

Module Descriptions

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

for students studying according to the examination rules from 2022 (PO 2022) valid from winter semester 2023/24



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Plan of Study (beginning winter semester)

Year	Semester	Microeconomics	Macroeconomics	Economic Policy	Business Administration	Quantitative Methods/Skills	СР
	1 (WiSe)		dations of Foundations of Pundamentals of Pundamentals of Pinance		QMS 1 Calculus for Business/Economics 6 LP	30	
1	2 (SuSe)	VWL 4 Game Theory 6 LP	VWL 5 International Economics 6 LP	VWL 6 Foundations of Economic Policy 6 LP	6 LP	QMS 2 Data Science 1 6 LP QMS 5 Skills 6 LP	30
	3 (WiSe)	VWL 7 Foundations of Industrial Economics 6 LP	VWL 8 Monetary Theory 6 LP	VWL 9 Tax Policy 6 LP VWL 10 Social Policy 6 LP		QMS 3 Data Science 2 6 LP	30
2	4 (SuSe)	VWL 11 Behavioral Economics 6 LP	VWL 13 Fopics on Economic 6 LP Elective (B	usiness Administrat	tion/Economics/QM,	QMS 4 Empirical Economics 6 LP	30
	5 (WiSe)		WPV 1 Elective in Economics 6 LP WPB 1 Elective in BA WPV 2 Elective in Economics 6 LP Elective (Business Administration/Economics/QM/Elective (Business Administratio				30
3	6 (SuSe)	VWL 14 Topics in Economics II 6 LP WPV 3 Elective in Economics 6 LP Elective (Business Administrati			tion/Economics/QM,	/Else)	30

Plan of Study (beginning summer semester)

Year	Semester		Macroeconomics	Economic Policy	Business Administration	Quantitative Methods/Skills	СР
	1 (SuSe)		Introduction to Bu	/WL 1 Isiness and Econom 6 LP	ics	QMS 1 Calculus for Business/Economics 6 LP	30
1	1 (3030)	VWL 4 Game Theory 6 LP	VWL 3 Foundations of Macroeconomics 6 LP			QMS 2 Data Science 1 6 LP	
		VWL 2 Foundations of	VWL 8		FCM 1 Fundamentals of	QMS 3 Data Science 2 6 LP	
	2 (WiSe)	Microeconomics 6 LP	Monetary Theory 6 LP		Finance 6 LP	QMS 5 Skills 6 LP	30
2	3 (SuSe)	VWL 11 Behavioral Economics 6 LP	VWL 5 International Economics 6 LP	VWL 6 Foundations of Economic Policy VWL 12 Competition and Regulation 6 LP		QMS 4 Empirical Economics 6 LP	30
2	4 (WiSe)	VWL 7 Industrial Economics 6 LP		VWL 9 Tax Policy 6 LP VWL 10	WPB 1 Elective in BA		30
			VWL 13 Topics in Economic 6 LP	Social Policy 6 LP	6 LP		
			WPV 1 Elective in Economi 6 LP WPV 2 Elective in Economi 6 LP				
	5 (SuSe)	1	VWL 14 Fopics in Economic 6 LP	s II			30
3		Elective (Business Administration/Economics/QM 6 LP					
		Elective (Business Administration/Economics/QM/Else) 6 LP WPV 3 Elective in Economics 6 LP Elective (Business Administration/Economics/QM/Else) 6 LP					
	6 (WiSe)		Elective (B		cion/Economics/QM/	/Else)	
				Bachelor's 12 LF			

Mandatory modules

Introduction to Business and Economics

Mod	dule Title english:	Introduction to Business and Economics			
Cou	rse Program:	Bachelor Economics			
1	Module No: VWL 1	State: Compulsory	Language of Inst	ruction: Ge	rman, partly English
2	Turn: each semester	Duration: 1 semester	Semester: 1	CP: 6	Workload (h): 180

Module Structure:

	No	Туре	Course	State	Workload	(h)
					Presence (h + CH)	Self- Study (h)
3	1	Lecture	Principles of Economics	Compulsory	15 h (1 CH)	30
	2	Exercise	Tutorial Principles of Economics	Compulsory	15 h (1 CH)	30
	3	Lecture	Introduction to Business Administration	Compulsory	15 h (1 CH)	30
	4	Exercise	Tutorial Introduction to Business Administration	Compulsory	15 h (1 CH)	30

Module Profile:

Purpose of the module/integration into curriculum:

The module consists of two parts, namely an introduction to business administration and economics. It is the base for further business and economics modules.

Course content:

In the business administration part, coordination via markets and hierarchies is first discussed on the basis of institutional economics. Then, the various business functions in companies are presented. References to microeconomics are repeatedly made. Important topics also include corporate governance, financial markets, how companies trade in markets, and corporate social responsibility. The special challenges for companies arising from digitalization will be included. The introduction to 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.

Learning outcomes:

Academic:

The module provides a broad overview about the core areas in business management and economics and shows how these areas are related and intertwined.

