  n. They in what
5	Purpo The n to bro Cours In thi offere deba Learr Acade Stude broad was I Soft s Stude none	ose of the module gives baden the store content: s module, content tes in microstes in microstes in microstes learn abden their eccents learn abden their eccents learn to skills: ents learn to ription of portage.	es:  cout cout conom conom conom coriti	chance to offer micronts' horizon.  es from the area of mar base, especially also nomics or on microeconomics within the hicknowledge, and continuous in microeconomics ically review current in the high section of the high sect	nicroeconomic so from gue onomic sul	mics that a est lecturer bjects not omics and on the sub n apply the discussion	re not part es. These ca offered with can broad ject they le eir knowled	of th in be nin th en th arn to ge or	ne elective e on currer he elective neir horizo to question	s, are it es.  n. They in what
5	Purper The note of	ose of the module gives baden the store content: s module, content tes in microstes in microstes in microstes learn abden their eccents learn abden their eccents learn to skills: ents learn to ription of portage.	es:  cout cout conom conom conom coriti	chance to offer micronts' horizon.  es from the area of mar base, especially also nomics or on microeconomics within the mic knowledge, and continuous ically review current in the electives within the microeconomics ically review current in the electives within the microeconomics ically review current in the electives within the microeconomics ically review current in the electives within the microeconomics ically review current in the electives within the microeconomics ically review current in the electives within the microeconomics is also also as a second review current in the electives within the electives within the microeconomics are also as a second review current in the electives within the electives with	nicroeconomic so from gue onomic sul	mics that a est lecturer bjects not omics and on the sub n apply the discussion	re not part es. These ca offered with can broad ject they le eir knowled	of th in be nin th en th arn to ge or	ne elective e on currer he elective neir horizo to question	s, are it es.  n. They in what
5	Purper The note of	nodule gives baden the state content: s module, content is module, content in microcal in microcal in microcal in microcal in their econtents learn abden their econtents learn to skills: ents learn to ription of polination: Find yant Work:  Number and	es: cout conor conor criti	chance to offer micronts' horizon.  es from the area of mar base, especially alsomics or on microeconomics within nic knowledge, and comic with microeconomics with mi	microeconomic so from gue onomic sul	omics that a est lecturer bjects not omics and on the sub napply the discussion	can broad ject they le eir knowled	of than bearing the arm to ge on econo	ne elective e on currer he elective neir horizo to question on specific nomics.	s, are  it es.  n. They n what subjects
5 6 7	Purpor The note by	nodule gives baden the state content: s module, content is module, content in microstes in microstes in microstes in microstes in microstes learn abden their econtents learn to skills: ents learn to ription of positions: Find yant Work:	es: cout conor conor criti	chance to offer micronts' horizon.  es from the area of mar base, especially alsomics or on microeconomics within nic knowledge, and comic with microeconomics with mi	microeconomic so from gue onomic sul	omics that a est lecturer bjects not omics and on the sub n apply the discussion	can broad ject they le eir knowled	of than be nin the arn to ge one	ne elective e on currer he elective neir horizo to question on specific nomics.	s, are  it es.  n. They n what subjects

10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.							
	CP Assignment:							
	Dyssames	No 1			1.00 CP			
11	Presence	No 2			1.00 CP			
	Relevant Work	No 1			4.00 CP			
	Total				6 CP			
12	Weight of the module grade for to 3,3%	he overall grad	e:					
13	Module Prerequisites:							
14	Presence: Presence is strongly recommended	ed to warrant le	arniı	ng success.				
	Mobility/Acknowledgement:							
15	Use of the module for other coul				mics, Bachelor Mathematics,			
16	Responsible Lecturer: Professor Dr. Gernot Sieg	_	<b>Department:</b> School of Business and Economics					
17	Misc.: The module can be held either in	German or in E	nglis	sh.				

# Selected Issues in Microeconomics 2

Мо	dule Ti	tle english:		Selected Issues in Microeconomics 2							
Cou	ırse Pro	ogram:		Bachelor Business Administration PO 2022							
1	Modu	ule No: TRV :	2	State: Elective	Language of Instruction: German or English						
2	Turn:	irregularly		<b>Duration:</b> 1 semester	Semester:	5 or 6	<b>CP:</b> 6	Workload (h): 180			
	Mod	ule Structure	e:								
	No	Туре	C	ourse			State	Workload (	h)		
3								Presence (h + CH)	Self- Study (h)		
	1	Lecture	S	elected Issues in Mic	roeconomics	5	Compulso	y 30 h (2 CH)	60		
	2	Exercise	Τι	utorial Selected Issue	s in Microec	onomics	Compulso	y 15 h (1 CH)	30		
4	Purpo The ri to bro Cours	nodule gives baden the st se content:	s the tude	tle/integration into content of the	oeconomic c				·		
4	Purpo The ri to bro Cours In thi	ose of the module gives baden the sise content: s module, cular base, es	s the tude ours	e chance to offer micrents' horizon. ses from microeconor sially also from guest	oeconomic c nics that are lecturers. Th	not part ese can b	of the electi se on curren	ves, are offere	d on an		
5	Purpo The n to bro Cours In thi irregu deba Learn Acad Stude broad what on sp	nodule gives baden the sise content: s module, cular base, estes or on ming outcomemic: ents learn alden their miwas learned becific subjections which is the sistem of th	ours ours spec icroe des:	e chance to offer micrents' horizon.  ses from microeconor guest economic subjects no economic subjects within the economic knowledge microeconomics up to economics up to eco	nics that are lecturers. The toffered with microeconors, and dependent on now or the	not part ese can b hin the el mics and ding on t y can app	of the electi be on curren ectives. can broade he subject t	ves, are offere t microeconor n their horizon hey learn to q roeconomic kr	ed on an nic n. They uestion		
5	Purper The rito broad deba	nodule gives baden the state content: s module, cular base, estes or on mining outcomemic: ents learn alden their mining outcomemic skills: ents learn to	ours spec spec scroe des: bout sects.	e chance to offer micrents' horizon.  Sees from microeconor guest economic subjects not new subjects within economic knowledge microeconomics up to tically review current in the contract of	nics that are lecturers. The toffered with microeconors, and depend on on the dissues and d	not part ese can b hin the el mics and ding on t y can app	of the electi be on curren ectives. can broade he subject t	ves, are offere t microeconor n their horizon hey learn to q roeconomic kr	ed on an nic n. They uestion		
	Purper The rito broad deba	nodule gives baden the sise content: s module, cular base, estes or on mining outcomemic: ents learn alden their miwas learned becific subjection of portion and produced in the side of the portion of portion and portion and portion of portion and	ours spec spec scroe des: bout sects.	e chance to offer micrents' horizon.  ses from microeconor guest economic subjects no economic subjects within the economic knowledge microeconomics up to economics up to eco	nics that are lecturers. The toffered with microeconors, and depend on on the dissues and d	not part ese can b hin the el mics and ding on t y can app	of the electi be on curren ectives. can broade he subject t	ves, are offere t microeconor n their horizon hey learn to q roeconomic kr	ed on an nic n. They uestion		
5	Purportion in to broad deba	nodule gives baden the state content: s module, cular base, estes or on mining outcomemic: ents learn alden their miwas learned becific subjectific su	ourse street ourse specification of the section of	e chance to offer micrents' horizon.  Sees from microeconor guest economic subjects not new subjects within economic knowledge microeconomics up to tically review current in the contract of	nics that are lecturers. The toffered with microeconors, and depend on on the dissues and d	not part ese can b hin the el mics and ding on t y can app	of the electi be on curren ectives. can broade he subject t	ves, are offere t microeconor n their horizon hey learn to q roeconomic kr	ed on an nic n. They uestion		
5	Purpor The rito broad deba Learr Acad Studde broad what on sp Soft: Studde Desc none Exam	nodule gives baden the state content: s module, cular base, estes or on mining outcomemic: ents learn alden their mination of position of position.	oursesses the ou	e chance to offer micrents' horizon.  Sees from microeconor itself also from guest economic subjects not the new subjects within economic knowledge microeconomics up to the electives within the ble electives within the Module Exam	mics that are lecturers. The toffered with microeconols, and dependent on now or the issues and descriptions.	not part ese can be hin the el mics and ding on t y can app	of the election of the current ectives.  can broade he subject toly their micons in microe	ves, are offerent microeconor  n their horizon hey learn to queconomic ki	n. They uestion		
5	Purpor The rito broad deba Learr Acad Stude broad what on sp Soft Stude Desc none Exam	nodule gives baden the state content: s module, cular base, estes or on mining outcomemic: ents learn adden their mination of position of position. Firmant Work:	ourses the ourses people of croed in ects.	e chance to offer micronts' horizon.  Sees from microeconor itself also from guest economic subjects not the new subjects within economic knowledge microeconomics up to the electives within the hodule Exam	mics that are lecturers. The toffered with microeconols, and depend on now or the issues and dependence modules:	not part ese can be hin the el mics and ding on t y can app liscussion	of the election of the current ectives.  can broade he subject toly their micons in microe	ves, are offered to microeconor their horizon hey learn to queconomic known to conomics.	n. They uestion		
6	Purpor The rito broad deba Learr Acad Studde broad what on sp Soft: Studde Desc none Exam	nodule gives baden the state content: s module, cular base, estes or on mining outcomemic: ents learn alden their mination of position of position.	ourses the ourses people of croed in ects.	e chance to offer micronts' horizon.  Sees from microeconor itself also from guest economic subjects not the new subjects within economic knowledge microeconomics up to the electives within the hodule Exam	mics that are lecturers. The toffered with microeconors, and depend on now or the dissues and dependence modules:	not part ese can be hin the el mics and ding on t y can app	of the election of the current ectives.  can broade he subject toly their micons in microe	ves, are offerent microeconor  n their horizon hey learn to queconomic ki	n. They uestion		

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	No 1			1.00 CP			
11	Presence	No 2			0.50 CP			
	Relevant Work	No 1			4.00 CP			
	Total				5.5 CP			
12	Weight of the module grade for t 3,3%	he overall grad	e:					
13	Module Prerequisites:							
14	Presence: Presence is strongly recommende	ed to warrant le	arniı	ng success.				
	Mobility/Acknowledgement:							
15				Bachelor Economics, Bachelor Mathematics, Bachelor Geography				
16	Responsible Lecturer: Professor Dr. Gernot Sieg			<b>Department</b> School of B	<b>t:</b> usiness and Economics			
17	Misc.: The module can be held either in	German or in E	nglis	sh.				

## Selected Issues in Macroeconomics 1

Мо	dule Ti	tle english:	Selected Issues in M	lacroeconomics 1					
Cou	ırse Pro	ogram:	Bachelor Business A	dministration PO	2022				
1	Mod	ule No: TRV 3	State: Elective	Language of Ins	t <b>ruction:</b> Ger	ction: German or English			
2	Turn	: irregularly	<b>Duration:</b> 1 semester	Semester: 5 or 6	Semester: 5 or 6 CP: 6			Workload (h): 180	
	Mod	ule Structure	2:						
	No	Туре	Course		State		Workload	(h)	
3							Presence (h + CH)	Self- Study (h)	
	1	Lecture	Selected Issues in Mac	croeconomics	Compul	sory	30 h (2 CH)	60	
	2	Exercise	Tutorial Selected Issue	s in Macroeconor	ics Compul	sory	30 h (2 CH)	60	
4	Purp The r and t	nodule gives to broaden tl	odule/integration into constitution in to constitution in the cons		es that will n	ot be	offered reg	rularly	
4	Purp The r and t Cours In thi espe	ose of the module gives to broaden the secontent: is module, co	s the chance to offer mach ne students' horizon. ourses that are not part o om guest lecturers. These	roeconomic cours of the electives, ar	e offered on a	an irr	egular base	,	
4	Purp The r and t Cours In thi espe withi Learn Acad Stud- broad was I in ma	ose of the module gives to broaden the se content: is module, continued in the elective ming outcomemic: ents learn abden their ecoleron continued in the election in the elec	s the chance to offer mache students' horizon.  ourses that are not part of om guest lecturers. These es.  es:  oout new subjects within onomic knowledge, and conow in macroeconomics.	of the electives, are can be on currer macroeconomics depending on the sor they can appl	e offered on a t debates or and can broa subject they their knowl	an irr on si aden learn edge	egular base ubjects not their horizo to questior on specific	offered on. They n what	
5	Purport The rand to Cours In this espe within Learn Acad Stude broad was I in ma Soft: Stude	ose of the module gives to broaden the se content: is module, continued in the elective of the contents learn and den their ecolerance on the election of portion and produced in the produced in	s the chance to offer mache students' horizon.  ourses that are not part of om guest lecturers. These es.  es:  oout new subjects within onomic knowledge, and conow in macroeconomics.	of the electives, are can be on currer macroeconomics depending on the s or they can applications.	e offered on a t debates or and can broa subject they their knowl	an irr on si aden learn edge	egular base ubjects not their horizo to questior on specific	offered on. They n what	
5	Purport The rand to Cours In this espe within Learn Acad Studbroad was I in ma Soft Studbroad none	ose of the module gives to broaden the content: is module, content in the elective ming outcomemic: ents learn alden their economiskills: ents learn to ription of positions.	s the chance to offer mache students' horizon.  ourses that are not part of om guest lecturers. These es.  es:  oout new subjects within onomic knowledge, and conomic knowledge, and conomic ics.	of the electives, are can be on currer macroeconomics depending on the s or they can applications.	e offered on a t debates or and can broa subject they their knowl	an irr on si aden learn edge	egular base ubjects not their horizo to questior on specific	offered on. They	
5	Purport The rand to Cours In this espe within the Purport Acad Student Broad was I in ma Soft Student Broad Student Broad was I in ma Soft Student Broad Stu	ose of the module gives to broaden the se content: is module, content is module, content in the elective ming outcomemic: ents learn alden their econtent in the election in the election of possible in the interval in the i	s the chance to offer mache students' horizon.  ourses that are not part of om guest lecturers. These es.  es:  oout new subjects within onomic knowledge, and conow in macroeconomic ics.  o critically review current in the estimate of the electives within the estimate of the electives within the estimate of the electives within the electives w	of the electives, are can be on currer  macroeconomics depending on the s or they can apple issues and discus the modules:	and can broasubject they their knowl	an irronder signal irronder si	egular base ubjects not their horizo to question on specific	offered on. They what subject	
	Purport The rand to Cours In this espe within the Purport Acad Student Broad was I in ma Soft Student Broad Student Broad was I in ma Soft Student Broad Stu	ose of the module gives to broaden the se content: is module, content is module, content in the elective ming outcomemic: ents learn alden their econtent in the election in the election of possible in the interval in the i	s the chance to offer mache students' horizon.  ourses that are not part of om guest lecturers. These es.  es:  oout new subjects within onomic knowledge, and conow in macroeconomic ics.  o critically review current in essible electives within the sal Module Exam	of the electives, are can be on currer  macroeconomics depending on the sor they can apple issues and discussible modules:  Durati	and can broasubject they their knowl	an irronder signal irronder si	egular base ubjects not their horizo to question on specific onomics.	offered on. They what subject	

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:							
	Bussess	No 1		1.00 CP				
11	Presence	No 2		1.00 CP				
	Relevant Work	No 1		4.00 CP				
	Total			6 CP				
12	Weight of the module grade fo 3,3%	r the overall grad	e:					
13	Module Prerequisites:							
14	Presence: Presence is strongly recommer	nded to warrant le	arnii	ng success.				
	Mobility/Acknowledgement:							
15				helor Economics, Bachelor Mathematics, helor Geography				
16	Responsible Lecturer: Professor Dr. Gernot Sieg		<b>Department:</b> School of Business and Economics					
17	Misc.: The module can be held either	in German or in E	inglis	h.				

# Selected Issues in Macroeconomics 2

Мо	dule Ti	tle english:	Selected Issues in Ma	croeconomics 2						
Cou	ırse Pro	ogram:	Bachelor Business Ad	Bachelor Business Administration PO 2022						
1	Modi	u <b>le No:</b> TRV 2	4 State: Compulsory	Language of Instru	an or English					
2	Turn	irregularly	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h	Workload (h): 180			
	Mod	ule Structure	e:							
	No	Туре	Course		State	Workload	(h)			
3						Presence (h + CH)	Self- Study (h)			
	1	Lecture	Selected Issues in Macr	oeconomics	Compulsor	30 h (2 CH)	60			
	2	Exercise	Tutorial Selected Issues	in Macroeconomics	Compulsor	30 h (2 CH)	60			
4	Purper The real and to Course In this	nodule gives to broaden t se content: s module, m	nodule/integration into cursions the chance to offer macronide students' horizon.	neconomic courses the eart are not part of the eart	electives, are	e offered on a	ın			
4	Purpo The rand to Course In thi	ose of the module gives to broaden to se content: s module, mular base, es	s the chance to offer macro he students' horizon.	peconomic courses the at are not part of the e ecturers. These can b	electives, are e on current	e offered on a	ın			
	Purport The rand to Cours In this irregion deba	nodule gives to broaden t se content: s module, m ular base, es tes or on ma ning outcom emic: ents learn al den their ecc earned up to oeconomic s skills:	s the chance to offer macro he students' horizon. hacroeconomiccourses that specially also from guest le acroeconomic subjects not  es: bout new subjects within r bonomic knowledge, and de o now in macroeconomics	neconomic courses the electurers. These can be coffered within the electurers and epending on the subjor they can apply the	electives, are e on current lectives. can broade ect they lear	e offered on a macroecono n their horizon n to question	nn mic on. They			
5	Purporting The rand to Cours In this irregulation deba	nodule gives to broaden t se content: s module, m ular base, es tes or on ma ning outcom emic: ents learn al den their ecc earned up to oeconomic s skills: ents learn to	s the chance to offer macro he students' horizon. hacroeconomiccourses that specially also from guest le acroeconomic subjects not  es: bout new subjects within ronomic knowledge, and de o now in macroeconomics subjects.	economic courses the ecturers. These can be coffered within the element of the ecturers of the ecturers of the ecturers and expending on the subject or they can apply the esues and discussion	electives, are e on current lectives. can broade ect they lear	e offered on a macroecono n their horizon n to question	nn mic on. They			
5	Purport The rand to Cours In this irregulates deba	nodule gives to broaden to be content: s module, mular base, estes or on maning outcomemic: ents learn alden their eccent personance skills: ents learn to ription of portrains of portrain	s the chance to offer macro he students' horizon. hacroeconomiccourses that specially also from guest le acroeconomic subjects not  es: bout new subjects within r bonomic knowledge, and de o now in macroeconomics subjects.  critically review current is	economic courses the ecturers. These can be coffered within the element of the ecturers of the ecturers of the ecturers and expending on the subject or they can apply the esues and discussion	electives, are e on current lectives. can broade ect they lear	e offered on a macroecono n their horizon n to question	nn mic on. They			
5	Purport The rand to Cours In this irregulates deba	nodule gives to broaden to be content: s module, mular base, estes or on maning outcomemic: ents learn alden their eccent personance skills: ents learn to ription of portrains of portrain	s the chance to offer macro he students' horizon. hacroeconomiccourses that specially also from guest le acroeconomic subjects not  es: bout new subjects within ronomic knowledge, and de o now in macroeconomics subjects.  critically review current is  pssible electives within the	economic courses the ecturers. These can be coffered within the element of the ecturers of the ecturers of the ecturers and expending on the subject or they can apply the esues and discussion	electives, are e on current lectives. can broade ect they lear	e offered on a macroecono n their horizon n to question	nn mic on. They			
6	Purport The rand to Cours In this irregulates deba	nodule gives to broaden to broaden to se content: s module, mular base, estes or on maining outcomemic: ents learn alden their eccearned up to oeconomic skills: ents learn to ription of positions.	s the chance to offer macro he students' horizon. hacroeconomiccourses that specially also from guest le acroeconomic subjects not  es: bout new subjects within ronomic knowledge, and de o now in macroeconomics subjects.  critically review current is  pssible electives within the	nt are not part of the electurers. These can be coffered within the electure and expending on the subject or they can apply the electures and discussion are modules:	electives, are e on current lectives.  can broade ect they lear eir knowledg	e offered on a macroecono n their horizon n to question	an mic on. They n what			
5	Purport The rand to Cours In this irregulate deba Stude broad was I macr Soft: Stude Desc none	nodule gives to broaden to broaden to se content: s module, mular base, estes or on maining outcomemic: ents learn alden their eccearned up to oeconomic skills: ents learn to ription of positions.	s the chance to offer macro he students' horizon. hacroeconomiccourses that specially also from guest le acroeconomic subjects not  es: bout new subjects within re bonomic knowledge, and de to now in macroeconomics subjects. bocritically review current is critically review current is bossible electives within the hal Module Exam	nt are not part of the electurers. These can be coffered within the electure and expending on the subject or they can apply the electures and discussion are modules:	electives, are e on current lectives.  can broade ect they lear eir knowledg	e offered on a macroecono n their horizo n to question e on specific	an mic on. They n 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:							
	Duagonas	No 1			1.00 CP			
11	Presence	No 2			1.00 CP			
	Relevant Work	No 1			4.00 CP			
	Total				6 CP			
12	Weight of the module grade for the 3,3%	he overall grad	e:					
13	Module Prerequisites:							
14	Presence: Presence is strongly recommended	ed to warrant le	arnin	g success.				
	Mobility/Acknowledgement:							
15	Use of the module for other cour	se programs	Bachelor Economics, Bachelor Mathematics, Bachelor Geography					
16	Responsible Lecturer: Professor Dr. Gernot Sieg		<b>Department:</b> School of Business and Economics					
17	Misc.: The module can be held either in	German or in E	nglisł	1.				