5 Soft skills:

The students acquire the knowledge through a combination of lecture, preparation and follow-up on the lecture material, and tutorials. They are guided to search for information on their own, using various sources including library, journals, internet, etc. The solution of the exercises is actively discussed and moderated in tutorials.

6 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 on the part Principles of Economics	maximum of 120	50 %
	2	Written exam on part Introduction to BA	maximum of 120 min.	50 %

9 Study Work: none

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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	
	Presence (see part 3)	No 2	0.50 CP	
		No 3	o.50 CP	
		No 4	0.50 CP	
	Relevant Work (see part 8)	No 1	2.00 CP	
		No 2	2.00 CP	
	Total		6 CP	

Weight of the module grade for the overall grade: 6/174 (3,45%)

Module Prerequisites: none

14	Presence: Presence is strongly recommendet to warrant learning success.				
15	Mobility/Acknowledgement:				
15	Use of the module for other course programs none				
16	Responsible Lecturer: Professor Dr. Peter Kajüter, Professor Dr. Nadine Riedel, Professor Dr. Christoph Watrin	Department: University of Münster, School of Business and Economics			
17	Misc.:				

Foundations of Microeconomics

Mod	dule Title english:	Foundations of Microeconomics			
Cou	rse Program:	Bachelor Economics			
1	Module No: VWL 2	State: Compulsory	Language of Instru	ı ction: Ger	man
2	Turn: each winter semester	Duration: 1 semester	Semester: 1 or 2	CP: 6	Workload (h): 180
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Module Structure:

	No	Туре	Course	State	Workload ((h)
3					Presence (h + CH)	Self- Study (h)
	1	Lecture	Foundations of Microeconomics	Compulsory	30 h (2 CH)	60
	2	Exercise	Exercises on Foundations of Microeconomics	Compulsory	30 h (2 CH)	60

Module Profile:

Purpose of the module/integration into curriculum:

The modul 'Foundations of 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' or Game Theory.

Course content:

The course "Foundations of 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
Households' Decision	-Preferences and constraints -Structuring of decisionproblems -solving and interpreting decision problems -unterstanding the relation between households' decision and demand function.
Producers' Decision	-Production Function -Deriving the cost function and explaining it -understanding the relation between cost function and supply function.

5	Learning outcomes: Academic: Students are able to understand the fundamentals of markets and the coherence between supply and demand with respect to pricing. They are also able to understand and apply central theories and models. The courses of this module form a basis for more advanced courses. The structured presentation and analysis of the different decision problems is helpful in rationally solving similar/related problems Soft skills: Working on Problem sets in small scale class settings enables a self-structered working and enhances students' problem solving ability.						
6	Description of possible electives within the modules: none						
7	Examination: Final Module Exam	1					
	Relevant Work:				1		
8	No Number and Type; Connect	ion to Course	Duration		Part of final mark in %		
	1 Written exam on Microecon	nomics	120 min.		100 %		
9	Study Work: none						
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.						
	CP Assignment:						
	Dungay on (and months)	No 1		1.00 (CP		
11	Presence (see part 3)	No 2		1.00 CP			
	Relevant Work (see part 8)	No 1	4.00		СР		
	Total			6 CP			
12	Weight of the module grade for t	he overall grad	e:				
13	Module Prerequisites:						
14	Presence: Presence is strongly recommende	ed to warrant le	arning success				
	Mobility/Acknowledgement:						
15	Use of the module for other cou	rse programs			ministration, Bachelor r Physics, Bachelor		

16	Responsible Lecturer: Professor Dr. Martin Bohl, Professor Dr. Andreas Löschel	Department: School of Business and Economics
17	Misc.:	

Foundations of Macroeconomics

Module Title english: Foundations of Macroeconomics					
Cou	rse Program:	Bachelor Economics			
1	Module No: VWL 3	State: Compulsory	Language of Instruction: German		
2	Turn: each winter semester	Duration: 1 semester	Semester: 1 or 2	CP: 6	Workload (h): 180
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Module Structure:

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

Module Profile:

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.

Course content:

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.

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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.

	Busi	iness Cycle and Growth				rence between a short n economic growth.	
	Mon	etarism	Students should learn and understand the difference between Monetarism and the theories discussed in the earlier part of the lecture.				
	Phili	ips Curve	Students should learn how inflation and unemployme are linked to each other and what are the policy effect				
Unemployment Students should learn how unemployment em what might be effective measures to reduce unemployment							
5	Learning outcomes: Academic: Upon completion of the course students are able understand and apply fundamental concepts of macroeconomic theory. The students know important macroeconomic terms and are able to use them correctly. Furthermore, students are familiar with the instruments of macroeconomic analysis, abstraction and macroeconomic modelling and capable to assess states, developments and economic policy measures. This model forms a basis for more advanced courses. Soft skills: After completing the module, students are familiar with complex economic topics. The tools learned in class increase both, problem-solving competence of the students and the ability of abstract thinking. Furthermore, students will learn how to work selforganized, exchange Information, as well as the ability to develop solutions in teams within the preparation before and finalising of notes after the attendance of the lecture.						
6	Desc none	ription of possible electives	within the modules	:			
7	Exam	nination: Final Module Exam					
8	Relev No	vant Work: Number and Type; Connecti Final written exam	on to Course	Duration 120 min.		Part of final mark in %	
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:					
						1.00 CP	
11	Pres	sence (see part 3)	No 1				
11		sence (see part 3)	No 1 No 2 No 1		1.00 (CP	