# Selected Issues in Economic Policy 1

IVIO	dule Tit	tle english:	Selected Issues in F	ected Issues in Economic Policy 1				
Cou	rse Pro	ogram:	Bachelor Business A	Administratio	n PO 2022	2		
1	Modu	ı <b>le No:</b> TRV 5	State: Elective	State: Elective Language of Instruction: German or English				
2	Turn:	irregularly	<b>Duration:</b> 1 semester	Semester: 2	mester: 4 or 5 or CP: 6 Workload (			: 180
	Modu	ıle Structure:						
	No	Туре	Course			State	Workload (	(h)
3							Presence (h + CH)	Self- Study (h)
	1	Lecture	Selected Issues in Eco	onomic Policy	у	Compulsor	y 30 h (2 CH)	60
	2	Exercise	Tutorial Selected Issu	ies in Econom	nic Policy	Compulsor	y 30 h (2 CH)	60
4	Purpose of the module/integration into curriculum: The module gives the chance to offer courses that will not be a students' horizon.  Course content: In this module, courses in economic policy that are not part of irregular base, especially also from guest lecturers. These can							
	_	ılar base, esp		t lecturers. Th	nese can l	oe on curren		
5	Learr Acad Stude broad was l	ular base, esp y or on econo ning outcome emic: ents learn abo den their econ earned up to skills:	pecially also from gues mic policy subjects no	n economic p depending o their knowled	nese can I nin the ele policy and on the sub dge on sp	can broade ject they leade	t debates in e	n. They n what
5	Learn Acad Stude broad was l Soft s	ular base, esp y or on econo ning outcome emic: ents learn abo den their econ earned up to skills: ents learn to ription of pos	s:  out new subjects withinomic knowledge, and now or they can apply	n economic p depending o their knowled	policy and on the sub	can broade ject they leade	t debates in e	n. They n what
	Learn Acad Stude broad was l Soft s Stude Desc none	ular base, esp y or on econo ning outcome emic: ents learn abo den their econ earned up to skills: ents learn to ription of pos	s:  out new subjects withinomic knowledge, and now or they can apply	n economic p depending o their knowled	policy and on the sub	can broade ject they leade	t debates in e	n. They n what
6	Learr Acad Stude broad was l Soft : Stude Desc none	ular base, esp y or on econo ning outcome emic: ents learn abo den their econ earned up to skills: ents learn to ription of pos	s:  out new subjects within now or they can apply critically review currents  sible electives within	n economic p depending o their knowled	policy and on the sub	can broade ject they leade	t debates in e	n. They n what
6	Learr Acad Stude broad was l Soft : Stude Desc none	ular base, esp y or on econo ling outcome emic: ents learn abe den their econ earned up to skills: ents learn to ription of pos lination: Fina	s:  out new subjects within now or they can apply critically review currents  sible electives within	n economic p depending o their knowled t issues and c	policy and on the sub	can broade ject they leade ject they leade	t debates in e	n. They n what ic policy.
6	Learn Acad Stude broad was I Soft: Stude Desc none	ular base, esp y or on econo ling outcome emic: ents learn abe den their econ earned up to skills: ents learn to ription of pos lination: Fina	s:  out new subjects within nomic knowledge, and now or they can apply critically review current sible electives within all Module Exam	n economic p depending o their knowled t issues and c the modules:	policy and on the sub	can broade ject they leadecific subjects.	n their horizo arn to questio cts in econom	n. They n what ic policy.

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	No 1			1.00 CP			
11	Presence	No 2			1.00 CP			
	Relevant Work	No 1			4.00 CP			
	Total				6 CP			
12	Weight of the module grade for t 3,3%	he overall grade	e:					
13	Module Prerequisites:							
14	Presence: Presence is strongly recommende	ed to warrant lea	arni	ing success.				
	Mobility/Acknowledgement:							
15	Use of the module for other cou	rse programs	Bachelor Economics, Bachelor Mathematics, Bachelor Geography					
16	Responsible Lecturer: Professor Dr. Gernot Sieg		<b>Department:</b> School of Business and Economics					
17	Misc.: The module can be held either in	German or in E	ngli	sh.				

## Selected Issues in Economic Policy 2

Module T	itle english:	Selected Issues in E	conomic Policy 2	2					
Course P	rogram:	Bachelor Business A	Bachelor Business Administration PO 2022						
Mod	<b>lule No:</b> TRV 6	State: Elective	tive Language of Instruction: German or Er						
Turr	ı: irregularly	<b>Duration:</b> 1 semester	<b>Semester:</b> 4 or 6	5 or	<b>CP:</b> 6	Workload (h	<b>):</b> 180		
Mod	lule Structure	:							
No	Туре	Course		9	State	Workload	(h)		
						Presence (h + CH)	Self- Study (h)		
1	Lecture	Selected Issues in Eco	onomic Policy	(	Compulsory	30 h (2 CH)	60		
2	Exercise	Tutorial Selected Issu	es in Economic F	Policy	Compulsory	30 h (2 CH)	60		
stuc	module gives lents' horizon	odule/integration into the chance to offer cou		t be off	ered regula	rly and to br	oaden tł		
Stud Cou In th	module gives lents' horizon rse content: nis module, co gular base, es	the chance to offer cou	rses that will no cy that are not p t lecturers. These	art of th e can be	e electives on current	, are offered	on an		
stuc Cou In th irreg poli Lear Aca Stuc broa was Soft	module gives dents' horizon rse content: his module, cogular base, escy or on economic rning outcome demic: dents learn abaden their ecole learned up to skills:	the chance to offer cou ourses in economic poli pecially also from gues omic policy subjects no	cy that are not p t lecturers. These t offered within t n economic polic depending on th their knowledge	art of the can be the electory by and cone subjectory	e electives e on current tives. an broader ect they lea cific subjec	, are offered debates in their horizon to questio	on an econom on. They		
Lear Acade Stude broad was Soft Stude	module gives dents' horizon rse content: his module, cogular base, escy or on economic demic: dents learn abaden their ecolearned up to skills: dents learn to cription of positions and the contents of positions are contents of	the chance to offer countries in economic policy pecially also from guestomic policy subjects nowes:  Sout new subjects withing and a now or they can apply	cy that are not put lecturers. These it offered within the depending on the their knowledge	art of the can be the electory by and cone subjectory	e electives e on current tives. an broader ect they lea cific subjec	, are offered debates in their horizon to questio	on an economi		
stud Cou In the irreg poli  Lear Acad Stud broa was Soft Stud Des non	module gives dents' horizon rse content: his module, cogular base, escy or on economic demic: dents learn abaden their ecolearned up to skills: dents learn to cription of pose	the chance to offer cou- courses in economic policy pecially also from guestomic policy subjects no es: cout new subjects within nomic knowledge, and a now or they can apply critically review current	cy that are not put lecturers. These it offered within the depending on the their knowledge	art of the can be the electory by and cone subjectory	e electives e on current tives. an broader ect they lea cific subjec	, are offered debates in their horizon to questio	on an economi on. They		
stuce Cou In the irreg poli Lear Acade Stuce broad was Soft Stuce Des non Exam	module gives dents' horizon rse content: his module, cogular base, escy or on economic demic: dents learn abaden their ecolearned up to skills: dents learn to cription of pose	the chance to offer cou- courses in economic policy also from guestomic policy subjects not new subjects within a now or they can apply critically review current ssible electives within	cy that are not put lecturers. These it offered within the depending on the their knowledge	art of the can be the electory by and cone subjectory	e electives e on current tives. an broader ect they lea cific subjec	, are offered debates in their horizon to questio	on an economi on. They		
Lear Acad Stude broad was Soft Stude non Exam	module gives dents' horizon rse content: his module, cogular base, escy or on economic rning outcome demic: dents learn abaden their ecolearned up to eskills: dents learn to cription of pose mination: Findevant Work:	the chance to offer cou- courses in economic policy also from guestomic policy subjects not new subjects within a now or they can apply critically review current ssible electives within	cy that are not put lecturers. These it offered within the depending on the their knowledge the modules:	art of the can be the electory by and cone subjectory	an broader ect they lea cific subjects.	, are offered debates in their horizon to questio	on an economi		
stuce Cou In the irreg poli  Lear Acad Stuce broad was Soft Stuce  Des non  Exam	module gives dents' horizon rse content: his module, cogular base, escy or on economic rning outcome demic: dents learn abaden their ecolearned up to eskills: dents learn to cription of pose mination: Findevant Work:	the chance to offer countries in economic policy pecially also from guest omic policy subjects not new subjects within anomic knowledge, and now or they can apply critically review current ssible electives within al Module Exam	cy that are not put lecturers. These to offered within the depending on the their knowledge to issues and discontant the modules:	art of the can be the electric and conspections artion	an broader ect they lea cific subjects.	, are offered debates in their horizon to question ts in econor	on an economi on. They on what nic police		

10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.							
	CP Assignment:							
	Durana	No 1			1.00 CP			
11	Presence	No 2			1.00 CP			
	Relevant Work	No 1			4.00 CP			
	Total				6 CP			
12	Weight of the module grade for to 3,3%	he overall grade	e:					
13	Module Prerequisites:							
14	Presence: Presence is strongly recommended	ed to warrant lea	arni	ng success.				
	Mobility/Acknowledgement:							
15	Use of the module for other coul	rse programs		achelor Econor achelor Geogra	mics, Bachelor Mathematics,			
16	Responsible Lecturer: Professor Dr. Gernot Sieg			<b>Department:</b> School of Bus	siness and Economics			
17	Misc.: The module can be held either in	German or in E	ngli	sh.				

# Selected Issues in Econometrics 1

	dule Ti	tle english:	Selected Issues in E	Selected Issues in Econometrics 1						
					022					
COL	rse Pro	ogram:	Bachelor Business A	Bachelor Business Administration PO 2022						
1	Mod	ule No: TRV 7	State: Elective	Language of Inst	n or English	or English				
2	Turn:	irregularly	<b>Duration:</b> 1 semester	Semester: 4 or 5 6	<b>CP:</b> 6	Workload (h	<b>):</b> 180			
	Mod	ule Structure	:							
	No	Туре	Course		State	Workload (h	)			
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 Econometrics	Compulsory	30 h (2 CH)	60			
4	Purpo The regul Cours	nodule gives arly and to b se content:	the chance to offer couroaden the students' ho	rses in the area of orizon.						
4	Purpo The ri regul Cours In thi	ose of the monodule gives arly and to be see content: a module, coular base, es	the chance to offer cou	rses in the area of orizon. cy that are not part t lecturers. These ca	of the electives	s, are offered				
5	Purporting The rigid Registration of the rig	ose of the monodule gives arly and to be se content: s module, coular base, es ometrics or contents learn abden their ecoskills:	the chance to offer couroaden the students' hourses in economic polipecially also from gueston econometric subjects	orizon.  cy that are not part lecturers. These can not offered within the econometrics and depending on the state of their knowledge or	of the electives on be on currer the electives.  can broaden to be specific subjected.	s, are offered it debates in heir horizon. arn to questio	on an			
	Purper The rigular Cours In this irregular econ Learn Acad Stude broad was I Soft stude St	ose of the monodule gives arly and to be se content: s module, coular base, es ometrics or coning outcome emic: ents learn abden their econearned up to skills: ents learn to ription of positions.	the chance to offer couroaden the students' ho ourses in economic police pecially also from guest on econometric subjects.  es:  out new subjects within nomic knowledge, and now or they can apply	rses in the area of prizon.  cy that are not part telecturers. These cannot offered within the econometrics and depending on the etheir knowledge or eissues and discus	of the electives on be on currer the electives.  can broaden to be specific subjected.	s, are offered it debates in heir horizon. arn to questio	on an			
5	Purper The rigid regularization of the rigid reconstruction of the rigid reconstructio	ose of the monodule gives arly and to be se content: as module, coular base, es ometrics or coning outcome emic: ents learn abden their econearned up to skills: ents learn to ription of positions.	the chance to offer couroaden the students' hourses in economic police pecially also from guest on econometric subjects.  Ses:  Out new subjects within nomic knowledge, and now or they can apply critically review current	rses in the area of prizon.  cy that are not part telecturers. These cannot offered within the econometrics and depending on the etheir knowledge or eissues and discus	of the electives on be on currer the electives.  can broaden to be specific subjected.	s, are offered it debates in heir horizon. arn to questio	on an			
5	Purporting The rigid Reconstruction Purporting Reconstruction Reco	ose of the monodule gives arly and to be se content: as module, coular base, es ometrics or coning outcome emic: ents learn abden their econearned up to skills: ents learn to ription of positions.	the chance to offer couroaden the students' however, and the students of the pecially also from guest on econometric subjects.  Sout new subjects within nomic knowledge, and now or they can apply critically review currents.	rses in the area of prizon.  cy that are not part telecturers. These cannot offered within the econometrics and depending on the etheir knowledge or eissues and discus	of the electives on be on currer the electives.  can broaden to be specific subjected.	s, are offered it debates in heir horizon. arn to questio	on an			
6	Purporting The rigid Reconstruction Purporting Reconstruction Reco	nodule gives arly and to be se content: s module, coular base, es ometrics or coning outcome emic: ents learn abden their ecolearned up to skills: ents learn to ription of positions. Financial want Work:	the chance to offer couroaden the students' however, and the students of the pecially also from guest on econometric subjects.  Sout new subjects within nomic knowledge, and now or they can apply critically review currents.	rises in the area of prizon.  cy that are not part the lecturers. These cannot offered within the econometrics and depending on the state is knowledge or the modules:	of the electives in be on currer the electives.  can broaden to subject they less specific subjects.	s, are offered it debates in heir horizon. arn to questio	on an They n what			
5	Purporting The rigid Relevant Purporting Pur	nodule gives arly and to be se content: s module, coular base, es ometrics or coning outcome emic: ents learn abden their ecolearned up to skills: ents learn to ription of positions. Financial want Work:	the chance to offer couroaden the students' ho roaden the students' ho purses in economic policipecially also from guest on econometric subjects on econometric subjects within nomic knowledge, and now or they can apply critically review current ssible electives within the al Module Exam	ourse Durations.	of the electives on be on currenthe electives.  can broaden to bubject they lead specific subject specific sp	heir horizon.	on an They n 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:							
	Durana	No 1			1.00 CP			
11	Presence	No 2			1.00 CP			
	Relevant Work	No 1			4.00 CP			
	Total				6 CP			
12	Weight of the module grade for to 3,3%	he overall grade	e:					
13	Module Prerequisites:							
14	Presence: Presence is strongly recommended	ed to warrant le	arni	ng success.				
	Mobility/Acknowledgement:							
15	Use of the module for other coul	rse programs		chelor Econo chelor Geogra	mics, Bachelor Mathematics, aphy			
16	Responsible Lecturer: Professor Dr. Gernot Sieg			<b>Department</b> School of Bu	: usiness and Economics			
17	Misc.: The module can be held either in	German or in E	ngli	sh.				

# Selected Issues in Econometrics 2

Mod	dule Ti	tle english:	Selected Issues in E	conometrics 2			Selected Issues in Econometrics 2						
Cou	rse Pro	ogram:	Bachelor Business A	Bachelor Business Administration PO 2022									
1	Modu	ule No: TRV 8	State: Elective	Language of Instru	n or English								
2	Turn:	irregularly	Duration: 1 semester	<b>Semester:</b> 4 or 5 o 6	<b>CP:</b> 6	Workload (h	<b>):</b> 180						
	Mod	ule Structure	:										
	No	Туре	Course		State	Workload (h	)						
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 Econometrics	Compulsory	30 h (2 CH)	60						
4	Purpo The regul Cours In thi	nodule gives arly and to b se content: 's module, co	odule/integration into on the chance to offer couproaden the students' however, the chance in economic policipation also from guest	rses in the area of e orizon. cy that are not part o	of the electives	s, are offered							
4	Purpo The ri regul Cours In thi irregu	ose of the mandule gives arly and to be see content: a module, coular base, es	the chance to offer cou roaden the students' ho	rrses in the area of e orizon. cy that are not part o t lecturers. These ca	of the electives n be on curren	s, are offered							
	Purporting The rigid Registration of the rig	ose of the mandule gives arly and to be se content: s module, coular base, esometrics or contents or contents. ents learn abden their econtents up to skills:	the chance to offer cou roaden the students' ho purses in economic polic pecially also from guest on econometric subjects	rrses in the area of e orizon. cy that are not part of t lecturers. These ca s not offered within to the econometrics and depending on the s their knowledge on	of the electives n be on curren the electives.  can broaden to be the elective they lead specific subjectives.	s, are offered it debates in heir horizon. arn to questio	on an						
5	Purper The rigular Cours In this irregular econ Learn Acad Stude broad was I Soft stude St	ose of the mandule gives arly and to be se content: s module, coular base, es ometrics or coning outcome emic: ents learn abden their econe in the skills: ents learn to ription of po	the chance to offer couroaden the students' ho burses in economic police pecially also from guest on econometric subjects es: bout new subjects within onomic knowledge, and o now or they can apply	rses in the area of e orizon. cy that are not part of t lecturers. These cas on not offered within the n econometrics and depending on the s their knowledge on	of the electives n be on curren the electives.  can broaden to be the elective they lead specific subjectives.	s, are offered it debates in heir horizon. arn to questio	on an						
5	Purper The rigid regularization of the rigid reconstruction of the rigid reconstructio	ose of the module gives arly and to be se content: as module, coular base, estantial outcome emic: ents learn abden their ecceaned up to skills: ents learn to ription of po	the chance to offer couroaden the students' hourses in economic policipecially also from guest on econometric subjects  es:  bout new subjects within anomic knowledge, and o now or they can apply critically review current	rses in the area of e orizon. cy that are not part of t lecturers. These cas on not offered within the n econometrics and depending on the s their knowledge on	of the electives n be on curren the electives.  can broaden to be the elective they lead specific subjectives.	s, are offered it debates in heir horizon. arn to questio	on an						
5	Purporting The rigid Reconstruction Purporting Reconstruction Reco	ose of the module gives arly and to be se content: as module, coular base, estantial outcome emic: ents learn abden their ecceaned up to skills: ents learn to ription of po	the chance to offer couroaden the students' ho burses in economic policipecially also from guest on econometric subjects es:  bout new subjects within the property of the pro	rses in the area of e orizon. cy that are not part of t lecturers. These cas on not offered within the n econometrics and depending on the s their knowledge on	of the electives n be on curren the electives.  can broaden to be the elective they lead specific subjectives.	s, are offered it debates in heir horizon. arn to questio	on an						
5 6 7	Purporting The rigid Reconstruction Purporting Reconstruction Reco	ose of the mandule gives arly and to be se content: as module, coular base, estometrics or conting outcome emic: ents learn abden their ecolerned up to skills: ents learn to ription of point work:	the chance to offer couroaden the students' ho burses in economic policipecially also from guest on econometric subjects es:  bout new subjects within the property of the pro	rises in the area of entizon.  cy that are not part of lecturers. These case not offered within the econometrics and depending on the stheir knowledge on the issues and discuss the modules:	of the electives n be on curren the electives.  can broaden to the ubject they lead specific subjections.	s, are offered it debates in heir horizon. arn to questio	on an They n what						
5 6 7	Purporting The rigid Relevant Purporting Pur	ose of the mandule gives arly and to be se content: as module, coular base, estometrics or conting outcome emic: ents learn abden their ecolerned up to skills: ents learn to ription of point work:	the chance to offer couroaden the students' ho broaden the students' ho broaden the students' ho broaden the students' ho pecially also from guest on econometric subjects within the condition of the subjects within the state of the state o	ourse Duratio	of the electives n be on currenthe electives.  can broaden to the ubject they lead specific subject ions.	heir horizon.	on an They n 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:							
	Dragongo	No 1			1.00 CP			
11	Presence	No 2			1.00 CP			
	Relevant Work	No 1			4.00 CP			
	Total				6 CP			
12	Weight of the module grade for to 3,3%	he overall grade	e:					
13	Module Prerequisites:							
14	Presence: Presence is strongly recommended	ed to warrant lea	arni	ng success.				
	Mobility/Acknowledgement:							
15	Use of the module for other coul	rse programs		chelor Econo chelor Geogra	mics, Bachelor Mathematics, aphy			
16	Responsible Lecturer: Professor Dr. Gernot Sieg			<b>Department</b> School of Bu	: usiness and Economics			
17	Misc.: The module can be held either in	German or in E	ngli	sh.				