	Total	6 CP				
12	Weight of the module grade for the overall grade: 6/174 (3,45%)					
13	Module Prerequisites: none					
14	Presence: Presence is strongly recommended to warrant learning success					
	Mobility/Acknowledgement:					
	Use of the module for other cours	se programs	Bachelor Business Administration, Bachelor Mathematics, Bachelor Physics, Bachelor Geography			
15	Module Title english		Foundat	undations of Macroeconomics		
	English translation of module co	mnonents	No 1: Foundations of Macroeconomics			
	English translation of module components from section 3		No 2: Tutorial on Foundations of Macroeconomics			
16	Responsible Lecturer: Professor Dr. Bernd Kempa, Professor Dr. Nadine Riedel School of Business and Economics			, ·		
17	Misc.:					

Fundamentals of Finance

Мо	Module Title english: Fundamentals of Finance				
Cou	rse Program:	Bachelor Economics			
1	Module No: FCM 1	State: Compulsory	Language of Instruction: German or English		
2	Turn: each winter semester	Duration: 1 semester	Semester: 1 or 2	CP: 6	Workload (h): 180

Module Structure:

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

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:

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The students can solve basic problems in finance and justify their solutions. They can apply theoretical concepts to solve practical problems. Furthermore, they are able to participate in the public and political discussions on finance related topics.

6	Description of possible electives within the modules: none						
7	Examination: Final Module Exam	1					
8	Relevant Work: No Number and Type; Connect	ion to Course		Duration		Part of final mark in %	
	1 Final written exam						
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			0.50	CP	
11	Presence (see part 3)	No 2			0.50	CP	
		No 3	No 3		1.00 CP		
	Relevant Work (see part 8)	No 1		4.00 (CP	
	Total			6 CP			
12	Weight of the module grade for to 6/174 (3,45%)	he overall grade	: :				
13	Module Prerequisites: Introduction to business adminis	tration is recom	meno	led.			
14	Presence: Presence is strongly recommende	ed to warrant lea	arning	success.			
	Mobility/Acknowledgement:						
15	Use of the module for other course programs Bachelor Business Administration Systems, Bachelor Physics, Master Business Administration Systems (Bachelor Physics) Bachelor Physics, Master Business (Bachelor Physics) Bachelor Physics (Bachelor Physics) Bachelor Phy				Bachelor Mathematics,		
16	Responsible Lecturer: Prof. Dr. Nicole Branger, Prof. Dr. Christoph Schneider Department: Münster School of Business and Economics				of Business and		
17	Misc.:						

Calculus for Business/Economics

Module Title english: Calculus for Business/Economics									
Cou	rse Pr	ogram:	Bachelor Economics						
1	Mod	u le No: QMS	State: Compulsory	Language of	Language of Instruction: German				
2	Turn:	each ester	Duration: 1 semester	Semester: 1	Semester: 1 CP: 6				
	Mode	ule Structure	course		State	Workload (h)		
3						Presence (h + CH)	Self- Study (h)		
	1	Lecture	Calculus for B&E	culus for B&E		30 h (2 CH)	60		
		Exercise	T	orial on Calculus for B&E		30 h (2 CH)	60		

Knowledge of basics in Calculus is relevant in several fields of business and economics.

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)		

		, , ,	•	n explore the impact 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 elective none	es within the module	5:				
7	Examination: Final Module Exa	am					
8	Relevant Work: No Number and Type; Conne	ection to Course	Duration	Part of final mark in %			
	Written exam (LPLUS)		60 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.	a arter att retevant we	TRana Staay Work	lave been successfully			
	-	u unter un retevum we		lave been successfully			
	CP Assignment:	No 1	1.00				
11	completed.			СР			
11	CP Assignment:	No 1	1.00	СР			
11	CP Assignment: Presence (see part 3)	No 1 No 2	1.00	СР			
11	CP Assignment: Presence (see part 3) Relevant Work (see part 8)	No 1 No 2 No 1	1.00 1.00 4.00	СР			
	CP Assignment: Presence (see part 3) Relevant Work (see part 8) Total Weight of the module grade fo	No 1 No 2 No 1	1.00 1.00 4.00	СР			
12	CP Assignment: Presence (see part 3) Relevant Work (see part 8) Total Weight of the module grade fo 6/174 (3,45%) Module Prerequisites:	No 1 No 2 No 1	1.00 1.00 4.00	СР			
12	CP Assignment: Presence (see part 3) Relevant Work (see part 8) Total Weight of the module grade fo 6/174 (3,45%) Module Prerequisites: none Presence:	No 1 No 2 No 1	1.00 1.00 4.00	СР			

16	Responsible Lecturer: Dr. Ingolf Terveer	Department: University of Münster, School of Business and Economics
17	Misc.:	

Game Theory

Мос	dule Title english:	Game Theory				
Cou	rse Program:	Bachelor Economics	Bachelor Economics			
1	Module No: VWL 4	State: Compulsory	Language of Instru	ıction: Ge	rman	
2	Turn: each summer semester	Duration: 1 semester	Semester: 1 or 2	CP: 6	Workload (h): 180	

Module Structure:

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

Module Profile:

Purpose of the module/integration into curriculum:

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

Course content:

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.

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

		Inderstand how incomplet ynamic games	e information cha	anges the prediction in		
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	Description of possible ele	ectives within the modules	: :			
7	Examination: Final Module	e Exam				
8	Relevant Work: No Number and Type; Connection to Course Duration Part of final mark in %					
	1 Written exam for "Ga	me theory"	60 min.	100 %		
9	Study Work: none					
10	Prerequisites for Credit Po The credit points will be gra completed.		rk and study worl	k have been successfully		
	CP Assignment:					
	Programme (asset 1)	No 1	1.0	o CP		
11	Presence (see part 3)	No 2	1.0	о СР		
	Relevant Work (see part 8	No 1		о СР		
	Total		6 C	P		
12	Weight of the module grad 6/174 (3,45%)	e for the overall grade:				
13	Module Prerequisites:					

14	Presence: Presence is strongly recommended to warrant learning success						
15	Mobility/Acknowledgement:	Mobility/Acknowledgement:					
	Use of the module for other course programs Bachelor Business Administration						
16	Responsible Lecturer: Prof. Dr. Martin Watzinger		Department: School of Business and Economics				
17	Misc.:						

International Economics

1	Title engli	sh:	International Economi	International Economics					
P	Program:		Bachelor Economics						
)(odule No: \	WL 5	State: Compulsory	Language of Instruction: German					
Turn: each summer semester			Duration: 1 semester	Semester: 2 or 3		CP: 6 Workload (h)		d (h): 180	
)(odule Struc	ture:							
)	Туре	Cou	rse		State	!	Workload (h	1)	
							Presence (h + CH)	Self- Study (h)	
	Lecture	Inte	rnational Economics		Comp	oulsory	30 h (2 CH)	60	
	Exercis	e Tuto	rial on International Eco	nomics	Comp	oulsory	30 h (2 CH)	60	
9	e module d	ffers an ir he knowle	/integration into curricu atroduction to important edge of the module Macr	topics and m		of inter	rnational fina	nce and	
<u>ا</u>	e module o ilds upon t	ffers an ir he knowle	troduction to important	topics and m				nce and	
i u	e module of ilds upon to urse content of the u	ffers an ir he knowle nt: and inter rkets; inte ange rate stem and	troduction to important	topics and moceconomics ational money open economy; internation	and ies;	Learnin Ability t dynami financia	og objectives to understand ics in capital al markets; a roblems self-	d the and bility to	
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7	Examination: Final Module Exam									
8	77.		Dur	ation	Part of final mark in %					
				90	min.	100 %				
9	Study Work: none									
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.									
	CP As	ssignment:								
	Pres	sence (see part 3)	No 1		1.00) CP				
11		Series (See part 3)	No 2		1.00	O CP				
	Rele	evant Work (see part 8)	No 1		4.00	O CP				
	Tota	l			6 CF)				
12	_	tht of the module grade for th 4 (3,45%)	ne overall grad	e:						
13	Mod inone	ule Prerequisites:								
14		ence: ence is strongly recommende	d to warrant le	arning su	ccess					
	Mobi	Mobility/Acknowledgement:								
15	Use	of the module for other cour	Bachelo	helor Business Administration						
16	Responsible Lecturer: Professor Dr. Bernd Kempa				Department: School of Business and Economics					
17	Misc	.:								

Foundations of Economic Policy

Мо	dule Title english:	Foundations of Economic Policy				
Cou	rse Program:	Bachelor Economics				
1	Module No: VWL 6	State: Compulsory	Language of Instruction: German			
2	Turn: each summer semester	Duration: 1 semester	Semester: 2 or 3	CP: 6	Workload (h): 180	

Module Structure:

	No Type Course		Course	State	Workload (h)	
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 Comp		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.