## Current Themes in Economics 1

Мо	dule Ti	tle english:	Current Themes in Eco	Current Themes in Economics 1						
Cou	ırse Pro	ogram:	Bachelor Business Ac	Bachelor Business Administration						
1	Modu	ule No: TRV 5	State: Compulsory	Language of Instruction: German or English						
2	Turn:	irregularly	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h)	<b>):</b> 180			
	Modi	ule Structure	:							
	No	Туре	Course		State	Workload (h	1)			
3						Presence (h + CH)	Self- Study (h)			
	1	Lecture	Current Themes in Eco	nomics	Compulsory	30 h (2 CH)	60			
	2	Exercise	Tutorial Current Theme	s in Economics	Compulsory	30 h (2 CH)	60			
4	The n stude Cours In thi	nodule gives ents' horizon <b>se content:</b> 's module, co	ourses that are not part o	ses that will not b	offered on an	irregular base	e <b>,</b>			
4	The n stude Cours In thi espe	nodule gives ents' horizon <b>se content:</b> 's module, co	the chance to offer cour .  ourses that are not part of guest lecturers. These	ses that will not b	offered on an	irregular base	e <b>,</b>			
	The ristude Cours In this espe within Learn Acad Stude broad was I Soft Stude mannif stu	nodule gives ents' horizon se content: s module, co cially also fron the elective ming outcome emic: ents learn abden their eco skills: ents learn imper, time mandents work of the ents work of	the chance to offer cour  ourses that are not part of guest lecturers. These es.	f the electives, are e can be on curren economics and callepending on the sheir knowledge on dition to the ability trough binding deag an assignment to	offered on and debates or or or organize and debates or subject they lessoned to organize and dines for subject to organize and organiz	irregular basen subjects not work in a sects.	e, offered ey n what tructured to be m			
5	The n stude Cours In thi espe withi Learn Acad Stude broad was I Soft: Stude mann if stu Work	nodule gives ents' horizon se content: s module, co cially also fron the elective ning outcome emic: ents learn abden their eco skills: ents learn imper, time mandents work cing in group.	the chance to offer cour.  ourses that are not part of the courses that are not part of the courses. These es.  es:  out new subjects within anomic knowledge, and course on the course of the course	f the electives, are economics and callepending on the sheir knowledge on dition to the ability trough binding deag an assignment to skills.	offered on and debates or or or organize and debates or subject they lessoned to organize and dines for subject to organize and organiz	irregular basen subjects not work in a sects.	e, offered ey n what tructured to be m			
5 6 7	The ristude Cours In this espe within Learn Acad Stude broad was I Soft: Stude mannif stu Work	nodule gives ents' horizon se content: s module, co cially also fron the elective ming outcome emic: ents learn abden their eco earned up to skills: ents learn imper, time mandents work coing in group ription of po	the chance to offer cour.  Dourses that are not part of the courses that are not part of the courses. These es.  Dout new subjects within anomic knowledge, and conow or they can apply the course of	f the electives, are can be on current economics and callepending on the sheir knowledge on dition to the ability grough binding degran assignment to skills.	offered on and debates or or or organize and debates or subject they lessoned to organize and dines for subject to organize and organiz	irregular basen subjects not work in a sects.	e, offered ey n what tructured to be m			
5	The ristude Cours In this espewithin Learn Acad Stude broad was I Soft Stude mannif stu Work  Desc none  Exam	nodule gives ents' horizon se content: s module, co cially also fron the elective ming outcome emic: ents learn abden their eco earned up to skills: ents learn imper, time mandents work coing in group ription of po	the chance to offer cour.  Dourses that are not part of om guest lecturers. These es.  Pout new subjects within anomic knowledge, and of onow or they can apply the portant key skills. In addingement is promoted the on an assignment. Writing a strengthens teamwork is strengthens teamwork.	f the electives, are can be on current economics and callepending on the sheir knowledge on dition to the ability grough binding degran assignment to skills.	offered on and debates or or or organize and debates or subject they lessoned to organize and dines for subject to organize and organiz	irregular basen subjects not work in a sects.	e, offered ey n what tructured to be m			
5	The ristude Cours In this espewithin Learn Acad Stude broad was I Soft Stude mannif stu Work  Desc none  Exam	module gives ents' horizon se content: s module, co cially also fron the electivening outcome emic: ents learn abden their eco earned up to skills: ents learn imper, time mandents work coing in group ription of po mination: Example 1	the chance to offer cour.  Dourses that are not part of om guest lecturers. These es.  Pout new subjects within anomic knowledge, and of onow or they can apply the portant key skills. In addingement is promoted the on an assignment. Writing a strengthens teamwork is strengthens teamwork.	f the electives, are e can be on curren  economics and callepending on the sheir knowledge on dition to the ability grough binding deg an assignment to skills.  ne modules:	offered on and debates or	irregular basen subjects not work in a sects.	e, c offered ey n what tructured to be m			

	2	Written assignment (can be	in group)		maximum of pages	10	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 A	ssignment:								
	Duo		No 1			1.00 C	.P			
11	Pres	sence	No 2			1.00 C	P			
	Rela	evant Work	No 1			2.00 (	<u></u>			
		.vant work	No 2			2.00 (	[P			
	Tota	al				6 CP				
12	<b>Weig</b> 3,3%	rht of the module grade for th	he overall grade	e:						
13	Mod	ule Prerequisites:								
14		ence: ence is strongly recommende	ed to warrant lea	arnir	ng success.					
	Mob	ility/Acknowledgement:								
15	Use	of the module for other cour	se programs	Bachelor Economics, Bachelor Mathematics, Bachelor Geography			Bachelor Mathematics,			
16		onsible Lecturer: essor Dr. Gernot Sieg		Department: School of Business and Economics			s and Economics			
17	Misc The r	.: nodule can be held either in	German or in Er	nglis	h.					

# Current Themes in Economics 2

Мо	dule Ti	tle english:	Current Themes in E	Current Themes in Economics 2						
Cou	ırse Pro	ogram:	Bachelor Business A	Administration						
1	Modu	ule No: TRV 6	State: Elective	Language of Instruction: German or English						
2	Turn:	rregularly	Duration: 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h)	: 180			
	Mod	ule Structure	::							
	No	Туре	Course		State	Workload (h	1)			
3						Presence (h + CH)	Self- Study (h)			
	1	Lecture	Current Themes in Eco	onomics	Compulsory	30 h (2 CH)	60			
	2	Exercise	Tutorial Current Theme	es in Economics	Compulsory	30 h (2 CH)	60			
4	The n stude Cours In thi	nodule gives ents' horizor <b>se content:</b> 's module, co	ourses that are not part o	rses that will not be of the electives, are	offered on an	irregular bas	e <b>,</b>			
4	The n stude Cours In thi espe	nodule gives ents' horizor <b>se content:</b> 's module, co	the chance to offer cou ourses that are not part of om guest lecturers. Thes	rses that will not be of the electives, are	offered on an	irregular bas	e <b>,</b>			
5	The n stude Cours In this espe within Learn Acad Stude broad was I Soft Stude mann if stu	nodule gives ents' horizor se content: s module, co cially also from the elective ming outcom emic: ents learn abden their eco skills: ents learn imper, time madents work of the ents work of th	the chance to offer cou i. ourses that are not part of om guest lecturers. Thes es.	rses that will not be of the electives, are se can be on current depending on the s their knowledge on dition to the ability hrough binding dea	offered on an debates or	irregular basen subjects not wir horizon. The arn to question ects.	e, offered ey n what tructured to be mo			
	The nostude Cours In this espewithin Learn Acad Stude broad was I Soft stude mannif stu Work	nodule gives ents' horizor se content: s module, co cially also from the elective ming outcom emic: ents learn alden their eco skills: ents learn inner, time madents work coing in group ription of po	the chance to offer count.  Durses that are not part of the common guest lecturers. These es.  Poout new subjects within an an assignment. Writing an assignment.	rses that will not be of the electives, are se can be on current depending on the s their knowledge on dition to the ability hrough binding dea ng an assignment tr	offered on an debates or	irregular basen subjects not wir horizon. The arn to question ects.	e, offered ey n what tructured to be mo			
5	The natural stude Cours In this espendicular within Cours In this espendicular within Course In the student of the student in	nodule gives ents' horizor se content: s module, co cially also from the elective ning outcomemic: ents learn alden their eccents learn inner, time madents work coing in group ription of position.	the chance to offer count.  Dourses that are not part of the guest lecturers. These es.  Dout new subjects within an an assignment. Writings strengthens teamwork	rses that will not be of the electives, are se can be on current depending on the stheir knowledge on dition to the ability hrough binding deang an assignment tracking the modules:	offered on an debates or	irregular basen subjects not wir horizon. The arn to question ects.	e, offered ey n what tructured to be mo			
5	The n stude Cours In thi espewithi Learn Acad Stude broad was I Soft Stude mannif stu Work  Desc none  Exam	nodule gives ents' horizor se content: s module, co cially also from the elective ning outcomemic: ents learn alden their eccents learn inner, time madents work coing in group ription of position.	the chance to offer count.  Dourses that are not part of the ses.  Ses:  Dout new subjects within the promote knowledge, and the promote of the promoted the prom	rses that will not be of the electives, are se can be on current depending on the stheir knowledge on dition to the ability hrough binding deang an assignment tracking the modules:	offered on an debates or	irregular basen subjects not wir horizon. The arn to question ects.	e, offered ey n what tructured to be me			
5	The n stude Cours In thi espewithi Learn Acad Stude broad was I Soft Stude mannif stu Work  Desc none  Exam	module gives ents' horizor se content: s module, co cially also from the elective ming outcomemic: ents learn alden their ecclearned up to skills: ents learn imper, time madents work coing in group ription of positions: Example of the example of the ents work of the ents work.	the chance to offer count.  Dourses that are not part of the ses.  Ses:  Dout new subjects within the promote knowledge, and the promote of the promoted the prom	of the electives, are se can be on current economics and can depending on the stheir knowledge on dition to the ability hrough binding deang an assignment transkills.	offered on an debates or	irregular basen subjects not wir horizon. The arn to question ects.	e, c offered ey n what tructured to be me			

	2 Presentation (can be in gr	roup)		maximum of min.	45	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:									
	Dragones	No 1			1.00 C	i.P				
11	Presence	No 2			1.00 C	P				
	Relevant Work	No 1			2.00 (	<u> </u>				
		No 2			2.00 (	[P				
	Total				6 CP					
12	Weight of the module grade for 3,3%	the overall grade	e:							
13	Module Prerequisites:									
14	Presence: Presence is strongly recommend	ded to warrant lea	arni	ng success.						
	Mobility/Acknowledgement:									
15	Use of the module for other co	urse programs	Bachelor Economics, Bachelor Mathematics, Bachelor Geography			Bachelor Mathematics,				
16	Responsible Lecturer: Professor Dr. Gernot Sieg			<b>Department:</b> School of Bu		and Economics				
17	Misc.: The module can be held either i	n German or in E	ngli	sh.						

### International Fconomics

	nternational Economics									
Module Title english: International Economics										
Cou	rse Pro	ogram:		Bachelor Business A	usiness Administration					
1	Modu	ule No: TRV ;	7	State: Elective Language of Instruction: German			erman			
2	Turn:	each summ	ner	<b>Duration:</b> 1 semester	Semester: 5 0	or 6	<b>CP:</b> 6	Workload	l <b>(h):</b> 180	
	Modu	ule Structure	e:							
	No	Туре	Cours	se		State	e	Workload (h	)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Interr	national Economics		Com	pulsory	30 h (2 CH)	60	
	2	Exercise	Tutor	ial on International Ec	onomics	Com	pulsory	30 h (2 CH)	60	
4		s upon the i se content:	knowled	lge of the module Mad			s of inter	national fina	nce and	
4	Ther Com final forei mon	mes  position and market ign exchang	d interd		ational money open economic cy; international	and	<b>Learnin</b> Ability to dynami financia	ng objectives to understand cs in capital al markets; al roblems self-	I the and oility to	
5	Ther Comfination foreignment foreignment fination foreignment fination fination foreignment foreignment foreignment fination foreignment f	mes  aposition and nation and market ign exchang tetary system nation and crises  and outcomedic convices to offer ets. Student el perspectives kills:  a completion omy. This kr	d interdicts; interdicts; interdicts and gives:  veys base a deepots learning as we not the dearning and the dearning as we now ledge.	ependencies in intern dependencies among etermination and poli lobal consequences o deline knowledge in the er understanding of the how to assess econor ell as on an empirical be course students are also	ational money open economics of currency and e functioning on the functioning of the functioning of the student	and es; al eation of capi es of th	Ability of dynamic financia solve potential and for the open	on to understand the control of the	d the and pility to n of the nge rate th from a	
	Ther Comfinat forei mon finat  Learr Acad The n cours mark mode Soft s Upon econe probl	mes  aposition and nation and market ign exchang letary system nation of properties and completion of p	d interd is; interd ie rate d in and gi  es: veys bas a deep is learn ve as we in of the inowledg inveys th	ependencies in intern dependencies among etermination and poli lobal consequences o eline knowledge in the er understanding of the how to assess econor ell as on an empirical be	ational money open economics of currency and e field of international f currency and e functioning on the policy issue to analyse of the student hinking.	and es; al eation of capi es of th	Ability of dynamic financia solve potential and for the open	on to understand the control of the	d the and pility to n of the nge rate th from a	

	Rele	vant Work:		,						
8	No	Number and Type; Connecti	ion to Course	Du	ration	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.									
	СРА	ssignment:								
	Draw		No 1		1.00	CP				
11	Pres	sence	No 2		1.00	СР				
	Rele	evant Work	No 1		4.00	СР				
	Tota	al			6 CP					
12	<b>Weig</b> 3,3%	ght of the module grade for th	he overall grade	<b>:</b> :						
13	Mod	ule Prerequisites:								
14	l l	ence: ence is strongly recommende	ed to warrant lea	arning sı	ıccess					
	Mob	ility/Acknowledgement:								
15	Use	of the module for other cour	se programs	Bache	lor Economics					
16		oonsible Lecturer: essor Dr. Bernd Kempa			<b>Department:</b> School of Bus	iness and Economics				
17	Misc	·.:								

## **Empirical Economics**

Module Title english: Empirical Economics						
Cou	rse Program:	Bachelor Business A	Bachelor Business Administration			
1	Module No: TRV 8	State: Elective	Language of Instru	ction: Eng	lish	
2	Turn: each summer semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180	

#### **Module Structure:**

3

No	Туре	Course	State Workload (h)		)
				Presence (h + CH)	Self- Study (h)
1	Lecture	Empirical Economics	Compulsory	30 h (2 CH)	60
2	Exercise	Tutorial Empirical Economics	Compulsory	30 h (2 CH)	60

#### **Module Profile:**

### Purpose of the module/integration into curriculum

This module lays the foundation for all courses with empirical research components, in particular for the modules Advanced Statistics and Econometrics. Prerequisite for this lecture course are the modules Data Science 1 and 2.

4

#### **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.

#### **Learning outcomes:**

#### **Academic:**

Students learn to understand foreign empirical work and to question it critically. Students learn to conduct own empirical projects using today's standard econometric methods and to implement them using appropriate econometric software packages.

#### Soft skills:

5

Logic and Critical Thinking: Students have a facility with abstract reasoning, including the ability to abstract from concrete situations and make ideas precise by formulating them through the regression model. They can analyze, test, and interpret technical arguments, and form independent judgements. This includes their own arguments and those of others, in both academic and non-academic contexts. Problem solving: The students use their training in regression analysis to help guide possible lines of inquiry. They solve complex problems by identifying feasible divisions into simpler sub-problems. They gather and organize relevant information such as related problems, examples and counterexamples. They sharpen econometric questions as a problem solving strategy. They identify suitable existing methods of analysis and assess their strengths and weaknesses in the context of the problem being considered. They construct abstract models using appropriate econometric and economic tools. They use computers and software as exploratory, visualization, modelling and computational

	tools. The students undermine nonsensical regulations subversively. The students can engage their creativity in the quest for novel 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	<b>Desc</b> none	ription of possible electives	within the modu	ules:			
7	Exam	ination: Final Module Exam					
	Relev	vant Work:					
8	No	Number and Type; Connecti	on to Course	D	uration		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.	fter all relevant	work a	and study w	ork h	ave been successfully
	CP As	ssignment:					
	Duos		No 1		1	1.00 (	CP
11	Pres	ence	No 2		1	1.00 (	CP
	Rele	vant Work	No 1		4	4.00 (	CP CP
	Tota	l			(	6 CP	
12	Weig	ht of the module grade for th	ne overall grade	:			
13		<b>ıle Prerequisites:</b> quisite: Modules Data Scienc	ce 1 and Data So	cience	2		
14	<b>Prese</b> Prese	ence: ence is strongly recommende	d to warrant lea	rning	success		
	Mobility/Acknowledgement:						
15	Use of the module for other course programs  Bachelor Economics, Bachelor Politics and Economics, Bachelor Economics and Law						
16	Responsible Lecturer: Prof. Dr. Mark Trede, Professor Dr. Bernd Wilfling  Department: School of Business and Economics						
17	Misc.	:					

# **Energy Economics**

Мо	dule Ti	e Title english: Energy Economics							
Cou	ırse Pro	ogram:		Bachelor Business Administration					
1 Module No: TRV 9 State: Elective Language of Instruction: German									
2	Turn:	each summ ester	ıer	Duration: 1 semester	Semester	5 or 6	<b>CP:</b> 6	Workload	l <b>(h):</b> 180
	Modu	ıle Structure	<b>:</b> :						
	No	Туре	Cours	se		Stat	e	Workload (h	1)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Energ	y Economics		Com	pulsory	30 h (2 CH)	60
	2	Exercise	Exerc	ises on Energy Econon	nics	Com	pulsory	30 h (2 CH)	60
4	The notice a base Econo	nodule "Ene y and regula sics course f omics" and se content:	ergy Econ ation. It of or the m "Advand	ntegration into curricum nomics" is based on the complements the mod naster program module ced Energy and Resour	he fundame Iules "Reso es "Environ rce Econom	urce Eco mental E ics".	nomics". conomic	The module s", "Climate	serves a Change
4	The n policy a bas Econo Cours The n the s	nodule "Ene y and regula sics course f omics" and se content: nodule "Ene pecial chara gy economic ces (electrici	ergy Econotion. It is or the manager and the m	nomics" is based on th complements the mod naster program module	he fundame lules "Reso es "Environ rce Econom e supply an es. The mod ty markets energy police	urce Ecor mental E ics". d deman ules imp · Market	nomics". conomic d for end arts a fui design fo	The module s", "Climate ergy, especial oddamental ovor grid-bound	serves a Change lly with verview o
	The n policy a bas Econor The n the s energy source econor Learn Acade Stude indep stron acade Soft s	nodule "Enery and regulatics course fromics" and se content: nodule "Energe economics (electricis) omic modeliming outcomemics (and and ents gain and ents g	ergy Economic regy and going - Reconomic research rese	nomics" is based on the complements the mode naster program module ced Energy and Resourced Energy and Parket racteristics of electricities.	t economics. As a paundament, and as a solid	urce Econ mental E ics". d deman ules imp Market y and its issues in tial area energy econ	d for endarts a fundesign for implementation	ergy, especial damental over grid-bound entation, ene	change  Change  Cly with verview of energy rgy-  and learn as with a can
5	The n policy a bas Econo Cours The n the senerge source econo Cours Stude indepstron acade Soft senerge Cone Cours Soft senerge	nodule "Enery and regulatics course fromics" and se content: nodule "Energe economic modelics (electricismic modelics (and an appendently as g theoretica emic career skills: ral analytica ription of portion of	ergy Economic regy Economic re	nomics" is based on the complements the mode aster program module ced Energy and Resourced Energy and Resourced Energy and Resources of electricity market racteristics of electricity as) - Justification for extent issues in energy extent issues in energy extent end evaluate these issues in consulting, etc.) and consulting, etc.) and consulting, etc.) and consulting, etc.)	t economics. As a paundament, as a solice.	urce Econ mental E ics". d deman ules imp Market y and its issues in tial area energy econ	d for endarts a fundesign for implementation	ergy, especial damental over grid-bound entation, ene	change  Change  Cly with verview of energy rgy-  and learn to swith a control of the control of
5	The n policy a bas Econor Cours The n the s energy source econor Stude indepstron acade Soft s Gene	nodule "Enery and regulatics course fromics" and se content: nodule "Energe economic modelics (electricismic modelics (and an appendently as g theoretica emic career skills: ral analytica ription of portion of portica and analytica ription of portion of	ergy Economic the management of the management o	nomics" is based on the complements the mode aster program module ced Energy and Resourced Energy of electricity market racteristics of electricity market racteristics of electricity as) - Justification for extent issues in energy en	t economics. As a paundament, as a solice.	urce Econ mental E ics". d deman ules imp Market y and its issues in tial area energy econ	d for endarts a fundesign for implementation	ergy, especial damental over grid-bound entation, ene	change  Change  Cly with verview of energy rgy-  and learn to swith a contract and the cont
	The n policy a bas Econor Cours The n the senerge source econor Cours Source econo Cours Source econor Cou	nodule "Enery and regulatics course fromics" and se content: nodule "Energy economic ces (electrici omic modeli omic modeli omic modeli omic modeli ents gain and pendently as g theoretica emic career skills: ral analytica ription of po	ergy Economic the management of the management o	nomics" is based on the complements the mode aster program module ced Energy and Resourced Energy of electricity market racteristics of electricity market racteristics of electricity as) - Justification for extent issues in energy en	t economics. As a paundament, as a solice.	urce Econ mental E ics". d deman ules imp Market y and its issues in tial area energy econ	d for endarts a fundesign for implementation	ergy, especial damental over grid-bound entation, ene	change  Change  Cly with rerview of energy rgy-  and learn to with a ran
5	The n policy a bas Econor Cours The n the senerge source econor Cours Source econo Cours Source econor Cou	nodule "Enery and regulatics course fromics" and se content: nodule "Energulation charation of policial analytica ription of policial analytica ription: Find yant Work:	ergy Economic the management of the management o	nomics" is based on the complements the mode aster program module ced Energy and Resourced Energy of electricity market racteristics of electricity market racteristics of electricity as) - Justification for extent issues in energy en	t economices. As a paundament, and as a solice odules:	urce Econ mental E ics". d deman ules imp Market y and its issues in tial area energy econ	d for endarts a fundesign for application and in de-offs)	ergy, especial damental over grid-bound entation, ene	serves as Change Ily with verview o I energy rgy-

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:					
	Bussess	No 1		1.00 CP		
11	Presence					
	Relevant Work	No 1		4.00 CP		
	Total			6 CP		
12	Weight of the module grade 3,3%	for the overall grad	e:			
13	Module Prerequisites:					
14	Presence: Presence is strongly recomm	nended to warrant le	arning s	uccess		
	Mobility/Acknowledgement	:				
15	Use of the module for other course programs  Bachelor Economics, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Economics, Bachelor Mathematics, Bachelor Geography					
16	Responsible Lecturer: Professor Dr. Andreas Löschel  Department: University of Münster, School of Business and Economics					
17	Misc.:					

### **Advanced Statistics**

Mod	dule Title english:	Advanced Statistics			
Cou	rse Program:	Bachelor Business A	achelor Business Administration		
1	Module No: TRV 10	State: Elective	Language of Instru	ction: Eng	lish
2	Turn: each winter semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180

#### **Module Structure:**

3

No	Туре	Course	State Workload (h)		)
				Presence (h + CH)	Self- Study (h)
1	Lecture	Advanced Statistics	Compulsory	30 h (2 CH)	60
2	Exercise	Tutorial Advanced Statistics	Compulsory	30 h (2 CH)	60

#### **Module Profile:**

### Purpose of the module/integration into curriculum

This module deepens and enhances the material introduced in the modules Data Science 1 and 2. It introduces the basic tools required for all more advanced modules in statistics and econometrics, in particular the module Econometrics.