	CP Assignment:							
ıo	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.							
•	Study Work: none							
	1	Final written exam			90 min.	100	%	
3	No	Number and Type;	Connecti	ion to Course	Duration	Part	t of final mark in %	
	Relev	vant Work:						
,	Exam	ination: Final Mod	ule Exam					
5	Desc none	ription of possible	electives	within the modu	es:			
5	Acad In thi parace econe the s the s Soft s In thi multi pract their the c case	ning outcomes: emic: s module the stude digms, criteria wher omic policy instrum tudents are taught olution of such prol skills: s module, students ple factors as well a iced with examples development of an ourse is applied in studies are referred	n economients and the theore olems. I learn paras abstraction. The self autonomia real life I to, so th	ic policy measure when economic etical knowledge rticularly the anact and lateral thir esponsible prejous approach to context. For this at students are a	es should be appolicy actions mof market failur ysis of complex king. Further, potation of the e problem solving purpose and the ble to construct	plied, the way be detrived and practices and practices of the commic exercises sugnated and the coughout the	vorking principles of imental. Additional ctical tools related policy issues with ving skills will be upports students in ally, the content of ne course, specific conomic policy	
		novation policy Entrepreneurship	econom	To learn what role innovation and entrepreneurship play in the market economy, why the market provides too little innovation and entrepreneurship and which economic policy instruments can change				
	6. Pt	ublic Goods	To learr	n what public goo goods.	ds are and how	to ensure t	the financing of	
	5. Ex	ternalities	are whe	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.				
			what ed	n what the consections on what the consection what the consection which which we have a consection which we have a consection which we have a consection when the cons				

		No 2		1.00 CP		
	Relevant Work (see part 8)	No 1		4.00 CP		
		110 1				
	Total			6 CP		
12	Weight of the module grade for th 6/174 (3,45%)	e overall grad	e:			
13	Module Prerequisites:					
14	Presence: Presence is strongly recommended	d to warrant le	arning su	iccess.		
15	Mobility/Acknowledgement:					
15	Use of the module for other course programs Bache			elor Business Administration		
16	Responsible Lecturer: Prof. Dr. Martin Watzinger			Department: School of Business and Economics		
17	Misc.:					

Data Science 1

Мос	dule Title english:	Data Science 1				
Cou	rse Program:	Bachelor Economics				
1	Module No: QMS 2	State: Compulsory	Language of Instruction: German			
2	Turn: each summer semester	Duration: 1 semester	Semester: 1 or 2	CP: 6	Workload (h): 180	

Module Structure:

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.

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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:

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:

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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

8	Relev	Relevant Work:							
	No	Number and Type; Connection to Course	Duration	Part of final mark in %					
	1	Written exam	max. 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:

11

Presence (see part 3)	No 1	1.00 CP

		No 2			1.00 CP	
	Relevant Work (see part 8)	No 1			4.00 CP	
	Total				6 CP	
12	Weight of the module grade for the overall grade: 6/174 (3,45%)					
13	Module Prerequisites:					
14	Presence: Presence is strongly recommended to warrant learning success					
	Mobility/Acknowledgement:					
15	Use of the module for other course programs			Bachelor Business Administration, Bachelor Politics and Economics and Law, Dual Bachelor Economics		
16	Responsible Lecturer: Prof. Dr. Mark Trede, Professor Dr. Bernd Wilfling			Department: School of Business and Economics		
17	Misc.:					

Foundations of Industrial Economics

Module Title english: Foundations of Industrial Economics						
Course Program: Bachelor Economics						
1	Module No: VWL 7	State: Compulsory	Language of Instruction: German			
2	Turn: each winter semester	Duration: 1 semester	Semester: 3 or 4	CP: 6	Workload (h): 180	
	Module Structure:					
			ı	ı		

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

Module Profile:

Course content:

The course "Industrial Economics" deals with the theory of incomplete markets, price differentiation, oligopoly theory (homogenous market: Nash-Cournot and Nash-Bertrand equilibria; heterogenous market, market entry, cooperations in an oligopoly), innovations, auctions and empirical industrial economics. The course "Game theory" deals with basics of game theory, solution concepts for non-cooperative games, games with incomplete information, repeated games, cooperation and evolutionary game theory.

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Themes	Learning objectives		
Supply behavior in a monopoly	Understand how a firm can use its market power to maximize its profit and the consequences on total welfare.		
Supply behavior in an oligopoly and collusion	Understand the effects of strategic behavior of firms in the cases of competition in prices or quantities. Learn about the rationale of collusive behavior.		
Empirical industrial economics	Students learn to apply and to interpret simple indices for market concentration and market power.		
Innovations	Understand the implications of competition and patent protection on R&D behavior of firms.		
Auctions	Learn about differences between auction forms and about the effects of these differences on market results.		
Basics and solution concepts of game theory	Analyse strategic aspects of economic and social interactions.		

5	Learning outcomes: Academic: Students are familiar with the methods of advanced microeconomics, especially in the field of game theory and industrial economics. They developed an understanding about how to practically apply the concepts. Soft skills: Students are able to analyse strategic conflicts in a structured way.					
6	Description of possible electives within the modules:					
7	Examination: Final Module Exam					
8	71.			ration min.	Part of final mark in %	
9	Study Work: none					
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.					
	CP Assignment:					
	Presence (see part 3)	No 1		1.00 (CP	
11		No 2		1.00 (1.00 CP	
	Relevant Work (see part 8)	No 1		4.00	CP	
	Study Work	No 1		-		
	Total			6 CP		
12	Weight of the module grade for the overall grade: 6/174 (3,45%)					
13	Module Prerequisites: none					
14	Presence: Presence is strongly recommended to warrant learning success					
	Mobility/Acknowledgement:					
15	Use of the module for other course programs Bachelor Business Administration					
16	Responsible Lecturer: Professor Dr. Andreas Löschel			Department: School of Business and Economics		

17 Misc.:

Monetary Theory

Module Title english:		Monetary Theory			
Course Program:		Bachelor Economics			
1	Module No: VWL 8	State: Compulsory	Language of Instruction: German		
2	Turn: each winter semester	Duration: 1 semester	Semester: 2 or 3	CP: 6	Workload (h): 180

Module Structure:

No	Туре	Course	State	Workload (h)
				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:

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Purpose of the module/integration into curriculum:

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

Course content:

Themes

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

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Students gain a deeper insight into how the money market operates. After completing the module, they are able to assess the conditions, developments and economic policy interventions on the money market. The module material is taught in a lecture and an accompanying exercise, each of which is supplemented by case studies on macroeconomic phenomena and economic policy practice.

	Soft skills: The analysis of complex cause-effect relationships conveys the ability to solve problems, also in teamwork. Presentation techniques are practiced by presenting case studies in the circle of the lecture participants. In regularly integrated discussions on current developments in monetary theory, the participants learn to discuss with each other on a scientific level.							
6		Description of possible electives within the modules:						
7	Exam	nination: Final Module Exam						
	Relevant Work:							
8	No	Number and Type; Connecti	on to Course	Du	ration	Part of final mark in %		
	1	Final written exam		120	o min.	100 %		
9	Stud	y Work: none						
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.							
	CP Assignment:							
	Presence (see part 3)			No 1 1.00		СР		
11		Jenee (See part 3)	No 2		1.00	СР		
	Rele	evant Work (see part 8)	No 1		4.00	СР		
	Tota	ıl			6 CP			
12	_	tht of the module grade for the $4(3,45\%)$	ne overall grad	e:				
13		ule Prerequisites: successful completion of Mac	croeconomics i	s recomn	nended.			
14		ence: ence is strongly recommende	d to warrant le	arning su	ıccess			
15	Mobi	ility/Acknowledgement:						
	Use	of the module for other cour	Bachelo	or Business Ad	ministration			
16	-	onsible Lecturer: essor Dr. Martin Bohl			Department: School of Business and Economics			
17	Misc	.:						