4

#### **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:

5

Logic and Critical Thinking: Students have a facility with abstract reasoning, including the ability to abstract from concrete situations and make ideas precise by formulating them statistically. They can analyze, test, and interpret technical arguments, and form independent judgements. This includes their own arguments and those of others, in both academic and non-academic contexts. Problem solving: The students use their training in advanced statistics to help guide possible lines of inquiry. They solve complex problems by identifying feasible divisions into simpler sub-problems. They gather and organize relevant information such as related problems, examples and counterexamples. They sharpen questions as a problem solving strategy. They identify suitable existing methods of analysis and assess their strengths and weaknesses in the context of the problem being considered. They construct abstract models using appropriate formal tools. The students can engage their creativity in the quest for novel and elegant solutions. Communication: The students accept comments and feedback, and learn from them. They can explain fundamental concepts arising in advanced statistics to non-experts. They can justify

	choices made during problem solving and interpretation of results. The students present the results and assessment of a problem solving strategy. They communicate logical arguments, both orally and in writing, to a range of audiences.						
6	Description of possible electives within the modules: none						
7	Exan	nination: Final Module Exam					
	Rele	vant Work:					
8	No	Number and Type; Connecti	ion to Course	Di	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 a pleted.	after all relevan	t work a	ınd study v	vork have been successfully	
	CP A	ssignment:					
	Duca		No 1			1.00 CP	
11	Pres	sence	No 2			1.00 CP	
	Rele	evant Work	No 1		4.00 CP		
	Tota	ıl				6 CP	
12	<b>Weig</b> 3,3%	rht of the module grade for th	ne overall grade	e:			
13		<b>ule Prerequisites:</b> mmended: Modules Data Sc	ience 1 and Dat	a Scien	Ce 2		
14		ence: ence is strongly recommende	ed to warrant lea	arning s	success		
	Mob	ility/Acknowledgement:					
15	Use of the module for other course programs  Bachelor Economics, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Economics, Bachelor Mathematics, Bachelor Geography						
16	-	onsible Lecturer: Dr. Mark Trede, Professor Dr.	. Bernd Wilfling		<b>Departm</b> School o	nent: of Business and Economics	
17	This	Misc.: This module is taught in the first half of the winter semester. It is advisable to attend the module Econometrics in the second half of the semester.					

## Monetary Theory

Module Title english: Monetary Theory					
Cou	rse Program:	Bachelor Business Administration			
1	Module No: TRV 11	State: Elective	Language of Instru	<b>ction:</b> Geri	man
2	Turn: each winter semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180

#### **Module Structure:**

	No	Туре	Course	State	Workload (h	)
3					Presence (h + CH)	Self- Study (h)
	1	Lecture	Monetary Theory	Compulsory	30 h (2 CH)	60
	2	Exercise	Tutorial on Monetary Theory	Compulsory	30 h (2 CH)	60

#### **Module Profile:**

### Purpose of the module/integration into curriculum

Deeper understanding of the fundamentals of Macroeconomics I in the field of monetary economics

#### **Course content:**

**Themes** 

	Themes
	The lectures of this module cover the
4	fundamentals of monetary theory (money
	demand and supply, inflation theory,
	transmission mechanisms) as well as selected
	problems of monetary economics. In
	theoretical and empirical analyses, the
	institutional conditions on the money markets
	are shown, processes and developments are
	examined and the potentials and limits of
	economic policy interventions in these
	markets are illustrated.

### **Learning objectives**

This module is supposed to enable students to independently develop solutions for monetary problems on the macroeconomic level. The aim is to give students a deeper understanding of the functions of the money market and to enable them to assess conditions, developments and economic policy interventions on these markets and to independently develop solutions to problems. In the exercises accompanying the lectures, the knowledge imparted is extended and applied to practical examples.

### **Learning outcomes:**

#### **Academic:**

5

Students gain a deeper insight into how the money market operates. After completing the module, they are able to assess the conditions, developments and economic policy interventions on the money market. The module material is taught in a lecture and an accompanying exercise, each of which is supplemented by case studies on macroeconomic phenomena and economic policy practice. Lecture: Learning Goal 1: Integrative Thinker: 80% Learning Goal 2: Problem Solver: 0% Learning Goal 3: Good Communicator: 40% Learning Goal 3: Good Communicator:

	20% Exam: Learning Goal 1: Integrative Thinker: 50% Learning Goal 2: Problem Solver: 30% Learning Goal 3: Good Communicator: 20%  Soft skills: The analysis of complex cause-effect relationships conveys the ability to solve problems, also in teamwork. Presentation techniques are practiced by presenting case studies in the circle of the lecture participants. In regularly integrated discussions on current developments in monetary						
	theo	ry, the participants learn to d	iscuss with each	other	on a scientific l	evel.	
6	<b>Desc</b> none	ription of possible electives	within the modul	es:			
7	Exam	ination: Final Module Exam					
	Relev	vant Work:					
8	No	Number and Type; Connecti	on to Course	Du	ration	Part of final mark in %	
	1	Final written exam		12	o min.	100 %	
9	Stud	y Work: none					
10	The c	equisites for Credit Points: redit points will be granted a pleted.	ifter all relevant v	vork a	nd study work h	nave been successfully	
	CP As	ssignment:					
	Duna		No 1 1.		1.00	СР	
11	Pres	sence	No 2		1.00	СР	
	Rele	evant Work	No 1		4.00	СР	
	Tota	l			6 CP		
12	Weig	ht of the module grade for th	ne overall grade:				
13		ule Prerequisites: successful completion of Mac	croeconomics is r	ecomi	nended.		
14	Presence:  Presence is strongly recommended to warrant learning success						
	Mobility/Acknowledgement:						
15	Use of the module for other course programs Bachelor Economics						
16		onsible Lecturer: ssor Dr. Martin Bohl			<b>Department:</b> School of Bus	iness and Economics	
17	Misc.:						

## Foundations of Industrial Fconomics

				Foundations of Industrial Economics						
L				Bachelor Business Administration						
	Module No: TRV 12			State: Elective	Language of Instruction: Ge			erman		
2				<b>Duration:</b> 1 semester	Semester: 5 0	Semester: 5 or 6 CP: 6		Workload (h): 180		
	Module Structure:									
	No Type Course			se	Stat		e	Workload (h)		
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Indus	trial Economics		Com	pulsory	30 h (2 CH)	60	
	2	Exercise	Tutori	ial Industrial Economi	ics	Com	pulsory	30 h (2 CH)	60	
	repea		ution co	ndustrial economics. Incepts for non-coope ation and evolutionar	The course "Ga erative games, g	me th	eory" de		ns, cs of	
	Ther	ated games,	ution co	ncepts for non-coope	The course "Ga erative games, g y game theory.	me th	eory" de	y), innovation als with basi	ns, cs of	
4	Ther Supp	ated games,	ution co coopera	ncepts for non-coope ation and evolutionar	The course "Ga erative games, g y game theory. es a firm can use it	me th	eory" de	y), innovation eals with basi complete info	ns, cs of rmation	
4	Ther Supposed Supposed	mes ply behavio	tion co coopera r in a	Learning objective	The course "Ga erative games, g y game theory. es a firm can use it sequences on t fects of strateg ces or quantitie	me th games s mar otal w	ket powerelfare.	y), innovation tals with basicomplete info	ns, cs of rmation re its	
4	Suppoligo Emp	mes  ply behaviou opoly  ply behaviou	r in an ollusion	Learning objective Understand how a profit and the con	The course "Ga erative games, grative games, grame theory.  es a firm can use it sequences on the fects of strategrees or quantities.  apply and to interpretations.	me th games s mar otal w ic beh es. Lea	ket powerelfare.	y), innovation tals with basicomplete info	e its	
4	Suppoligo Empecor	mes  ply behavior ply behavior ply behavior ply behavior propoly and co	r in an ollusion	Learning objective Understand how a profit and the con Understand the electron competition in pricollusive behavio	The course "Ga erative games, go y game theory.  es a firm can use it sequences on the fects of strategoes or quantities. apply and to information and the information of complications of compli	s mar otal w ic beh	ket powerelfare.  lavior of arn about	y), innovation tals with basicomplete information maximizer to maximizer the rational indices for m	e its cases of e of	
4	Supposing Supposing Empecor	mes  ply behavior opoly  ply behavior opoly and co	r in an ollusion	Learning objective Understand how a profit and the con Understand the efficompetition in pricollusive behavio Students learn to concentration and	The course "Ga erative games, grative games, grane theory.  es  a firm can use it sequences on the fects of strategres or quantities.  apply and to influence and the fects of strategres or quantities.  apply and to influence and the fects of strategres.  applications of colors.  ences between	s mar sotal w ic beh es. Lea terpre	ket powerelfare. The simple tition and the s	y), innovation tals with basicomplete information maximizer to maximizer to maximize the rational indices for maximizer to dispatch protects.	re its  cases of e of  market  ection o	

	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	Examination: Final Module Exam							
	Relevant Work:							
8	No	Number and Type; Connecti	ion to Course	Dι	ıration	Part of final mark in %		
	1	Written exam for "Industrial	Economics"	60	min.	100 %		
	Study Work:							
9	No	Number and Type; Connecti	ion to Course			Duration		
	1	none						
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.							
	CP Assignment:							
	Presence		No 1		1.00	СР		
11			No 2		1.00	CP		
	Rele	evant Work	No 1 4.0		4.00	) CP		
	Stud	ly Work	No 1 -		-			
	Total 6 CP							
12	Weight of the module grade for the overall grade: 3,3%							
13	Module Prerequisites: none							
14	Presence: Presence is strongly recommended to warrant learning success							
15	Mobility/Acknowledgement:							
-5 	Use	Use of the module for other course programs  Bachelor Economics						
16	Responsible Lecturer: Professor Dr. Andreas Löschel  Department: School of Business and Economics							

17	Misc.:

## **Principles of Transport Economics**

Module Title english:				Principles of Transport Economics						
Course Program:				Bachelor Business Administration						
1	Module No: TRV 13			State: Elective	Language of Instruction: German					
2				<b>Duration:</b> 1 semester	Semester: 5 or 6		<b>CP:</b> 6	Workload	Workload (h): 180	
	Module Structure:									
	No	Туре	Cour	se		State	e	Workload (h	)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Trans	sport Economics		Com	pulsory	30 h (2 CH)	90	
	2	Exercise	Tuto	rial Transport Economi	ics	Com	pulsory	30 h (2 CH)	30	

### **Module Profile:**

### Purpose of the module/integration into curriculum

The module deals with transport markets and deepens the knowledge gained from the modules Microeconomics and Applied Research in Economics: Economic Policy and Regulation.

#### **Course content:**

In this module, a basic understanding of transport economics is provided. Based on that, specific features of each transport carrier and the transport infrastructure are discussed. In the lecture, a theoretical and carrier-specific analysis of relevant problems is made. Here, an insight into current research projects of the Institute of Transport Economics will also be given.

Themes	Learning objectives				
Definitions and stylized facts of the transport sector	Students learn key indicators measuring mobility and understand the economic characteristics of transport infrastructure.				
2. Economic costs and benefits of transport	Students are able to evaluate investments into transport infrastructure regarding their impacts on private and social welfare and the environment.				
3. Regulation of the transport sector	Students are able to evaluate the regulation of different transport sectors regarding their necessity and efficiency.				
4. Transport and environment	Students are able to evaluate different instruments regarding their ability to internalize external costs. They are able to choose among different instruments, selecting the one imposing the lowest costs on market players.				
5. Traffic jams	Students know the economic problems of traffic jams. They know the impacts of treating traffic jams with static or dynamic congestion charges and they get to know the effects of capacity expansions.				

г	<u> </u>			1	
	6. Discussion of further legitimations to intervene in the transport market.	specific transport sectors market interventions by t	and they can eval he government ca know in which co		
	7. Traffic safety	Students learn about the can evaluate measures a		ersupply traffic safety and g traffic safety.	
	8. Further perspectives on the transport sector	Students learn about furt can evaluate different inf process in the transport	luences on the po	n the transport sector and itical decision making	
5		transporting freight and p of scientific foundations, k d road traffic. Upon compl by adequate policies like pletion of the course the stalth and on social involve ourse the student is able to	eople. Upon compey theories and prietion of the course regulation, taxes, student understand ment of heterogen	letion of the course the nciples in the fields of rail the student is able to emissions limits, subsidies is the impacts of transport eous people.	
6	<b>Description of possible el</b> none	ectives within the module	s:		
7	<b>Examination:</b> Final Modul	e Exam			
8	Relevant Work: No Number and Type; C  1 Final written exam	onnection to Course	<b>Duration</b>	Part of final mark in %	
			1		
9	Study Work: none				
10	Prerequisites for Credit Po The credit points will be go completed.		ork and study work	have been successfully	
	CP Assignment:				
	Presence	No 1	1.00	O CP	
11		No 2	1.00	) CP	
				4.00 CP	
	Relevant Work	No 1	4.00	O CP	

12	Weight of the module grade for the overall grade: 3,3%				
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 learning success				
	Mobility/Acknowledgement:				
15	Use of the module for other course programs	Econo Bache	elor Economics, Bachelor Politics and mics, Bachelor Economics and Law, Dual lor Economics, Bachelor Mathematics, lor 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.				

## Foundations of Economic Policy

Mod	dule Title english:	Foundations of Economic Policy			
Cou	rse Program:	Bachelor Business Administration			
1	Module No: TRV 14	State: Elective	Language of Instruction: German		
2	Turn: each summer semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180
			·		•

### **Module Structure:**

	No	Туре	Course	State	Workload (h	1)
3					Presence (h + CH)	Self- Study (h)
	1	Lecture	Foundations of Economic Policy	Compulsory	30 h (2 CH)	90
	2	Exercise	Tutorial on Foundations of Economic Policy	Compulsory	30 h (2 CH)	30

### **Module Profile:**

### Purpose of the module/integration into curriculum

We are surrounded by economic policy actions. But when are these policy measures really indicated and when do they lack an economic rationale? The course will introduce economic policy instruments and will develop criteria when policy actions are indicated and what their advantages and disadvantages are.

### **Course content:**

The lecture and its exercises aim to explain economic policy that we observe in everyday life. The lecture and its exercises introduce economic policy instruments like pollution taxes or environmental regulations. Students will be able to understand the economic reasoning for economic policy, they will be able to assess, when such policy actions are to be applied and what drawbacks might be expected. Confronted with real-life examples they will be able to evaluate the economic situation and suggest economic policy actions.

Themes	Learning objectives				
1. Introducation	To learn about basic issues of economic policy and the role of government in a developed economy				
2. Welfare theory	To learn how the market aggregates information from consumers and firms to guide production and consumption toward a Pareto-efficient allocation.				
3. Inequality	To learn what alternative objectives there are to Pareto-efficiency and under which assumptions distributional concerns should be an economic policy objective.				
4. Market power	To learn what the consequences are if firms have market power and what economic policy instruments can reduce market power.				

	I						
	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.						
	-	inovation policy and epreneurship		the mark	et provides to	eurship play in the oo little innovation and y instruments can change	
5	Acad In thi para- econ the s the s Soft In thi mult pract their the c case	digms, criteria when e omic policy instrumer students are taught the colution of such proble skills: is module, students le iple factors as well as ticed with examples. I development of an au course is applied in a r studies are referred to	conomic policy measurets and when economice theoretical knowledgems.  earn particularly the analystract and lateral things he self-responsible prestonomous approach to	es should policy ac of marke alysis of conking. Fur paration problem purpose able to co	I be applied, tions may be trailures and omplex econther, probler of the exercises olving. Add and through nstruct suita	ses supports students in itionally, the content of out the course, specific ble economic policy	
6	<b>Desc</b>	•	ectives within the modu	ıles:			
7	Exan	nination: Final Modul	e Exam				
	Rele	vant Work:		1		1	
8	No	Number and Type; C	onnection to Course	Dura	Duration Part of final mar		
	1	Final written exam		90 m	in.	100 %	
9	Stud	y Work: none					
10	The o	equisites for Credit Po credit points will be gr pleted.	ints: anted after all relevant	work and	study work h	nave been successfully	
	CP A	CP Assignment:					
			<u>,                                      </u>				
			No 1		1.00	СР	
11	Pres	sence	No 1 No 2		1.00		
11		sence evant Work			+	СР	

12	Weight of the module grade for the overall grade 3,3%	e:	
13	Module Prerequisites:		
14	Presence: Presence is strongly recommended to warrant lea	arning sı	uccess.
	Mobility/Acknowledgement:		
15	Use of the module for other course programs	Bache	elor Economics
16	Responsible Lecturer: Prof. Dr. Martin Watzinger		<b>Department:</b> School of Business and Economics
17	Misc.:		

### Trade Theory and Policy

Module Title english:		Trade Theory and Policy			
Cou	rse Program:	Bachelor Business Administration			
1	Module No: TRV 15	State: Elective	Language of Instruction: English		
2	<b>Turn:</b> each winter semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180

### **Module Structure:**

3	

No	Туре	Course	State	Workload (h	)
				Presence (h + CH)	Self- Study (h)
1	Lecture	Trade Theory and Policy	Compulsory	30 h (2 CH)	60
2	Exercise	Tutorial on Trade Theory and Policy	Compulsory	30 h (2 CH)	60

### **Module Profile:**

### Purpose of the module/integration into curriculum

Over the last 60 years, most countries around the world have pursued a policy of incrementally removing barriers to international trade, reflecting the view that free trade is a force for prosperity. At the same time, worries about the effects of free trade on the international competitiveness of domestic industries have led many countries to engage in protectionist policies which limit or distort the free flow of goods and factors. Studying the causes and consequences of international trade integration therefore becomes an indispensable tool of assessing and evaluating the relative pros and cons of globalization.

### **Course content:**

This course provides an overview of the economics of international trade. The first part introduces the student to the subject of trade theory, which deals with questions of whether or not trade is better than autarky. To this end, the major models of international trade are developed and used to explain the structure of international trade as well as its consequences for factor markets and economic welfare. The second part of the lecture deals with trade policy issues which asks the question of whether restricted trade is better than free trade. To this end, the functioning of various trade policy instruments is analyzed and their impact on trade, factor allocation and welfare are evaluated.

Themes	Learning objectives
The Ricardo model	To learn about the concept of comparative advantage and its implications for trade patterns and welfare.
The Heckscher-Ohlin model	To investigate the effects of international trade on factor markets, factor prices and the distribution of income.
The new trade theory	To assess the trade and welfare effects of intra-industry trade.
Instruments of trade policy	To study the effects of trade barriers such as tariffs, quotas or subsidies on trade patterns, trade volumes, and economic welfare.

	Stra	tegic trade policy	To analyze the strategic int trade policy.	erad	ction of firms	and	the role of rent-seekin
	Inte mob	rnational factor oility	To contemplate the incenti movement of capital and la		•	uenc	es for the internationa
5	Acad Upor econ theor expla reflect facili base and I polic Soft The a prob Upor relev class obtai	omics and enables retical, model-base in trading patterns of current issues are tates the ability of d on their theoretic business fields of ey departments of malysis of interdeplems in a differential completion of the ant way and to idesify tasks into a browned to make the solution of the sify tasks into a browned to make the sify tasks into a browned to make the solution of the sify tasks into a browned to interded the sify tasks into a browned the sify tasks in the sify tasks into a browned the sify tasks in the sify tasks in the sify tasks in the sify tasks in the s	e course, students gain basic students to conduct independ foundations and empirical and driving forces and barried to discuss the topics critical background. This knowled conomic activity, particular ninistries, research institute pendencies facilitates the aborton and conveys the act of the student is ableated way and conveys the act of the student is ableated to the student is ableated to the student is ableated to the student in the act of the student is ableated to the communication skings and constant of the student is ableated to the communication skings and constant in the student is ableated to the communication skings and constant in the student is ableated to the communication skings and constant in the student is ableated to the communication skings and constant in the student is ableated to the communication skings and constant in the student is ableated to the student in the student in the student is ableated to the student in the student is ableated to the student in	endo il resiers cally n cu dge ly in s ar bility den bilit scu	ent economics earch results to internation urrent debate e can be incontinued internation of the stude of abstract analyse theorets are able to still the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide ssions and continued in the still early to provide spicial early to provide	c pol ts. St onal i versi es an irpora al org nally ents t t and retica o refl diffe debat	icy arguments based of cudents are able to trade. They are able to ally. This knowledge d formulate solutions ate in numerous econoganizations, foreign tratoperating companies. to identify and solve cross-linked thinking, all issues in a rigor and ect issues critically, rentiated solutions. The
6	<b>Desc</b> none	-	electives within the modulo	es:			
7	Exam	nination: Final Mod	dule Exam				
	Rele	Relevant Work:					
8	No		; Connection to Course	-	Ouration	tion Part of final mark	
	1	Written exam		9	90 min.		100 %
9	Stud	y Work: none					
10	The c	equisites for Credit credit points will be oleted.	: <b>Points:</b> e granted after all relevant w	ork	and study w	ork h	ave been successfully
	CP A	ssignment:					
	_		No. 4	No 1		1.00 CP	
	Droc	Sence	NO 1				
11	Pres	sence	No 1 No 2		1	1.00 (	
11		sence evant Work				1.00 ( 4.00 (	CP

13	Module Prerequisites: none				
14	Presence: Presence is strongly recommended to warrant learning success				
	Mobility/Acknowledgement:				
15	Use of the module for other course programs	Econo Bache	elor Economics, Bachelor Politics and mics, Bachelor Economics and Law, Dual lor Economics, Bachelor Mathematics, lor Geography		
16	Responsible Lecturer: Professor Dr. Bernd Kempa		<b>Department:</b> School of Business and Economics		
17	Misc.:				

### **Economics of Innovation**

Мо	odule Title english: Economics of Innovation							
Cou	rse Program:	Bachelor Business Administration						
1	Module No: TRV 16	State: Elective	Language of Instruction: English					
2	Turn: each winter semester	<b>Duration:</b> 1 semester	Semester: 5 or 6 CP: 6 Workload (h): 180					
	Module Structure:							

3

No	Туре	Course	State	Workload (h)	
				Presence (h + CH)	Self- Study (h)
1	Lecture	Economics of Innovation	Compulsory	30 h (2 CH)	60
2	Exercise	Tutorial on Economics of Innovation	Compulsory	30 h (2 CH)	60

### **Module Profile:**

### Purpose of the module/integration into curriculum

The module requires knowledge of basic microeconomics and basic statistics.

### **Course content:**

The lecture provides an introduction to economic issues of innovation and new ideas. The course first sets out general problems in the economics of innovation such as the public goods nature of ideas and the importance of innovation for economic prosperity. In the second part, the course analyses we can increase incentives for innovation in companies and the economy at large. . In the last part, the course discusses issues in innovation policy, for example the impact of 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 policy actions for manager and policy maker.

#### Description of possible electives within the modules: 6 none

7	Exam	Examination: Final Module Exam							
8	Relevant Work:  No Number and Type; Connection to Course Duration Part of final n				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 As	ssignment:							
	Drog	sence	No 1			1.00 (	CP		
11		oence	No 2	1.00		1.00 (	CP		
	Rele	evant Work	No 1			4.00	CP		
	Tota	ıl		6 CP		6 CP			
12	Weig	tht of the module grade for th	ne overall grade:						
13	<b>Mod</b> inone	ule Prerequisites:							
14		ence: ence is strongly recommende	d to warrant lear	ning s	uccess.				
	Mobi	ility/Acknowledgement:							
15	Use of the module for other course programs  Bachelor Economics								
16		Responsible Lecturer: Prof. Dr. Martin Watzinger			<b>Department:</b> University of Münster, School of Business and Economics				
17	Misc	.:		_	_	_			

# Monetary Economics I

Мo	11010								
Мо	Module Title english:		Monetary Economics I						
Course Program:				Bachelor Business Administration					
1	Module No: TRV 17			State: Elective	Language of I	nstru	ction: Ge	erman	
2	Turn:	each winte	r	<b>Duration:</b> 1 semester	Semester: 5 0	r 6	<b>CP:</b> 6	Workload	<b>(h):</b> 180
	Modi	ule Structure	e:						
	No	Туре	Cour	se		Stat	e	Workload (h	1)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Mon	etary Policy		Com	pulsory	30 h (2 CH)	60
	2	Exercise	Tuto	rial on Monetary Policy	Com	nulsorv	30 h (2 CH)	60	
4	Course The repracting particular strate mone	cical and to a cular, the (i) egies and th etary transm	ides th a lessei institu eir imp ission	e lecture Monetary Pol r extent with the theore tional aspects of the E lementation, (iii) mon channels of monetary	licy. The lecture etical aspects o uropean Monet etary policy inst policy are cons	deals f mon ary U trume	compre etary po nion, (ii) nts and d. The co	thensively with licy of central monetary pomoney marketers ponding	th the I banks. In licy et and (iv) concepts
4	Cours The r pract partic strate mone are n lectu	se content: module incluical and to a cular, the (i) egies and the etary transmainly used o	ides the lesser institution in the lesser implication in the lesser in t	e lecture Monetary Pol cextent with the theore tional aspects of the E lementation, (iii) mon channels of monetary the practical monetary ented by case studies	licy. The lecture etical aspects of European Monet etary policy inst policy are consi	deals f mon ary U trume idered	s compre etary po nion, (ii) nts and d. The co an Centr	thensively with licy of centra monetary pomoney market orresponding all Bank (ECB)	th the I banks. In licy et and (iv) concepts ). The
5	The r pract partic strate mone are n lectu discu  Learn Acad The pract impa quali  Soft Throut techn deba	se content: module inclusical and to a cular, the (i) egies and the etary transmainly used or re will be coussed in the ming outcomemic: carticipants etary policy. y. Due to the act on finance fication. skills: ugh the preseniques will be ate on a scien	ides the a lesser institute ir implication due to a mplem lecture es:  should This we import ial mare entation in the praction of the practical of the prac	e lecture Monetary Pol cextent with the theore tional aspects of the E lementation, (iii) mon channels of monetary the practical monetary ented by case studies	licy. The lecture etical aspects of European Monet etary policy instance policy are considered by stance theoretical analtify current prolicy in the internation, these issuant the circle of cuestion- answer the same applies	deals f mon tary U trume iderec urope tuden blems ation ues ar	ctical direction and to comport	chensively with licy of centra monetary positively market presponding tall Bank (ECB) nen be presented by the presented by th	th the l banks. In licy et and (iv) concepts ). The nted and etary and their omic
	Course The repract mone are melectured discussions. Learn Acad The periodic mone quality Soft: Through debase about	se content: module inclusical and to a cular, the (i) egies and the etary transmainly used or re will be coussed in the ming outcomemic: participants etary policy. y. Due to the act on finance fication. skills: ugh the preseniques will be at current module.	ides the lesser institute ir implementation due to mplementation de important de praction entatic le praction entation de praction de praction entation entatio	e lecture Monetary Pole extent with the theore tional aspects of the Elementation, (iii) monetany channels of monetary the practical monetary ented by case studies the decomposition of case studies with the real ecomposition of case studies with the ciced. In the ensuing quevel with each other. The content of the conten	licy. The lecture etical aspects of turopean Monet etary policy instruction policy are considered by state of the circle of tuestion- answering the same applies	deals f mon tary U trume iderec urope tuden blems ation ues ar	ctical direction and to comport	chensively with licy of centra monetary positively market presponding tall Bank (ECB) nen be presented by the presented by th	th the I banks. In Ilicy et and (iv) concepts ). The nted and etary and their omic
5	Course The repract parties strate mone are melectured discussions. Learn Acad The periodic imparties and quality Soft about technic debaration about technic debarations.	se content: module inclusical and to a cular, the (i) egies and the etary transmainly used or re will be coussed in the ming outcomemic: participants etary policy. y. Due to the act on finance fication. skills: ugh the preseniques will be at current module.	ides the lesser institute ir implication due to mplem lecture es:  should This we import ial mare entation to praction tific leonetary	e lecture Monetary Pole extent with the theore tional aspects of the Elementation, (iii) mone channels of monetary the practical monetary ented by case studies extended by case studies extended them to identance of monetary pole kets and the real economic of case studies with the content of the case studies with each other. The policy developments.	licy. The lecture etical aspects of turopean Monet etary policy instruction policy are considered by state of the circle of tuestion- answering the same applies	deals f mon tary U trume idered urope tuden blems ation ues ar	ctical direction and to comport	chensively with licy of centra monetary positively market presponding tall Bank (ECB) nen be presented by the presented by th	th the l banks. In licy et and (iv) concepts ). The nted and etary and their omic

	No	Number and Type; Connect	ion to Course	Di	ıration	Part of final mark in %			
	1 Final written exam			12	o min.	100 %			
9	Study Work: none								
10	The	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.							
	СР А	ssignment:							
	Dura		No 1		1.00	СР			
11	Pre:	sence	No 2		1.00	СР			
	Rele	evant Work	No 1		4.00	СР			
	Tota	al			6 CP				
12	<b>Weig</b> 3,3%	ght of the module grade for t	he overall grade	:					
13	Foru	ule Prerequisites: Inderstanding the events of t Macroeconomics is needed.	his module, the	contro	l of the substar	ce of the modules Micro-			
14		ence: ence is strongly recommende	ed to warrant lea	rning s	uccess				
	Mob	ility/Acknowledgement:							
15	Use	Use of the module for other course programs    Economic			rachelor Economics, Bachelor Politics and conomics, Bachelor Economics and Law, Dual achelor Economics, Bachelor Mathematics, achelor Geography				
16		oonsible Lecturer: essor Dr. Martin Bohl			<b>Department:</b> School of Business and Economics				
17	Misc								

### **Econometrics**

Мо	dule Title english:	Econometrics			
Cou	rse Program:	Bachelor Business Administration			
1	Module No: TRV 18	State: Elective	Language of Instru	ction: Engl	ish
2	<b>Turn:</b> each winter semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180

### **Module Structure:**

3

No	Туре	Course	State	Workload (h)	
				Presence (h + CH)	Self- Study (h)
1	Lecture	Econometrics	Compulsory	30 h (2 CH)	60
2	Exercise	Econometrics	Compulsory	30 h (2 CH)	60

### **Module Profile:**

### Purpose of the module/integration into curriculum

This module deepens and enhances the material introduced in the module "Empirical Economics". It is recommended to attend the module "Advanced Statistics" before attending the module "Econometrics". A sound knowledge of econometrics is necessary for all empirical studies.

### **Course content:**

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Topics: linear regression; t-test; F-test; omitted variable bias; nonlinearities; dummy variables; interactions; generalized least squares method (heteroskedasticity, autocorrelation); stochastic convergence and limit theorems; stochastic exogenous variables; instrumental variables; interdependent equations systems. Learning objectives: This module provides the elementary econometrics methods required for empirical economics. Students are being prepared for empirical economic research. They learn to assess the suitability of empirical methods. Students learn to use and assess scientific methods in empirical studies. Students are able to critically reflect on the methods used in empirical studies as well as on the results. Students learn to think about empirical aspects of economic phenomena in a structured way.

### **Learning outcomes:**

### **Academic:**

The students are statistically and numerically literate. They recognize the importance and value of econometric thinking, training, and approach to problem solving. They are familiar with a variety of examples where econometrics helps to accurately explain abstract phenomena. They can recognize and appreciate the connections between theory and applications. Students learn to independently read econometric literature of various types, including survey articles, scholarly books, and online sources.

### Soft skills:

Logic and Critical Thinking: Students have a facility with abstract reasoning, including the ability to abstract from concrete situations and make ideas precise by formulating them econometrically. They can analyze, test, and interpret technical arguments, and form independent judgements. This includes their own arguments and those of others, in both academic and non-academic contexts. Problem solving: The students use their training in econometrics to help guide possible

	lines of inquiry. They solve complex problems by identifying feasible divisions into simpler subproblems. They gather and organize relevant information such as related problems, examples and counterexamples. They sharpen econometric questions as a problem solving strategy. They identify suitable existing methods of analysis and assess their strengths and weaknesses in the context of the problem being considered. They construct abstract models using appropriate economic and statistical tools. They use computers and software as exploratory, visualization, modelling and computational tools. The students undermine nonsensical regulations subversively. The students can engage their creativity in the quest for novel or elegant solutions. Communication: The students accept comments and feedback, and learn from them. They can explain fundamental concepts from econometrics to non-experts. They can justify choices made during problem solving and interpretation of results. The students present the results and assessment of a problem solving strategy. They communicate logical arguments both orally and in writing to a range of audiences.							
6	<b>Desc</b>	cription of possible electives	within the mod	ules:				
7	Exam	mination: Final Module Exam						
	Rele	vant Work:						
8	No	Number and Type; Connecti	ion to Course	Duration		Part of final mark in %		
	1	Final written exam		90 min.		100 %		
9	Stud	ly Work: none						
10	The o	equisites for Credit Points: credit points will be granted a pleted.	after all relevant	work and stud	ly work h	nave been successfully		
	CP A	ssignment:						
			No 1		1.00	1.00 CP		
11	Pres	sence	No 2		1.00	1.00 CP		
	Rele	evant Work	No 1		4.00	СР		
	Tota	al		6 CP		)		
12	Weig	ght of the module grade for th	ne overall grade	):				
13		ule Prerequisites: ommended: Modules Data Sci	ience 1, Data Sc	ience 2, Advan	iced Stat	tistics.		
14	Presence: Presence is strongly recommended to warrant learning success							
	Mob	ility/Acknowledgement:						
15	llsa	Use of the module for other course programs  Bachelor Economics, Bachelor Politics and Economics, Bachelor Economics and Law, Dual						

	Bachelor Economics, Bachelor Mathematics, Bachelor Geography		
16	Responsible Lecturer: Prof. Dr. Mark Trede, Professor Dr. Bernd Wilfling		<b>Department:</b> School of Business and Economics
17	Misc.: This module is taught in the second half of the win Advanced Statistics in the first half of the term.	nter ter	m. It is advisable to attend the module

### **Public Choice Theory**

Мо	dule Title english:	Public Choice Theory					
Cou	rse Program:	ogram: Bachelor Business Administration					
1	Module No: TRV 19	State: Elective	Language of Instruction: German				
2	<b>Turn:</b> each winter semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180		

### **Module Structure:**

3	

No	Туре	Course	State	Workload (h	)
				Presence (h + CH)	Self- Study (h)
1	Lecture	Lecture Public Choice Theory	Compulsory	30 h (2 CH)	60
2	Exercise	Exercises	Compulsory	30 h (2 CH)	60

### **Module Profile:**

### Purpose of the module/integration into curriculum

This module builds upon the modules Principles of Microeconomic Theory and Principles of Macroeconomic Theory and deepens the understanding acquired so far. The module gives first insights into how recommendations concerning economics policy can be derived using criteria of welfare economics. It also gives insights into the restrictions under which political decision makers act; and which political behavior may hence be expected. The methodology of economics is applied within a broad field of political phenomena. The module further helps applying microand macroeconomics instruments to a broad range of both theory and policy issues.

### **Course content:**

The focal point of analysis in this module are public decision makers, bureaucrats, interest groups as well as actors and their respective decision-making behavior. Participants will gain insights into the restrictions under which political decision makers typically act. The insights this module provides are derived from the application of the economics methodology. Furthermore, 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.

### Description of possible electives within the modules:

none

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7	Exan	nination: Final Module Exam	1								
	Rele	vant Work:	tion to Course	0.	ıration	Part of final mark in %					
8	1	Number and Type; Connect Final written exam	lion to Course		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.										
	СРА	ssignment:									
	Pro	Sence	No 1		1.00	) CP					
11		Sence	No 2		1.00	) CP					
	Rele	evant Work	No 1		4.00	o CP					
	Tota	al			6 CI	)					
12	<b>Weig</b> 3,3%	tht of the module grade for t	he overall grade	::							
13		ule Prerequisites: mmended: mathematics, sta	itistics, microecc	onomics	s I, macroecon	omics I					
14		ence: ence is strongly recommend	ed to warrant lea	ırning s	uccess						
	Mob	ility/Acknowledgement:									
15	Use of the module for other course programs  Bachelor Economics										
16		onsible Lecturer: essor Dr. Thomas Apolte			Department: School of Bu	siness and Economics					
17	Misc										

### Resource Economics

Мо	Module Title english:     Resource Economics       Course Program:     Bachelor Business Administration								
Cou	ırse Pro	ogram:		Bachelor Business A	dministration				
1	Modi	u <b>le No:</b> TRV :	20	State: Elective	Language of Instruction: Ge			erman	
2	Turn:	each winte	r	<b>Duration:</b> 1 semester	Semester: 5 or 6 CP: 6			Workload	<b>(h):</b> 180
	Mod	ule Structur	e:						
	No	Туре	Cour	se		State	e	Workload (h	ı)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Resc	ource Economics		Com	pulsory	30 h (2 CH)	60
	2	Exercise	Exer	cises on Resource Eco	nomics	Com	pulsory	30 h (2 CH)	60
	econ	nodule "Res omic policy	ource l and re	<b>(integration into curric</b> Economics" is based o gulation. It complements se for the master progr	on the fundame onts the modules	"Ene	rgy Econ	omics". The	module
4	econ serve Chan Cours The r facto facto and u Reso	module "Resomic policy es as a basic ge Economi se content: module 'Resors of product. Hence, thuses in the eurces and the	source I and reg cs cours cs" and ource E ction in e stude econom	Economics" is based o	on the fundaments the modules ram modules "End Resource Econarily with Energy and the Resource ring of natural reference and Energy	s "Ene nviror onomi y as the es whice es our ergy A ge and	rgy Econ nmental cs". ne one o ch are no ces and ccountir d enviror	omics". The Economics", f the most im eeded to prootheir transforing - Exhaustib	module "Climate  portant duce this mation ble
5	econ serve Chan Cours The r facto facto and u Reso Mark  Learn Acad The serve analy own. ques know Soft	module "Resomic policy es as a basic ge Economi se content: module 'Resors of product. Hence, thuses in the eurces and the ets for Resoming outcomemic: student acquarces. Moreofized. A main Theoretical tions. Studentledge eithe skills:	ource I and regarders" and ource Ection in estude economineir use ources (economineir use ources)).	Economics" is based of gulation. It complements for the master program "Advanced Energy and "Advanced Energy and "Economics" deals primal modern Economies are the learn about the minus. The topics included in Energy Production	on the fundaments the modules ram modules "End Resource Econority with Energy and the Resource in Resource usages, uranium are where resource seabled to answer reavily used and emodule are in Energy and Resource seabled to answer reavily used and resource in Energy and Resource seabled to answer reavily used and resource and resource and resource seabled to answer reavily used and resource and resource and resource and resource and resource seabled to answer reavily used and resource and reso	y as the symbol which was the symbol with the	rgy Economental cs".  ne one of chare not ces and ccounting environ ewable function the rurce related in ordinatory.	f the most im eeded to proot their transforms - Exhaustib mental issue resources)  oning of mark est of the ecoted questions der to answer profit from the control of the ecoted the ecoted the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from t	module "Climate  portant duce this mation ole es  eets for onomy is s on their these
	econ serve Chan Cours The r facto facto and u Reso Mark Lear Acad The s resou analy own. ques know Soft s	module "Resomic policy es as a basic ge Economi se content: module 'Resors of product. Hence, thuses in the eurces and the ets for Resoming outcomemic: student acquarces. Moreoved. A main Theoretical tions. Stude yledge eithe skills: ytical Skills, ription of portion of policy of the policy of t	source land rest course Ection in estude econominatives (mes:  uires a sover, the goal is and enter that r in acatives (mes:	Economics" is based of gulation. It complements for the master programmer of "Advanced Energy and "Advanced Energy and "Advanced Energy and "Advanced Energy and "Advanced Energy Production are in Energy Production lignite, hard coal, oil, "Solid background known in the interaction between the students are enapprical methods are in the successfully pass the interaction but also in the interac	on the fundaments the modules ram modules "End Resource Econority with Energy and Resource seabled to answer the resource seabled to answer the module are in Energy and Resource search and Energy and Energy and Energy and Energy and Resource search and Energy an	y as the symbol which was the symbol with the	rgy Economental cs".  ne one of chare not ces and ccounting environ ewable function the rurce related in ordinatory.	f the most im eeded to proot their transforms - Exhaustib mental issue resources)  oning of mark est of the ecoted questions der to answer profit from the control of the ecoted the ecoted the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from t	module "Climate  portant duce this mation ole es  eets for onomy is s on their these
5	econ serve Chan Cours The refactor factor and under Resord Acad The serve analy own. quest know Soft analy own.	module "Resomic policy es as a basic ge Economi se content: module 'Resors of product. Hence, thuses in the eurces and the ets for Resoming outcomemic: student acquarces. Moreoved. A main Theoretical tions. Stude yledge eithe skills: ytical Skills, ription of portion of policy of the policy of t	ource Ection in estude economeir use urces (  uires a sover, the goal is and en ents that r in aca	Economics" is based of gulation. It complements for the master prograd "Advanced Energy and "Advanced Energy and "Advanced Energy and "Advanced Energy and "Economics" deals primally. The topics included in Energy Production lignite, hard coal, oil, solid background known in the state of the students are enabled in the students are enabled and cope with differents and cope with differents and cope with differents and cope with differents and cope with the new section in the sections within the new sections and cope with differents and cope w	on the fundaments the modules ram modules "End Resource Econority with Energy and Resource seabled to answer the resource seabled to answer the module are in Energy and Resource search and Energy and Energy and Energy and Energy and Resource search and Energy an	y as the symbol which was the symbol with the	rgy Economental cs".  ne one of chare not ces and ccounting environ ewable function the rurce related in ordinatory.	f the most im eeded to proot their transforms - Exhaustib mental issue resources)  oning of mark est of the ecoted questions der to answer profit from the control of the ecoted the ecoted the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from the control of the ecoted questions der to answer profit from t	module "Climate  portant duce this mation ole es  eets for onomy is s on their these