Tax Policy

Tax Pulicy									
Module Title english:			Tax Policy						
rse Pro	ogram:		Bachelor Economics						
Modu	ı le No: VWL	9	State: Compulsory	Lang	uage of I	nstru	ıction: G	erman	
			Duration: 1 semester	Semo	ester: 3 o	or 4	CP: 6	Workload	(h): 180
Modu	ıle Structure	:							
No	Туре	Cou	rse			State	e	Workload (h)
								Presence (h + CH)	Self- Study (h)
1	Lecture	Tax	Policy			Com	pulsory	30 h (2 CH)	60
2	Exercise	Tuto	orial Tax Policy			Com	pulsory	30 h (2 CH)	60
Taxes are the most important source of government finance. A well-functioning, efficient and fair system of taxation is crucial for the economy and for society in general. Tax policy plays an important role in other subfields of economics, such as environmental and energy economics. Good knowledge of microeconomics is helpful. Course content: The module offers an overview of the German tax system and presents the theoretical foundations for describing and analyzing taxes.									
Learning outcomes: Academic: After completing the module, students have (1) gained knowledge about the structure of the German tax system and its fundamental rules, (2) learned the relevant methodological concepts of taxation analysis.									
Description of possible electives within the modules: none									
Exam	ination: Fin	al Mo	dule Exam						
Relev	ant Work:				l		ı		
No			e; Connection to Course			ion Pa			ırk in %
1	Written exa	m 			90 min.		10	00 % 	
Study	y Work: none								
	Modulation Semestrates Modulation No Modulat	Iule Title english: rse Program: Module No: VWL of the semester Module Structure No Type 1 Lecture 2 Exercise Module Profile: Purpose of the most system of taxation important role in Good knowledge Course content: The module offers for describing and Academic: After completing of German tax system of taxation analyst of taxation analyst of taxation analyst of taxation analyst of taxation important role in Good knowledge Course content: The module offers for describing and Course content: The module	Inle Title english: rse Program: Module No: VWL 9 Turn: each winter semester Module Structure: No Type Cou 1 Lecture Tax 2 Exercise Tuto Module Profile: Purpose of the module Taxes are the most imposystem of taxation is crimportant role in other Good knowledge of mic Course content: The module offers an ofor describing and analysis. Learning outcomes: Academic: After completing the mic German tax system and of taxation analysis. Description of possible none Examination: Final Module Relevant Work: No Number and Type of the mic German tax system and of taxation analysis.	Internation: In	Inde Title english: Tax Policy Turn: each winter semester Duration: 1 semester Module Structure: No Type Course 1 Lecture Tax Policy 2 Exercise Tutorial Tax Policy Taxes are the most important source of government firsystem of taxation is crucial for the economy and for important role in other subfields of economics, such Good knowledge of microeconomics is helpful. Course content: The module offers an overview of the German tax syst for describing and analyzing taxes. Learning outcomes: Academic: After completing the module, students have (1) gaine German tax system and its fundamental rules, (2) lead of taxation analysis. Description of possible electives within the modules none Examination: Final Module Exam Relevant Work: No Number and Type; Connection to Course 1 Written exam	Inde Title english: Tax Policy Fise Program: Bachelor Economics	Inde Title english: Tax Policy rse Program: Bachelor Economics Module No: VWL 9 State: Compulsory Language of Instruction: 1 semester Duration: 1 semester Module Structure: No Type Course State: State: State: State: 3 or 4 Lecture Tax Policy Com Exercise Tutorial Tax Policy Com Taxes are the module/integration into curriculum: Taxes are the most important source of government finance. A well system of taxation is crucial for the economy and for society in genimportant role in other subfields of economics, such as environment Good knowledge of microeconomics is helpful. Course content: The module offers an overview of the German tax system and present of describing and analyzing taxes. Learning outcomes: Academic: After completing the module, students have (1) gained knowledge of taxation analysis. Description of possible electives within the modules: none Examination: Final Module Exam Relevant Work: No Number and Type; Connection to Course Duration 1 Written exam 9 Juration 9 Juration 9 Juration 1 Written exam 9 Juration 9 Juration 9 Juration 9 Juration 1 Written exam 9 Juration 9 Juration 9 Juration 1 Juration 9 Juration 9 Juration 1 Juration 9 Juration 1 Juration 9 Juration 9 Juration 1 Juration 2 Juration 1 Juration 1 Juration 2 Juration	Inde Title english: Tax Policy Test Program: Bachelor Economics Module No: VWL 9 State: Compulsory Language of Instruction: Gamester Duration: 1 semester Semester: 3 or 4 CP: 6 Module Structure: No Type Course State 1 Lecture Tax Policy 2 Exercise Tutorial Tax Policy Compulsory Module Profile: Purpose of the module/integration into curriculum: Taxes are the most important source of government finance. A well-function system of taxation is crucial for the economy and for society in general. Tax important role in other subfields of economics, such as environmental and Good knowledge of microeconomics is helpful. Course content: The module Offers an overview of the German tax system and presents the for describing and analyzing taxes. Learning outcomes: Academic: After completing the module, students have (1) gained knowledge about the German tax system and its fundamental rules, (2) learned the relevant met of taxation analysis. Description of possible electives within the modules: none Examination: Final Module Exam Relevant Work: No Number and Type; Connection to Course Duration 1 Written exam Duration: 1 day 1 day 1 day 2 day 2 day 3 da	Interest each winter semester

10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.						
	CP Assignment:	CP Assignment:					
	No 1			1.00 CP			
11	Presence (see part 3)	No 2		1.00 CP			
	Relevant Work (see part 8)	No 1		4.00 CP			
	Total			6 CP			
12	Weight of the module grade for t 6/174 (3,45%)	he overall grade	2:				
13	Module Prerequisites:						
14	Presence: Presence is strongly recommende	ed to warrant lea	arning su	uccess			
	Mobility/Acknowledgement:						
15	I LICE OF THE MODILLE FOR OTHER COLLEGE DECORAGE			helor Economics, Bachelor Politics and nomics and Law, Dual Bachelor Economics			
16	Responsible Lecturer: Professor Dr. Johannes Becker			Department: School of Business and Economics			
17	Misc.:						

Social Policy

Mod	dule Title english:	Social Policy					
Cou	rse Program:	Bachelor Economics					
1	Module No: VWL 10	State: Compulsory	Language of Instruction: German				
2	Turn: each winter semester	Duration: 1 semester	Semester: 3 or 4	CP: 6	Workload (h): 180		
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Module Structure:

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

Module Profile:

Purpose of the module/integration into curriculum:

The module Social Policy builds on the foundational economic curriculum, in particular, Microeconomics and Economic Policy and Regulation. It prepares students for modules at the Master level as e.g. Economic Policy.

Course content:

Social policies create incentives and thus impact on market outcomes. The module provides a theoretical framework to analyse the efficiency and distributive consequences of social policy interventions, in particular in the labour market. Theoretical predictions are regularly confronted with empirical results.

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Themes	Learning objectives		
Justification for social insurance	Understand why under adverse selection private, voluntary insurance markets might be inferior to government mandated insurance.		
Labour Market Policies for the Unemployed	Understand how passive (unemployment insurance) and active (training programs) labour market polices affect labour supply and unemployment.		
Labour Market Policies for the Employed (minimum wages, wage subsidies, anti-discrimination measures)	Understand both the efficiency and distributive consequences of all three policies.		
Economics of Education	Understand how well designed education policy can mitigate the need for ex post redistribution.		