	No	Number and Type; Connec	tion to Course	Di	uration	Part of final mark in %		
	1	Final Written Exam		60	o min.	100 %		
9	Stud	y Work: none						
10	The	equisites for Credit Points: credit points will be granted pleted.	after all relevant	work a	nd study work h	nave been successfully		
	CP A	ssignment:						
	Dro	sence	No 1		1.00	СР		
11		Sence	No 2		1.00	СР		
	Rele	evant Work	No 1		4.00	СР		
	Tota	al			6 CP			
12	<b>Weig</b> 3,3%	ght of the module grade for	the overall grade	<b>:</b> :				
13	Mod	ule Prerequisites:						
14		ence: ence is strongly recommend	led to warrant lea	arning s	uccess			
	Mob	ility/Acknowledgement:						
15	Use	of the module for other cou	ırse programs	Bachelor Economics, Bachelor Politics and Economics, Bachelor Economics and Law, Bachelor Mathematics, Bachelor Geography				
16		oonsible Lecturer: essor Dr. Andreas Löschel			<b>Department:</b> University of N Business and	Münster, School of Economics		
17	Misc	:						

# Topics in Economics I

10	opics in Economics I								
Мо	dule Ti	tle english:	Topics in Economics	51					
Cou	rse Pro	ogram:	Bachelor Business A	Administration					
1	Modu	ı <b>le No:</b> TRV 21	State: Elective	Language of Instru					
2	Turn:		<b>Duration:</b> 1 semester	Semester: 5 or 6	ter: 5 or 6 CP: 6 Workload (h):				
	Modu	ıle Structure:							
	No	Туре	Course		State	Workload (h	)		
3						Presence (h + CH)	Self- Study (h)		
	1	Seminar	Topics in Economics I		Compulsory	30 h (2 CH)	150		
4	'Micro Cours The S Econo to ap think	oeconomics I se content: seminar "Topi omics (such a ply their theo through a sp neral to learn	nicroeconomic topics. It I'. Ics in Economics" focus as industrial organizatio retical knowledge from ecific economic questic the value of a consister	ses every Semester n or applications of their basic economi on. This will form the	on a "cross-s game theory) cs lectures in basis for the	ectional" Top ) where Stude ) order to cons ir Bachelor th	nts learn sistently esis 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 analyzing 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:								
7	Exam	<b>ination:</b> Fina	ıl Module Exam						
8	D. I.	ant Work:	<del></del>						

	No	Number and Type; Connection	on to Course	Dι	ıration		Part of final mark in %				
	1	Written term paper & presen	tation	max. 20 pages & max. 90 min.		k 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	No 1			1.00 CP					
	Rele	evant Work	No 1			5.00 CP					
	Tota	al				6 CP					
12	<b>Weig</b> 3,3%	ght of the module grade for th	e overall grade	:							
13		<b>ule Prerequisites:</b> c Economic knowledge (from t	the first 3 Seme	ste	r, i.e. Econ 10:	ı, Micro,	Macro, Statistics)				
14		ence: ence is strongly recommende	d to warrant lea	rniı	ng success.						
	Mob	ility/Acknowledgement:									
15	Use	of the module for other cours	Bachelor Economics								
16		oonsible Lecturer: essor Dr. Gernot Sieg			<b>Department:</b> School of Bu		nd Economics				
17	Misc	·.:									

# Topics in Economics II

101	opics in Economics II							
Мо	dule Tit	tle english:	Topics in Economic	s II				
Cou	ırse Pro	gram:	Bachelor Business	Administration				
1	Modu 22	ıle No: TRV	State: Elective	Language of Instr				
2	Turn:		<b>Duration:</b> 1 semester	Semester: 5 or 6	: 180			
	Modu	ıle Structure	2:					
	No	Туре	Course		State	Workload (h	)	
3						Presence (h + CH)	Self- Study (h)	
	1	Seminar	Topics in Economics II		Compulsory	30 h (2 CH)	150	
4	'Micro Cours The S Econo to ap think	peconomics se content: seminar "Topomics (such ply their the through a sneral to lear	microeconomic topics. In the lift.  Dics in Economics" focus as industrial organization oretical knowledge from pecific economic question the value of a consiste	sses every Semester on or applications of their basic economi on. This will form the	on a "cross-s f game theory) ics lectures in e basis for the	ectional" Top ) where Stude ) order to cons ir Bachelor th	nts learn sistently esis 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 analyzing 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	Examination: Final Module Exam							
			al Module Exam					

	No	Number and Type; Connection	on to Course	Dι	ıration		Part of final mark in %				
	1	Written term paper & presen	tation	max. 20 pages & max. 90 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	No 1			1.00 CP					
	Rele	evant Work	No 1			5.00 CP					
	Tota	al				6 CP					
12	<b>Weig</b> 3,3%	ght of the module grade for th	e overall grade	:							
13		ule Prerequisites: c Economic knowledge (from t	the first 3 Seme	este	r, i.e. Econ 10	1, Micro,	Macro, Statistics)				
14		ence: ence is strongly recommende	d to warrant lea	ırniı	ng success.						
	Mob	ility/Acknowledgement:									
15	Use	of the module for other cours	mics								
16		oonsible Lecturer: essor Dr. Gernot Sieg			<b>Department:</b> School of Bu		nd Economics				
17	Misc	·.:									

# **Social Policy**

Mod	dule Ti	tle english:		Social Policy						
Cou	rse Pr	ogram:		Bachelor Business	ness Administration					
1	Mod	ule No: TRV 2	23	State: Elective	Language of I	Language of Instruction: Ge		erman		
2				<b>Duration:</b> 1 semester	Semester: 5 0	or 6	<b>CP:</b> 6	Workload	<b>(h):</b> 180	
	Mod	ule Structure	e:							
	No	Туре	Cour	se		State	e	Workload (h	)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Socia	al Policy		Com	pulsory	30 h (2 CH)	60	
						Compulsory				
	Purp The r Micro Mast Cours Socia	nodule Socia beconomics er level as e se content: al policies cr retical frame	odule/ al Polic and Ec .g. Ecor eate in work to	integration into curr by builds on the found onomic Policy and Ro nomic Policy. centives and thus im analyse the efficien	dational econom egulation. It prep npact on market on ncy and distributi	ic curr pares s outcom	iculum, tudents nes. The	for modules module prov ces of social	ides a policy	
	Mode Purp The r Micro Mast Cour. Socia theo inter with	ule Profile: ose of the module Sociate conomics er level as e se content: al policies cretical frame ventions, in empirical res	odule/ al Polic and Ec .g. Eco eate in work to particu	integration into curry builds on the found onomic Policy and Renomic Policy.  centives and thus important analyse the efficient and the labour mare	dational econom egulation. It prep npact on market o ncy and distributi ket. Theoretical p	ic curr pares s outcom ve con predict	iculum, tudents nes. The	in particular, for modules module prov	at the rides a policy	
4	Mode Purp The r Micro Mast Cour. Socia theo inter with	ule Profile: ose of the module Sociate conomics er level as e se content: al policies cretical frame ventions, in empirical res	odule/ al Polic and Eco .g. Eco eate in work to particu sults.	integration into currey builds on the found onomic Policy and Renomic Policy.  centives and thus important and the efficient and the labour manual in the labour manual lar in the labour manual large	dational econom egulation. It prep npact on market on ncy and distributi	ic curripares soutcome ve conpredict	iculum, itudents nes. The nsequen tions are adverse rkets mi	in particular, for modules module provices of social e regularly considered as selection principle to be inferior	at the rides a policy of the reconstruction	
4	Mode Purp The r Micro Mast Cour. Socia theor interwith	ule Profile: ose of the module Sociate conomics er level as e se content: al policies cretical frame ventions, in empirical res	odule/al Policiand Ec.g. Econeate in work to particusults.	integration into curry builds on the found onomic Policy and Renomic Policy.  centives and thus important analyse the efficient analyse the labour mark lar in t	dational econom egulation. It prepoper on market of the prepoper of the prepop	ic curripares solution for edict	adverse rkets minsurandre (unem grams) l	in particular, for modules module provices of social regularly considered in the inferior ce.	at the rides a policy nfronted vate, or to	
4	Mode Purp The r Micro Mast Cour Social theorem with There I Labo Une Labo (mir	ule Profile: ose of the module Sociate conomics er level as ese content: al policies cretical frame ventions, in empirical resour Market Pmployed	odule/al Policiand Eco.g. Econeate in work to particus sults.	integration into curry builds on the found onomic Policy and Renomic Policy.  centives and thus important analyse the efficient alar in the labour manual efforthe labour manual efforthe Employed les subsidies, anti-	dational econom egulation. It prepared on market on market on the control of the	ic currivares solutcom ve conpredict	adverse rkets mi insurand grams) I d unemp	in particular, for modules module provides of social eregularly considered in the inferior ce.  Inployment instabour marker oloyment.  and distribut	at the rides a policy nfronted vate, or to	

Students become familiar with a toolbox that allows for a model based analysis and empirical

	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 within the modules:										
7	Exam	ination: Final Module Exam									
8	Relev No	Relevant Work:  No Number and Type; Connection to Course Duration Part of final mark in %									
9	Stud	y <b>Work:</b> none		-		, , , , , , , , , , , , , , , , , , ,					
10	Prere	equisites for Credit Points: credit points will be granted a pleted.	ifter all relevant	work a	and study wo	rk have been successfully					
	CP As	ssignment:									
	Pres	ence	No 1		1.	оо СР					
11			No 2			00 CP					
	Rele Tota	vant Work	No 1		<u> </u>	.50 CP .5 CP					
12	<b>Weig</b> 3,3%	ht of the module grade for th	ne overall grade:		<u>'</u>						
13	<b>Mod</b> unone	ule Prerequisites:									
14	Prese	ence: ence is highly recommended	to warrant learn	ng su	ccess.						
15	Mobi	lity/Acknowledgement:									
	Use	of the module for other cour	se programs	Bach	elor Econom	ics					
16		<b>onsible Lecturer:</b> ssor Dr. Nadine Riedel				<b>nt:</b> of Münster, School of and Economics					
17	Misc	:									

### Game Theory

<u> </u>	110 1	псоту							
Мо	Game Theory								
Cou	ırse Pr	ogram:		Bachelor Business Administration					
1	Mod	ule No: TRV	24	State: Elective	Language of I	nstru	ction: Ge	erman	
2	Turn:	: each sumr ester	ner	<b>Duration:</b> 1 semester	Semester: 5 0	or 6	<b>CP:</b> 6	Workload	<b>d (h):</b> 180
	Mod	ule Structui	e:						
	No	Туре	Cour	se		Stat	e	Workload (	h)
3								Presence (h + CH)	Self- Study (h)

### **Module Profile:**

Lecture

Exercise

1

2

### Purpose of the module/integration into curriculum

Game Theory

**Tutorial Game Theory** 

**Learning objectives** 

dynamic games

The course Game Theory is a basic course introducing the tools to analyze strategic interaction in the economy.

Compulsory 30 h (2 CH)

Compulsory 30 h (2 CH)

60

60

### **Course content:**

**Themes** 

Introduction

Dynamic games with

incomplete

information

Game Theory analyses the strategic interaction in the economy, e.g. in markets, in organisations, or in negotiations. It is a central method in economics and has applications in industrial organisation, international trade, macroeconomics, political economy, etc. The lectures will introduce the fundamental solution concepts in game theory and will feature numerous concrete examples and applications from all areas of economics

Understand why we need game theory to make better decision in

Understand how incomplete information changes the prediction in

strategic situations 4 Static games with Understand how we can predict the behavior of players if the utility of complete information one player depend on the action of others, all players move simultaneously and there is no information asymmetry Dynamic games with Understand how the time dimension changes the predictions of game complete information theory relative to static games Understand how repeated interactions changes the behavior of players Repeated games Static games with Understand how incomplete information changes the prediction in incomplete static games information

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	<b>Description of possible electives</b> none	within the modu	ıles:						
7	<b>Examination:</b> Final Module Exam								
8	Relevant Work: No Number and Type; Connection	ion to Course	Duration	Pa	rt of final mark in %				
	1 Written exam for "Game the	ory"	60 min.	100	0 %				
9	Study Work: none								
10	Prerequisites for Credit Points: The credit points will be granted a completed.	after all relevant	work and study	work 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 grade for th	ne overall grade	:						
13	Module Prerequisites:								
14	Presence: Presence is strongly recommended to warrant learning success								
	Mobility/Acknowledgement:								
15	Use of the module for other cour	se programs	Bachelor Econ	omics					

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

# **Sports Economics**

				orts Economics					
Course Program: Bachelor Business Administration									
1	Module No: TRV 25 State			ite: Elective	Language of	Instruct	ion: G	erman	
2	<b>Turn</b>	: each sumn ester	-	ration: 1 mester	Semester: 5 0	or 6	<b>CP:</b> 6	Workload	l <b>(h):</b> 18
	Mod	ule Structur	e:		-			<u> </u>	
	No	Туре	Course			State		Workload (h	1)
3								Presence (h + CH)	Self- Study (h)
	1 Lecture Sports Eco			onomics		Compulsory		30 h (2 CH)	60
	2	Exercise	Tutorial S	ports Economics	Compulsory		30 h (2 CH) 60	60	
	Champions League, gains more and more economic importance. Commercialized sports are a crucial part of the entertainment industry. Therefore, it is meaningful to study these industries and their ways of functioning.  Course content:  Meanwhile, sports economics is an established academic subject in teaching and research at many universities, especially in the USA. In sports economics, sports leagues are analyzed regarding competition rules; moreover, the labor market for players, as well as public interventions like subsidies for sports facilities, are also studied thoroughly.								
4	cruci and t Cour Mean many regal inter	al part of the their ways of se content: nwhile, spor y universitie rding compe	tue, gains more entertainm f functioning ts economic s, especially etition rules;	ent industry. The i. s is an establishe in the USA. In sp moreover, the lalfor sports facilitie	nomic importar refore, it is mea ed academic su ports economics por market for p s, are also stud	nce. Con aningful bject in s, sports blayers,	nmerci to stud teachi s leagu as wel	alized sports dy these indu ng and resea es are analyz l as public	are a ustries arch at
4	cruci and t Cour Mean many regal inter	al part of the their ways of se content: nwhile, spory universitie rding compeventions like	rue, gains mo e entertainm f functioning ts economic s, especially etition rules; e subsidies f	s is an established in the USA. In sporte or sports facilitie	he Olympic Gar nomic importar refore, it is mea ed academic su oorts economics oor market for p s, are also stud	nce. Con aningful bject in s, sports blayers, ied thor	nmerci to stud teachi s leagu as wel roughly	alized sports dy these indu ng and resea es are analyz l as public	are a ustries urch at red
4	cruci and to Cour Mean many regal inter	al part of the their ways of se content: nwhile, spory universitie rding compeventions like	tue, gains more entertainm f functioning ts economic s, especially etition rules;	s is an established in the USA. In sporte or sports facilitie	he Olympic Gar nomic importar refore, it is mea ed academic su forts economics for market for p s, are also stud ctives	nce. Con aningful bject in s, sports blayers, ied thor	nmerci to stud teachi s leagu as wel roughly	alized sports dy these indu ng and resea es are analyz l as public	are a ustries urch at red
4	Cruci and to Cour Mean many regal inter  The Sup mar	al part of the their ways of se content: nwhile, spory universitie rding compeventions like	e entertainm f functioning ts economic s, especially etition rules; e subsidies f	s is an establisher in the USA. In sporte or sports facilities  Learning object Understand and different sporter Understand here	he Olympic Gar nomic importar refore, it is mea ed academic su forts economics for market for p s, are also stud ctives	bject in s, sports olayers, ied thore	teachi teachi sleagu as wel roughly	alized sports dy these indu  ng and resea es are analyz l as public y.  emand are fo	are a ustries arch at eed
4	Cruci and to Cour Mean many regal inter  The Sup mar  Tale in sp	al part of the their ways of se content: nwhile, sporty universitie rding compeventions like	e entertainm f functioning ts economic s, especially etition rules; e subsidies f	s is an establisher in the USA. In spreader, the later of the USA in spreader of the USA in the USA in the USA in the USA. In spreader of the USA in the U	he Olympic Gar nomic importar refore, it is mea ed academic su ports economics for market for p s, are also stud ctives and analyze how t markets.	bject in s, sports olayers, ied thores supply ged on s	teachi teachi s leagu as wel roughly and de	alized sports dy these indu  ng and resea es are analyz l as public y.  emand are fo  narkets and h tribution of w	rmed or
4	Cruci and to Cour Mean many regal inter  The Sup mar  Tale in sp	al part of the their ways of se content: nwhile, sporty universitie rding compeventions like mes ply and demikets ent and the laport economic ruption	e entertainm f functioning ts economic s, especially etition rules; e subsidies f	s is an establisher in the USA. In specific moreover, the labor sports facilities.  Learning object: Understand and different sports. Understand hed different computers.	he Olympic Gar nomic importar refore, it is mea ed academic su ports economics foor market for p s, are also stud ctives and analyze how t markets.	bject in s, sports olayers, ied thoresupply ged on s affect the ccurs ar	teachi teachi s leagu as wel roughly and de sport n he dist	alized sports dy these indu  ng and resea es are analyz l as public  emand are fo  narkets and h tribution of w  it can be con	rmed or

# Learning outcomes: Academic:

sports

Learn to analyze sports markets and to understand their mechanisms.

subsidies in sports.

	Soft skills: Preparing solutions of homework assignments. Presenting and discussing solutions of exercises.							
6	Description of possible electives within the modules: none							
7	Exan	nination: Final Module Exam						
	Rele	vant Work:		ı		1		
8	No	Number and Type; Connect	ion to Course	Dı	uration	Part of final mark in %		
	1	Final written exam		90	o min.	100 %		
9	Stud	y Work: none						
10	The o	equisites for Credit Points: credit points will be granted a pleted.	after all relevant	work a	nd study work	have been successfully		
	СР А	ssignment:						
	Pres	sence	No 1		1.00	СР		
11			No 2		1.00	СР		
	Rele	evant Work	No 1		4.00			
	Tota	ıl			6 CP			
12	<b>Weig</b> 3,3%	tht of the module grade for t	he overall grade	:				
13		ule Prerequisites: nodules of semesters 1 and 2	have to be pass	sed.				
14		ence: ence is strongly recommende	ed to warrant lea	rning s	uccess			
15	Mob	ility/Acknowledgement:						
-5	Use	of the module for other cour	se programs	Bach	elor Economics			
16		onsible Lecturer: Dr. Aloys Prinz			Department: School of Business and Economics			
17	Misc	.:						

# Tax Policy

Iun	PUL	Су									
Mod	dule Tit	tle english:		Tax Policy							
Cou	rse Pro	ogram:		Bachelor Business A	dminist	tration					
1	Modu	ı <b>le No:</b> TRV 2	26	State: Elective	Language of Instruction: Ge			erman	rman		
2	Turn:	each winter ester		<b>Duration:</b> 1 semester	Seme	<b>ster:</b> 5 or 0	6	<b>CP:</b> 6	Workload	<b>(h):</b> 180	
	Modu	ıle Structure	<b>:</b>								
	No	Туре	Cour	se		9	Stat	e	Workload (h	)	
3									Presence (h + CH)	Self- Study (h)	
	1	1 Lecture Tax Policy						pulsory	30 h (2 CH)	60	
	2	Exercise	Tuto	rial Tax Policy		(	Com	pulsory	30 h (2 CH)	60	
5	syste impo Good Cours The n for de Learn Acade After	m of taxation rtant role in knowledge se content: module offersescribing and sing outcome emic: completing	n is cruother sof micos an over a an a	odule, students have (:	and for so, such l. tax syst	society in as enviror tem and p	gen ime rese	eral. Tax ntal and ents the about th	theoretical fo	an omics. undations	
		an tax syste ation analys		its fundamental rules	, (2) lea	rned the r	elev	ant met	hodological c	oncepts	
6	<b>Desc</b> inone	ription of po	ssible	electives within the m	odules	:					
7	Exam	<b>ination:</b> Fin	al Mod	lule Exam							
8	Relevant Work: No Number and Type; Connection to Course Duration Part of final mark in %							ırk in %			
	1	Written exa	m			90 min.		10	00 %		
9	Study	<b>y Work:</b> none	9								
10	The c	<b>equisites for</b> redit points bleted.		Points: granted after all relev	ant wor	k and stud	dy v	vork hav	e been succe	ssfully	

	CP Assignment:					
	Duccours	No 1		1.00 CP		
11	Presence	No 2		1.00 CP		
	Relevant Work	No 1		4.00 CP		
	Total			6 CP		
12	Weight of the module grade for th	ne overall grade	<b>::</b>			
13	Module Prerequisites:					
14	Presence: Presence is strongly recommended to warrant learning success					
	Mobility/Acknowledgement:					
15	Use of the module for other course programs  Bachelor Economics, Bachelor Politics and Economics, Bachelor Economics and Law, Dual Bachelor Economics					
16	Responsible Lecturer: Professor Dr. Johannes Becker			<b>Department:</b> School of Business and Economics		
17	Misc.:					

# Firms, Competition and, Cooperation

Mod	dule Ti	tle english:		Firms, Competition and, Cooperation						
Cou	ırse Pro	ogram:		Bachelor Business A	achelor Business Administration					
1	Modi	ule No: TRV 2	7	State: Elective	Language of Instruction: German					
2	Turn: each winter semester Duration: 1 semester Semester			Semester: 5 or 6	<b>CP:</b> 6	<b>CP:</b> 6 <b>Workload (h):</b> 180				
	Mod	ule Structure	:							
	No	Туре	Cour	se	State	Workload	(h)			
3							Presence (h + CH)	Self- Study (h)		
	1 Lecture Firms, Competition, and Cooperation					Compulsory	30 h (2 CH)	60		
	2	Exercise		ial on Firms, Competit eration	ion, and	Compulsory	30 h (2 CH)	60		

### **Module Profile:**

### Purpose of the module/integration into curriculum

In the module Firms, Competition and Cooperation, the question why firms exist, as posed by R. Coase, is addressed and answered. Subsequently, the behavior of firms on markets is analyzed and in particular the tension between enterprise competition and enterprise cooperation is examined: Under which circumstances do business and economic interests coincide? Under which circumstances is a higher intensity of competition desirable from an economic point of view, and under which circumstances is corporate cooperation desirable? The basis for this lecture is knowledge of game theory and industrial organization.

### **Course content:**

The module Firms, Competition and Cooperation deals with the "theory of the firm" as well as with theoretical models of enterprise competition and enterprise cooperation.

Themes	Learning objectives
1. Theory of the firm	Students will learn the advantages and disadvantages of intra-company production.
2. Limits of the company	Students understand to what extent horizontal and vertical firm mergers are desirable from a business/economic perspective.
3. Principal-Agent Theory	Students learn about models and solutions for internal incentive problems.
4. Competition and Collusion	Students learn about theoretical approaches to modeling firm competition and firm collusion, and in particular how price and quantity collusion are not economically desirable.

	5. Corporate Collusion	cooperation	arn theoretical conc - for example in res nomic point of view	earch and de		to which corporate ment - can be desirable	
	6. Discussion of current cases		g current cases of c s they have learned		olicy,	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 possinone	ible electives	within the modules	:			
7	<b>Examination:</b> Final	Module Exam					
8	Relevant Work:  No Number and Type; Connection to Course Duration Part of final mark in						
	1 Final Written 6	exam		90 min.	100 %		
9	Study Work: none						
10	Prerequisites for Creative The credit points will completed.		fter all relevant wor	k and study v	work h	nave been successfully	
	CP Assignment:						
	Duranus		No 1		1.00	CP	
11	Presence		No 2		1.00	СР	
	Relevant Work		No 1		4.00	СР	
	Total				6 CP		
12	Weight of the module grade for the overall grade: 3,3%						
13	Module Prerequisites: Recommended: Foundations of Microeconomics, Industrial Organization, Game Theory						
14	Presence: Presence is strongly recommended, to warrant learning process.						

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

### **Behavioral Economics**

Mod	dule Title english:	Behavioral Economics			
Cou	rse Program:	Bachelor Business Administration			
1	Module No: TRV 28	State: Elective	Language of Instru	ction: Eng	lish
2	<b>Turn:</b> each summer semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180
		<u> </u>		_	•

#### **Module Structure:**

	No	Туре	Course	State	Workload (h	)
3					Presence (h + CH)	Self- Study (h)
	1	Lecture	Behavioral Economics	Compulsory	30 h (2 CH)	60
	2	Exercise	Tutorial on Behavioral Economics	Compulsory	30 h (2 CH)	60

#### **Module Profile:**

#### Purpose of the module/integration into curriculum

In this course, students learn about the economic consequences of making psychologically more realistic assumptions on individual behavior. We will discuss experimental evidence from the lab and the field that is inconsistent with the predictions of the standard economic approach of homo economicus. To make sense of the data, we will enrich the classical model by incorporating non-standard time-, risk- and social preferences as well as robust belief and choice biases. We will further study the implications of psychologically more realistic models for market outcomes.

#### **Course content:**

In this module students get to know (i) the main evidence for the relevance of non-standard preferences and biases in belief formation and economic decision making, (ii) the main economic models that incorporate these insights and (iii) policies that allows to incorporate these findings, and (iii) policy conclusions that can be drawn from behavioral economic insights.

4

Themes	Learning objectives
1. Overview	Students get an overview over the wealth of economically relevant psychological findings.
2. Asymmetric Information and Credence Goods	Students learn about the implications of dropping the standard assumption of symmetric information among sellers and buyers for market outcomes. We apply the insights obtained in the previous chapter to markets for credence goods.
3. Social Preferences	Students learn about the implications of social preferences such as altruism and inequity aversion for outcomes in games and on markets.
4. Choice under Risk	At the hand of famous paradoxes (such as the Allais paradox), students learn about the implications of non-standard risk preferences for economic theory as well as for daily decision making.

	5. Intertemporal Choice At the hand of famous paradoxes (such as the Allais paradox), stude learn about the implications of non-standard risk preferences for economic theory as well as for daily decision making.								
	6. B	elief Biases	In this se	•	ne conseque		f belief biases such as		
	7. Li	mited Attention	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	Description of possible electives within the modules: none								
7	Exam	nination: Final Mod	lule Exam						
8	Relevant Work:  No Number and Type; Connection  Final written exam			on to Course	<b>Duration</b> 90 min.		Part of final mark in %		
9	Stud	y Work: none			<u>'</u>		<u>'</u>		
10	Prere	equisites for Credit		ıfter all relevant woı	rk and study	work h	nave been successfully		
	CP A	ssignment:							
	Pres	sence		No 1		1.00 CP			
11				No 2		1.00 CP			
		evant Work		No 1		4.00 CP			
	Tota					6 CP			
12	<b>Weig</b> 3,3%	tht of the module g	rade for th	ne overall grade:					
13	Module Prerequisites: Recommended: Microeconomics, Industrial Organization, Game Theory								
14		ence: ence is strongly rec	ommende	d to warrant learnir	ng success.				

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

# Competition and Regulation

Мо	dule Title english:	Competition and Regulation			
Cou	rse Program:	Bachelor Business Administration			
1	Module No: TRV 29	State: Elective	Language of Instru	<b>ction:</b> Ger	man
2	<b>Turn:</b> each summer semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180

#### **Module Structure:**

	No	Туре	Course	State	Workload (h	)
3					Presence (h + CH)	Self- Study (h)
	1	Lecture	Competition and Regulation	Compulsory	30 h (2 CH)	90
	2	Exercise	Tutorial on Competition and Regulation	Compulsory	30 h (2 CH)	30

#### **Module Profile:**

#### Purpose of the module/integration into curriculum

The lecture "Foundations of Regulation" is based on "Microeconomics I". "Foundations of Regulation" builds on problems stemming from restraints of competition and shows how these problems can be solved by a reasoned regulation policy. Moreover, the lecture deals with theoretical questions and contemporary problems of competition policy.

#### **Course content:**

In the lecture students become acquainted with basic theories of regulation. The course begins with the analysis of instruments that are able to solve market failure and their respective field of application. In order to facilitate understanding of the instruments functionality, practical examples are presented, analysed and discussed in detail. Students are also provided with basic knowledge in competition theory and policy. Thus, it is discussed why competition in markets is preferable from a social perspective and why companies try to avoid or reduce it. To enhance understanding, students are getting aquainted with severa industrial economics models with different market structures and outcomes. The influence of market behaviour of economic entities is also analysed in detail. Finally, means of competition policy are analysed that are capable of overriding the respective restraints. In this course students become acquainted with basic theories of regulation. The course begins with the analysis of instruments that are able to solve market failure and their respective field of application. In order to facilitate understanding of the instruments functionality, practical examples are presented, analysed and discussed in detail. Students are also provided with basic knowledge in competition theory and policy. Thus, it is discussed why competition in markets is preferable from a social perspective and why companies try to avoid or reduce it. To enhance understanding, students are getting aquainted with several industrial economics models with different market structures and outcomes. The influence of market behaviour of economic entities is also analysed in detail. Finally, means of competition policy are analysed that are capable of overriding the respective restraints.

Themes	Learning objectives

220

1. Introduction	To understand competition policy from a historical perspective. To known its objectives and its relationship to regulation.
2. Market Power and Welfare	To understand that market power can lead to varying degrees of inefficiencies and thus welfare losses.
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 why they may not produce pareto-optimal outcomes. To know different theories of regulation.
5. Price Regulation	To comprehend how prices and price structures of natural monopolist can be regulated and which problems can result.
6. Asymmetric Information	To comprehend which instruments regulatory policy can use in case o asymmetric information.
7. Cost-based Regulation	To comprehend that different cost-based regulatory instruments are available.
8. Incentive Regulation	To comprehend the different forms of incentive regulation.
9. Deregulating Network Sectors	To comprehend how network sectors can be deregulated.

#### **Learning outcomes:**

#### **Academic:**

In this module the students acquire content-related competences for the basic economic policy paradigms, criteria when economic policy measures should be applied, the working principles of economic policy instruments and when economic policy actions may be detrimental. Additionally, the students are taught the theoretical knowledge of regulatory and competition theory and practical tools related to the solution of such problems.

#### 5 Soft skills:

In this module, students learn particularly the analysis of complex economic policy issues with multiple factors as well as abstract and lateral thinking. Further, problem-solving skills will be practiced with examples. The self-responsible preparation of the exercises supports students in their development of an autonomous approach to problem solving. Additionally, the content of the course is applied in a real life context. For this purpose and throughout the course, specific case studies are referred to, so that students are able to construct suitable economic policy measures and to elaborate the pros and cons of these suggested policy actions.

- 6 Description of possible electives within the modules:
- **7 Examination:** Final Module Exam

# Relevant Work: No Number and Type; Connection to Course Duration Part of final mark in % 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:					
	Dwasanaa	No 1		1.00 CP		
11	Presence	No 2		1.00 CP		
	Relevant Work	No 1		4.00 CP		
	Total			6 CP		
12	Weight of the module grade for 3,3%	the overall grade	<b>:</b> :			
13	Module Prerequisites:					
14	Presence: Preence is recommended to war	rant learning suc	cess			
	Mobility/Acknowledgement:					
15	Use of the module for other cou	ırse programs	Bache	lor Economics		
16	Responsible Lecturer: Professor Dr. Gernot Sieg	<b>Department:</b> School of Business and Economics				
17	Misc.:					

# Data Management

Mod	Module Title english: Data Management								
Cou	ırse Pr	ogram:		Bachelor Business	Administration				
1	Module No: TRW 1 State: Elective				Language of Instruction: German or English				
2	Turn: each summer semester		<b>Duration:</b> 1 semester	Semester: 5 or 6		<b>CP:</b> 6	Workload (	<b>h):</b> 180	
	Module Structure:								
	No Type Course			St	ate	Workload (I	1)		
								Duaganas	Self-

#### **Module Profile:**

Lecture

Exercise

1

2

#### Purpose of the module/integration into curriculum

Data Management

**Tutorial Data Management** 

A suitable conceptual design, data-processing design, and implementation of databases are critical success factors for the implementation of application systems. On the one hand, the module Datenmanagement builds on preliminary conceptual aspects of the module Einführung in die Wirtschaftsinformatik, where the data view of the architecture of integrated information systems becomes the focus of consideration. On the other hand, the module Datenmanagement forms the necessary basis for many other modules, in particular with regard to data modeling. The students will learn comprehensive methodological knowledge about conceptual design, data-processing design, and implementation of the data view.

Presence

(h + CH)

Compulsory 30 h (2 CH)

Compulsory 30 h (2 CH)

Study

(h)

60

60

#### **Course content:**

The students learn to methodologically design and implement the data view of information systems. In doing so, the three levels of conceptual design, data-processing design, and implementation are investigated successively. The conceptual design is based on the modeling of data using the language constructs of the entity-relationship model (entity types, relationship types, reinterpreted relationship types, cardinalities in the min-max notation, specializations/generalizations, hierarchies/heterarchies, modeling of Data Warehouse systems). At the data-processing design level, the relational data model is investigated (mathematical relations, first to fifth normal forms). At the implementation level, the focus is on the use of Structured Query Language (SQL) (Data Description Language, Data Manipulation Language, Data Control Language, and Query Language); NoSQL aspects are outlined. The relationships between the three levels are worked out. Transaction concepts (ACID) and locking mechanisms (two-phase locking protocol) to ensure data consistency in multi-user environments are covered. Some indepth aspects in the field of database management systems (e.g., Data Warehousing) are taught (possibly through scientific or practical guest lectures). Applied teaching methods are lectures, exercises, and case studies using the database management system MySQL or a similar relational database system. As part of the exercises, the students will give short presentations of their results.

	Con	ceptual design	To model business requ systems using entity rel	•	ding the data of information			
	Data	Data-processing design  To transform the conceptual design into relational data models; to apply normal forms of database design.						
	lmp	Implementation  To implement the conceptual and the data-processing design using a relational database; to use the Structured Query Language for addressing business requirements						
		sactional aspects and ing mechanisms			onal database management onal aspects and locking			
5	Acad The sinfor mana of mo	mation systems on the lagement systems. Furthoulti-user database mana skills:	pasis of a traditional met ermore, the students dev gement systems. en problem solving in sn	hodological ap velop a basic ur	rocessing components of proach of common database derstanding of the functions well as presentation			
6	<b>Desc</b>	•	ives within the modules	:				
7	Exan	nination: Final Module E	xam					
	Rele	vant Work:						
8	No	Number and Type; Con	nection to Course	Duration	Part of final mark in %			
	1	Final Written Exam		120 min.				
	Stud	y Work:						
9	No	Number and Type; Con	nection to Course		Duration			
	1	Solving a case study						
10	The o	equisites for Credit Poin credit points will be gran pleted.		k and study wo	rk have been successfully			
	CP Assignment:							
	Dro		No 1	1.	oo CP			
11		sence	No 2	1.	oo CP			
	Rele	evant Work	No 1	3.	oo CP			
	Stud	dy Work	No 1	1.	оо СР			
	Tota	ıl		6	СР			

12	Weight of the module grade for the overall grade 3,3%	e:			
13	Module Prerequisites:				
14	Presence: Presence during the lectures and active participal recommended to warrant learning success	ition i	n the accompanying group work is highly		
	Mobility/Acknowledgement:				
15	Use of the module for other course programs	Back	nelor Information Systems		
16	Responsible Lecturer: Prof. Dr. h.c. Dr. h.c. Jörg Becker  Department: School of Business and Economics				
17	Misc.:				

# **Digital Business**

	dule Ti	itle english:	Di	gital Business					
Coı	ırse Pr	ogram:	Ва	chelor Business /	Administration				
1	Mod	ule No: TRW	/ 2 St	ate: Elective	Language of Instru	uction: Gerr	man c	or English	
2		: each winte ester		<b>Iration:</b> 1 mester	Semester: 5 or 6	<b>CP:</b> 6	Wo	rkload (h):	180
	Mod	ule Structu	re:						
	No	Туре	Course			State		Workload	(h)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Digital B	usiness		Compul	lsory	30 h (2 CH)	45
	2	Exercise		usiness: Course A tions & Discussio		Compul	lsory	30 h (2 CH)	75
	Digit fact, orga and	doing busi nisations, b business m	is thriving ness digita oth large a odel innov	ally has become a and small, across vation. It reflects b	gnificant inroads in n integral part of eve the globe. The cours ousiness transforma As such the course	eryday life fose introduce tion, includ	or pu es bu ling d	blic and pr siness mo- isruptive	ivate delling
	Digit fact, orga and inno (firm envir	rse content: cal Business doing busin nisations, b business m vation, illus of perspective ronment. Gi	is thriving ness digitation the large a odel innovertated by a condition of the large and a moven the incondition of the large and a moven the incondition of the large and a moven the large and a mo	ally has become a and small, across ration. It reflects b current examples. arket perspective creasing exposure	n integral part of eventhe globe. The cours	eryday life for se introduce tion, included combines at tellations of curity threat	or pu es bu ling d an en of acto ats, tl	blic and praisiness modisruptive trepreneur ors in a mathe course with the cou	ivate delling ial rket vill
4	Digit fact, orga and inno (firm envii prov	rse content: cal Business doing busin nisations, b business m vation, illus of perspective ronment. Gi	is thriving ness digitation the large a odel innovertated by a condition of the large and a moven the incondition of the large and a moven the incondition of the large and a moven the large and a mo	ally has become a and small, across ration. It reflects b current examples. arket perspective creasing exposure	n integral part of ever the globe. The course ousiness transforma As such the course , by examining conse of businesses to se and practical securi	eryday life for se introduce tion, included combines at tellations of curity threat	or pu es bu ling d an en of acto ats, tl	blic and praisiness modisruptive trepreneur ors in a mathe course with the cou	ivate delling ial rket vill
4	Digit fact, orga and inno (firm envir prov	rae content: cal Business doing busin nisations, b business m vation, illus of perspectiv ronment. Gi ide a brief in	is thriving ness digitated the large of odel innovatrated by one and a moven the introductions and the	and small, across ration. It reflects becurrent examples. arket perspective creasing exposure into theoretical  Learning object  To learn about of role of digital in	n integral part of ever the globe. The course ousiness transforma As such the course , by examining conse of businesses to se and practical securi	eryday life for se introduction, included combines at tellations of ecurity threatty, security the social, ended to critically	for pules builing dan en of actoats, the strate	blic and prisiness moisruptive trepreneurors in a ma he course vegy and pri	ivate delling ial rket will ivacy.
4	Digit fact, orga and inno (firm envir prov	rate content: tal Business doing busin nisations, b business m vation, illus perspective ronment. Gi ide a brief in mes  tal Busines	is thriving ness digitated by over the incomment of the incomment of the incomment of the ciety.	and small, across ration. It reflects becurrent examples. arket perspective creasing exposure into theoretical  Learning object  To learn about of role of digital in digital innovation.	n integral part of ever the globe. The course business transforma As such the course by examining conse of businesses to se and practical securi	eryday life for se introduction, included combines at tellations of ecurity threaty, security  the social, end to critically mechanism of business	es bulling dan en of actorate, the strate	blic and prisiness modisruptive trepreneur ors in a make course we gy and prisess the im	ivate delling ial rket vill ivacy.  Dlitical pact of
4	Digit fact, orga and inno (firm envir prov	rse content: tal Business doing busin nisations, b business m vation, illus ) perspectiv ronment. Gi ide a brief in  mes tal Busines rmation Social	is thriving ness digitated by order innovatrated by order and a moven the innovatroduction in the ciety	Illy has become a and small, across ration. It reflects becurrent examples. arket perspective creasing exposure into theoretical  Learning object  To learn about or role of digital in digital innovation of the construct exists model.  To comprehend	n integral part of ever the globe. The course cusiness transforma As such the course by examining conse of businesses to se and practical securi tives current debates on to anovation. To be able ons and underlying to the building blocks of	eryday life for se introduction, included combines at tellations of ecurity threatty, security  The social, end to critically mechanism of business and to design and to d	es bu ling d an en of acto ats, th strate econo ly ass is.	blic and prissiness modisruptive trepreneur ors in a mathe course we gy and prismic and postess the implemental of Course we have a busine motion of Course we have a busine we	ivate delling ial rket will ivacy.  Dittical pact of able to ss
4	Digit fact, orga and inno (firm envir prov	rse content: tal Business doing busin nisations, b business m vation, illus perspective ronment. Gi ide a brief in  mes tal Busines rmation Social	is thriving ness digitated by of the large and a moven the introduction and the ciety.	Illy has become a and small, across ration. It reflects becurrent examples. arket perspective creasing exposure into theoretical  Learning object  To learn about or role of digital indigital innovation of the construct exists model.  To comprehend assess the role  To comprehend	n integral part of ever the globe. The course cusiness transforma As such the course , by examining cons e of businesses to se and practical securi current debates on t inovation. To be able ons and underlying in the building blocks of sting business mode	eryday life for se introduction, includ combines at tellations of ecurity threaty, security the social, end to critically mechanism of businessels and to dervice conficulty of encryptic of encryptic conficulty.	es bulling dan en of actorate, the strate econoly assumed evelo	blic and isiness misruptive treprene ors in a new course egy and is mic and els, to be a busined particular to be a busined privacy and pr	proper uran proper prop

Upon completion of the course, students will be able to a) characterize the building blocks and pattern of business models, b) identify and critically examine mechanisms of disruptive innovation, c) assess the impact of digital innovation from the perspective of different stakeholders, d) understand and contribute to current debates about privacy, personalization, net and search neutrality, social cost and benefits of digital innovation.

Soft skills:

The student should demonstrate the ability

• to productively work in groups and

- to coordinate with peers.
- 6 Description of possible electives within the modules:
- **7 Examination:** Examinations for every part of the module

	Rele	vant Work:		
	No	Number and Type; Connection to Course	Duration	Part of final mark in %
8	1	Written exam	60 min.	50 %
	2	in groups: Case study (written script with (video-)presentation)	max. 20 pages / max. 20 minutes	50 %

- **9** Study Work: none
- Prerequisites for Credit Points:

  The credit points will be granted after all relevant work and study work have been successfully completed.

#### 

- Weight of the module grade for the overall grade: 3.3%
- Module Prerequisites:
  Working Knowledge of English
- Presence is strongly recommended to warrant learning success

15 Mobility/Acknowledgement:

	Use of the module for other course programs	Bachelor Information Systems				
16	Responsible Lecturer: Prof. Dr. Stefan Klein		<b>Department:</b> School of Business and Economics			
17	Misc.: This course is intended to be a seminar rather responsibility for learning will rest with the structure combination of reading, thinking, writing, pressor learning. Participation in well-prepared and gaining an appreciation for the critical issues electronic business and more generally an Inteclass activity will be discussion. Students are	udents. I senting, d though relating ernet Eco	The philosophy behind the course is that the discussing, and listening is highly effective of the development and impact of conomy and Society. Consequently, the main			

reading materials, be prepared to discuss the major issues presented in the readings and to debate their (management) implications. The quality of students learning experience will depend on the extent of their motivation, initiative, preparation for class, and participation during class. The instructor's role will be to support the learning experience by providing a course structure, course materials, mini-lectures, facilitating the discussions, and providing feedback on the

student's work.

# Digital Work & Project Management

Мо	dule Title english:	Digital Work & Project Management				
Cou	rse Program:	Bachelor Business	Administration			
1	Module No: TRW 3	State: Elective	Language of Instruction: German or English			
2	Turn: each summer semester	<b>Duration:</b> 1 semester	Semester: 5 or 6	<b>CP:</b> 6	Workload (h): 180	

#### **Module Structure:**

	No	Туре	Course	State	Workload (h)		
					Presence (h + CH)	Self- Study (h)	
3	1	Lecture	Digital Collaboration: Tools and Concepts	Compulsory	15 h (1 CH)	30	
	2	Lecture	The public and academic discourse on digital work	Compulsory	15 h (1 CH)	30	
	3	Lecture	Project Management	Compulsory	15 h (1 CH)	30	
	4	Exercise	Exercises in Project Management	Compulsory	15 h (1 CH)	30	

#### **Module Profile:**

#### Purpose of the module/integration into curriculum

Digitalization has had and continues to have a profound impact on work: from the individual practices of work, collaborative and distributed work and division of labor, novel human-machine constellations, ways of organizing work, up to macro level effects on labor productivity and employment. Yet our understanding of the changing nature of work and the implications for the individual, organizations, societies and the economy remains poorly developed. Therefore, the course combines a reflection on the transformation of work as it is mirrored in the public and academic discourse with an introduction into project work and project management, which has become the prevailing form of work in IT related professions. Fundamental knowledge of project management is an essential part of conducting (IT) projects. Project management will provide students with an understanding of the toolset for the work environment of IT professions, and will be helpful during the planning and work on their Bachelor and Master theses. The teaching methods include lectures, software tutorials and student assignments. Within the assignments, students need to form groups and apply the gained knowledge to solve tasks that have references to real-world project management scenarios.

#### **Course content:**

The first part of the course emphasizes alternative scenarios of technology supported work: intended change, possible side-effects, related structural changes. A key rationale of this course is to provide students with a mature and actionable understanding of the emerging landscape of work in light of stakeholder interests. The second part of the course focuses on the dissemination of fundamental knowledge of management of (IT) projects. It provides an overview of the entire project life cycle, including such stages as initiating, planning, executing, monitoring and controlling, as well as closing a project. Project management methods and tools are introduced in

4

the lectures and are applied in the software tutorials and student assignments. Guest lectures by industry representatives will provide insights into practice projects.

Themes	Learning objectives
Digital transformation of work	To develop an in-depth conceptual and practical understanding of the domains of digital work and project management.
Organization and governance of work	To critically examine the relationship between technology development and other forces shaping the understanding, organization and management of work.
Introduction to (IT) Project Management	To understand the main concepts in (IT) project management and the differences between projects and routines.
Project Life Cycle Management	To understand the project life cycle and internal and external factors influencing projects.
Management of the Project "Magic Triangle": Scope, Schedule, and Cost	To understand how to manage each of the dimensions of the project "Magic Triangle", namely scope, schedule, and cost, as well as to know the main underlying processes and to be able to apply the relevant methods and tools.
Project Quality Management	To understand how to manage quality in projects, as well as to know the main underlying processes and to be able to apply the relevant methods and tools.
Project Resource Management	To understand how to manage a project team and all project resources, as well as to know the main underlying processes and to be able to apply the relevant methods and tools.
Project Communications Management	To understand how to manage communication(s) in projects, as well as to know the main underlying processes and to be able to apply the relevant methods and tools.
Project Risk Management	To understand how to manage risks in projects, as well as to know the main underlying processes and to be able to apply the relevant methods and tools.
Specialized Topics in (IT) Project Management	To deepen knowledge of particular topics in (IT) project management, such as knowledge management and document management in projects, agile methods for (IT) project management, multi-project management, project closing and self-management.
Tutorials on Project Management Software	To gain hands-on experience with project management software (such as Microsoft Project and Jira).

#### **Learning outcomes:**

#### **Academic:**

5

Participants understand key disciplinary approaches and concepts related to the technology-induced transformation of work, in particular collaborative and distributed work. Draw on wider public and academic debates to explore contentious issues related to (the future of) digital work. Students are able to apply stakeholder and discourse analysis and engage in a classroom debate. Students understand the main concepts in (IT) project management, as well as gain knowledge of some specialized topics in this field. They understand how to manage (IT) projects and know the main processes in project management. They are able to apply methods and tools to solve tasks

that have references to real-world project management scenarios, as well as are able to use project management software. Soft skills: Gain experience in group work, problem-solving, academic writing, presentating, discussing and debatting. Improve passive and active English language skills in both written and oral form. Gain basic experience with project management software. Foster independent work and self studies. Connect with IT professionals in the industry. Description of possible electives within the modules: 6 none **Examination:** Examinations for every part of the module **Relevant Work: Number and Type; Connection to Course** Duration Part of final mark in % No 8 Written Exam max 120 min 75 % 1 Exercise (groups of 4 - 5 students): written 4000 words 25 % 2 script **Study Work:** No **Number and Type; Connection to Course** Duration 9 Project Management Assignments: group presentation (groups 20 min of approx. 5 students) **Prerequisites for Credit Points:** The credit points will be granted after all relevant work and study work have been successfully 10 completed. **CP Assignment:** No 1 0.50 CP No 2 0.50 CP Presence 0.50 CP No 3 11 0.50 CP No 4 No 1 3.00 CP **Relevant Work** No 2 0.50 CP No 1 0.50 CP **Study Work** 6 CP **Total** Weight of the module grade for the overall grade: 12 3,3% **Module Prerequisites:** 13 none

14	Presence: Presence is strongly recommended to warrant learning success						
15	Mobility/Acknowledgement:						
15	Use of the module for other course programs	Bach	elor Information Systems				
16	Responsible Lecturer: Prof. Dr. Stefan Klein, Dr. rer. nat. Raimund Vogl		<b>Department:</b> University of Münster, School of Business and Economics				
17	Misc.:						

# IT-Driven Innovation

Mod	dule Ti	tle english:	IT-E	Oriven Innovatio	n						
Course Program:				Bachelor Business Administration							
1	Mod	ule No: TRW A	4 Sta	State: Elective Language of Inc			<b>truction:</b> Gerr	nan or Englis	h		
2	<b>Turn</b> :	each winter		ration: 1 mester	Semester 6	: 5 or	<b>CP:</b> 6	Workload (h)	: 180		
	Mod	ule Structure	<b>::</b>								
3	No	Туре	Course				State	Workload (h	)		
								Presence (h + CH)	Self- Study (h)		
	1	Lecture	IT-Driven	Innovation			Compulsory	30 h (2 CH)	60		
	2	Exercise	Exercise	s in IT-Driven Inr	novation		Compulsory	30 h (2 CH)	60		
4	Mod	ule Profile:									
,	Lear	ning outcome	es:								
5	<b>Desc</b>		ssible elec	ctives within the	modules:						
7	Exan	nination: Exa	aminations	s for every part o	f the modu	.e					
	Rele <sup>1</sup>	vant Work: Number and	d Type; Co	nnection to Cou	rse	Durati	on	Part of fir	nal mark		
3	1	Written Exa	m			120 M	in	70 %	70 %		
	2	,	•	ript with (video- ps of ca 5 perso			a. 20 pages / max. 30 % minutes				
•	Stud	y Work: none	e								
10	The o	equisites for credit points oleted.		<b>nts:</b> nted after all rel	evant work	and st	udy work hav	e been succe	ssfully		
	CP A	ssignment:									
11	Dros	sence		No 1	No 1		1.00 CP				
11	FIES	DEIILE		No 2	No 2		1.00 CP				
					No 1			3.00 CP			

	Relevant Work	No 2			1.00 CP	
	Total				6 CP	
12	Weight of the module grade for th	ne overall grade	<b>:</b> :			
13	Module Prerequisites:					
14	Presence: none					
	Mobility/Acknowledgement:					
	Use of the module for other cours	se programs	Bac	helor Inform	nation Systems	
15	Module Title english		IT-E	riven Innova	ation	
	English translation of module co	mponents	No 1: IT-Driven Innovation			
	from section 3		No	2: Exercises	in IT-Driven Innovation	
16	Responsible Lecturer: Prof. Dr. Dr. h.c. Dr. h.c. Jörg Becke	er		<b>Departmen</b> University of and Econor	of Münster, School of Business	
17	Misc.:					

# **Business Process Management**

Мо	dule Ti	tle english:			Process N		ent				
Cou	rse Pro	ogram:		Bachelor	Business	Administ	ration				
1 Module No: TRW 5				State: Ele	State: Elective Language of Instruction: German or English						1
2	Turn:	each winter		<b>Duration</b> semester		Semest 6	<b>er:</b> 5 or	<b>CP:</b> 6	W	orkload (h):	180
	Mod	ule Structure	:						<u> </u>		
	No	Туре	Cour	se				State		Workload	(h)
3										Presence (h + CH)	Self- Study (h)
	1	Lecture	Busi	ness Proce	ess Manag	ement		Comp	ulsory	30 h (2 CH)	60
	2	Exercise	Exer	cises in Bu	ısiness Pro	ocess Mai	nagement	Comp	ulsory	30 h (2 CH)	60
4	Mod	ule Profile:									
5	Lear	ning outcome	es:								
6	<b>Desc</b> none	ription of po	ssible	electives	within the	modules	:				
7	Exam	nination: Fina	al Mod	lule Exam							
	Relev	vant Work:							1		
8	No	Number and	1 Туре	; Connecti	on to Cour	se	Duration		Pari	t of final mark in %	
	1	Written Exa	m				120 Min		100	%	
	Stud	y Work:							l		
9	No	Number and	d Туре	; Connecti	on to Cour	se			Duration		
	1	Solving case	e stud	ies					maxii	mum 15 pag	es
10	Prerequisites for Credit Points:  The credit points will be granted after all relevant work and study work have been successful completed.							sfully			
	CP A	ssignment:									
11					No 1			1.00	СР		
	Pres	sence			No 2			1.00	СР		

	Relevant Work	No 1		3.00 CP				
	Study Work	No 1		1.00 CP				
	Total			6 CP				
12	Weight of the module grade for the overall grade: 3,3%							
13	Module Prerequisites: none							
14	Presence: Presence is urgently recommended							
15	Mobility/Acknowledgement:							
15	Use of the module for other cour	se programs	Ва	achelor Economics				
16	<b>Responsible Lecturer:</b> Prof. Dr. Dr. h.c. Dr. h.c. Jörg Beck	er	<b>Department:</b> University of Münster, School of Business and Economics					
17	Misc.:							

# General Studies

<u>Gel</u>	Seneral Studies										
Мо	Module Title english: General Studies										
Cou	ırse Pro	ogram:	Bachelor Business Administration								
1	Module No: FWM 1			ite: Elective	Language	of Instru	ction: Germ	an or	English		
2	Turn:	each ester	ration: 1 nester	Semester: 5 or 6 CP: 6			Workload (h): 180				
	Module Structure:										
	No	Туре		Course			State	State		Workload (h)	
3									Presence (h + CH)	Self- Study (h)	
	1 Lecture/ Exercise			General Studies	course		Comp	ulsory	30 h (2 CH)	60	
	2 Lecture / Seminar			General Studies	es course Com			ulsory	30 h (2 CH)	60	
4	Course content: In this module, the students take courses out of the area "General studies" of the University of Münster. Depending on the chosen course students get aknowledged in the area of (foreign) languages, scientific theory, rhetoric, presentation and mediation, professional and/or intercultural and/or creative skills.										
5	Acad No sp Soft s Depe comr	Learning outcomes: Academic: No specific business knowledge will be obtained. Soft skills: Depending on choice, students learn important skills in the areas of foreign languages, communication and presentation, scientific writing, multicultural and creative skills and professional skills.									
	Description of possible electives within the modules: Students choose courses out of the area "General studies" of the University of Münster to obtain exactly 6 CP or exactly 12 CP. Students can choose between the following combinations for 6 CP: 3 courses with 2 CP or 2 courses with 3 CP or 1 course with 2 CP and 1 course with 4 CP. For 12 CP, any combination of 2, 3, 4 or 5 CP is possible that gives exactly 12 CP.										
6	Stude exact 3 cou	ents choose co tly 6 CP or exac urses with 2 CP	urse: tly 12 or 2	s out of the area " 2 CP. Students ca courses with 3 CF	General stuent of the choose begins of a course	dies" of t tween th with 2 C	the Universi e following P and 1 cou	ty of N	kills and  Münster to dinations for	6 CP:	
6 7	Stude exact 3 cou any c	ents choose co tly 6 CP or exacurses with 2 CP combination of	urse: tly 12 or 2 2, 3,	s out of the area " 2 CP. Students ca courses with 3 CF	General student choose be or 1 course ble that give	dies" of t tween th with 2 C es exactly	the Universi e following P and 1 cou	ty of N	kills and  Münster to dinations for	6 CP:	
	Stude exact 3 cou any c	ents choose co tly 6 CP or exacurses with 2 CP combination of	urse: tly 12 or 2 2, 3,	s out of the area " 2 CP. Students ca courses with 3 CF 4 or 5 CP is possi	General student choose be or 1 course ble that give	dies" of t tween th with 2 C es exactly	the Universi e following P and 1 cou	ty of N	kills and  Münster to dinations for	6 CP:	
	Stude exact 3 cou any c	ents choose co tly 6 CP or exact urses with 2 CP combination of nination: Exam vant Work: Number and T	urse: tly 12 or 2 2, 3, inati	s out of the area " CP. Students can courses with 3 CF 4 or 5 CP is possions for every part  Connection to Co	General studen choose be or 1 course ble that give	dies" of t tween th with 2 C es exactly	the Universi e following P and 1 cou y 12 CP.	ty of M comb rse wit	kills and  Münster to dinations for	6 CP: 12 CP,	
7	Stude exact 3 coursely coursel	ents choose co tly 6 CP or exacturses with 2 CP combination of nination: Exam	urse: tly 12 or 2 2, 3, inati	s out of the area " CP. Students can courses with 3 CF 4 or 5 CP is possions for every part  Connection to Co	General studen choose be or 1 course ble that give	dies" of t tween th with 2 C es exactly ule	the Universi e following P and 1 cou y 12 CP.	ty of N comb rse wit	Nünster to dinations for the 4 CP. For	6 CP: 12 CP,	

10	<b>Prerequisites for Credit Points:</b> The credit points will be granted after all relevant work and study work have been successfully completed.							
	CP Assignment:							
	Duaganaa	No 1	1.00 CP	_				
11	Presence	No 2	1.00 CP					
	Relevant Work	No 1	2.00 CP					
	Ketevant Work	No 2	2.00 CP					
	Total		6 CP					
12	Weight of the module grade for the overall grade: 3,3%							
13	Module Prerequisites:							
14	<b>Presence:</b> Presence is regulated in the exa	m regulations for "G	General studies" of the University of Münster					
15	Mobility/Acknowledgement:							
15	Use of the module for other course programs none							
16	Responsible Lecturer: Professor Dr. Peter Kajüter		<b>Department:</b> University of Münster, School of Business and Economics					
17	Misc.:							

# **General Studies**

JCI	icia	Studies								
Mod	dule Ti	tle english:	General Studies							
Cou	rse Pr	ogram:	Bachelor Business Administration							
1	Mod 2	ule No: FWM	State: Elective Language of Instruction: Germ				an or	English		
2			<b>Duration:</b> 1 semester		Semester: 5 or 6	<b>CP:</b> 12	CP: 12 Workload (h): 36		60	
	Mod	ule Structure:								
	No	Туре		Course		State		Workload	(h)	
							Presence (h + CH)	Self- Study (h)		
3	1	Lecture/ Exerc Seminar	ise /	General	Compu	ılsory	30 h (2 CH)	60		
	2	Lecture / Exercies / Seminar		General Studies course		Compu	Compulsory		60	
	3	Lecture/ Exerc Seminar			General Studies course		Compulsory		60	
	4	4 Lecture / Exercies / Seminar			General Studies course			30 h (2 CH)	60	
4	Module Profile: Course content: In this module, the students take courses out of the area "General studies" of the University of Münster. Depending on the chosen course students get aknowledged in the area of (foreign) languages, scientific theory, rhetoric, presentation and mediation, professional and/or intercultural and/or creative skills.									
5	Learning outcomes: Academic: No specific business knowledge will be obtained. Soft skills: Depending on choice, students learn important skills in the areas of foreign languages, communication and presentation, scientific writing, multicultural and creative skills and professional skills.									
6	Stud exac 3 cou	tly 6 CP or exact urses with 2 CP	urses out of t tly 12 CP. Stu or 2 courses	he area " dents caı with 3 CP	ne modules: General studies" of to choose between the for 1 course with 2 Cl ble that gives exactly	e following P and 1 cour	comb	inations fo	6 CP:	
7	Exan	<b>nination:</b> Exami	inations for e	very part	of the module					

		vant Work:	ation to Course	Duration	Part of final mark in %				
8	No 1	Number and Type; Conne		Duration	100 %				
9	Stud			<u> </u>	<u> </u>				
		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:							
			No 1	1.00	СР				
	Duo		No 2	1.00	СР				
	Pres	sence	No 3	1.00	СР				
11			No 4 1.00		СР				
			No 1	2.00	CP				
	Relevant Work		No 2		СР				
			No 3		СР				
			No 4		СР				
	Tota	al		12 CF	0				
12	<b>Weig</b> 3,3%	ght of the module grade for	r the overall grade:						
13	Module Prerequisites:								
14	Presence: Presence is regulated in the exam regulations for "General studies" of the University of Münster								
	Mob	Mobility/Acknowledgement:							
15	Use of the module for other course programs none								
16		oonsible Lecturer: essor Dr. Peter Kajüter		<b>Department:</b> University of Münster, School of Business and Economics					
17	Misc	·.:							

# **Bachelor Thesis**

Jac	JIICI	or mesis	<b>,</b>							
Мо	dule Ti	tle english:	Bachelor Thesis							
Cou	rse Pro	ogram:	Bachelor Business Administration							
1	Modu	u <b>le No:</b> BA	State: Compulsory	Language of Instruction: German or English						
2	Turn:	each ester	<b>Duration:</b> 1 semester	Semester: 6 CP: 12 Workload			<b>(h):</b> 360			
	Modu	ule Structure:								
	No	Туре	Course	Course		Workload (h)				
3							Self- Study (h)			
	1		Bachelor Thesis		Compulsory	o h (o CH)	360			
5	independently in a given time frame using scientific methods and that he/she is able to describe the solution in a scientific text. The thesis shall not exceed a size of approximately 7000 words in the main text.  Learning outcomes: Academic: The students gain experience with the application of the learned material to a complex problem.									
,	Moreover, they learn to read the relevant literature and to formulate scientific texts. <b>Soft skills:</b> (Among others) writing scientific texts, time management, self-competence									
6	<b>Desc</b> none		sible electives within the	modules:						
7	Exam	<b>ination:</b> Fina	l Module Exam							
8	Relev	vant Work: Number and	Type; Connection to Cou	rse Durat	ion Part of final mark ir					
0	1	İ	Type; Connection to Cour	l l		art of final m	ark in %			
	1	Bachelor the	•	7000	+	oo %	ark in %			
9		Bachelor the	•	7000	+		ark in %			

	CP Assignment:							
11	Presence	No 1	0.00 CP					
	Relevant Work	No 1		12.00 CP				
	Total		12 CP					
12	Weight of the module grade for the overall grade:							
13	Module Prerequisites:							
14	Presence: none							
	Mobility/Acknowledgement:							
15	Use of the module for other course programs None							
16	Responsible Lecturer: Professor Dr. Peter Kajüter		Department: School of Business and Economics					
17	Misc.:							