5	Learning outcomes: Academic: 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	Desc	ription of possible electives	within the mod	ules:					
7	Exan	nination: Final Module Exam	l						
	Rele	vant Work:		ı	ı				
8	No	Number and Type; Connect	ion to Course	Duration	Part of final mark in %				
	1	Final written exam		90 min.	100 %				
9	Stud	y Work: none							
10	The o	equisites for Credit Points: credit points will be granted a pleted.	after all relevant	t work and study	work have been successfully				
	CP A	CP Assignment:							
	Presence (see part 3)		No 1		1.00 CP				
11			No 2		1.00 CP				
	Rele	evant Work (see part 8)	No 1		4.00 CP				
	Tota	al .			6 CP				
12	_	tht of the module grade for t $4(3,45\%)$	he overall grade	: :					
13	Mod none	ule Prerequisites:							
14		ence: ence is highly recommended	to warrant lear	ning success.					
	Mob	ility/Acknowledgement:							
15	Use	of the module for other cou	rse programs	Bachelor Busine	ess Administration				

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

Data Science 2

Мо	dule Title english:	Data Science 2				
Cou	rse Program:	Bachelor Economics				
1	Module No: QMS 3	State: Compulsory	Language of Instruction: German			
2	Turn: each winter semester	Duration: 1 semester	Semester: 2 or 3	CP: 6	Workload (h): 180	

Module Structure:

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

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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 and proportions; chi-square tests of goodness of fit and independence.

Learning objectives

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. **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:** 8 **Duration** Part of final mark in % Number and Type; Connection to Course

	1 Written exam max. 120 min. 100 %					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:						
	Dro	conco (coo part a)	No 1		1.00	СР	
11	- Fies	sence (see part 3)	No 2		1.00	СР	
	Rele	evant Work (see part 8)	No 1		4.00	СР	
	Tota	al			6 CP		
12	_	ght of the module grade for the 4 (3,45%)	he overall grad	e:			
13	Modi	ule Prerequisites:					
14		ence: ence is strongly recommende	ed to warrant le	arning s	uccess		
	Mob	ility/Acknowledgement:					
15	Use of the module for other course programs			Bachelor Business Administration, Bachelor Politics and Economics and Law, Dual Bachelo Economics			
16	Responsible Lecturer: Prof. Dr. Mark Trede, Professor Dr. Bernd Wilfling			5	Department: School of Business and Economics		
17	Misc.:						

Behavioral Economics

Mod	dule Title english:	Behavioral Economics			
Cou	rse Program:	Bachelor Economics			
1	Module No: VWL 11	State: Compulsory	Language of Instruction: English		
2	Turn: each summer semester	Duration: 1 semester	Semester: 3 or 4	CP: 6	Workload (h): 180

Module Structure:

No	Туре	Course	State	Workload (h)	
				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. Cl	noice under Risk	learn abo	nd of famous parac out the implications c theory as well as f	of non-stan	dard ris	•
	5. Intertemporal Choice 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.						
	6. B	elief Biases		ection we discuss th on neglect and stere	-	nces of	belief biases such as
	7. Li	mited Attention	time and		•	_	others, biases in the risk, nsequences of limited
5	Upon psych impli Soft s	Learning outcomes: Academic: Upon completion of the module, students have learned about the main economically relevant psychological insights, how to integrate them into economic models, and how to derive implications for market outcomes and regulations from these insights. Soft skills: Upon completion of the module, students are able to derive economic implications from experimental findings and behavioral phenomena.					
6	Desc none	-	electives	within the modules	:		
7	Exam	lination: Final Mod	ule Exam				
	Relevant Work:						
8	No	Number and Type	Connecti	on to Course	Duration		Part of final mark in %
	1 Final written exam				90 min.		100 %
9	Study	y Work: none					
10	The c	equisites for Credit redit points will be pleted.		fter all relevant wor	k and study	work h	ave been successfully
	CP As	ssignment:					
	Droc	ence (see part 3)		No 1		1.00 (CP
11		ence (See pail 3)		No 2		1.00 (CP
	Rele	vant Work (see par	t 8)	No 1		4.00 (СР
	Tota	l				6 CP	
12	_	Weight of the module grade for the overall grade: 6/174 (3,45%)					

13	Module Prerequisites: Recommended: Microeconomics, Industrial Organization, Game Theory				
14	Presence: Presence is strongly recommended to warrant learning success.				
15	Mobility/Acknowledgement:				
15	Use of the module for other course programs	Bachelo	or Business Administration		
16	Responsible Lecturer: Dr. Eric Meyer		Department: University of Münster, School of Business and Economics		
17	Misc.:	-			

Competition and Regulation

Mod	dule Title english:	Competition and Regulation			
Cou	rse Program:	Bachelor Economics			
1	Module No: VWL 12	State: Compulsory	Language of Instruction: German		
2	Turn: each summer semester	Duration: 1 semester	Semester: 3 or 4	CP: 6	Workload (h): 180

Module Structure:

No	Туре	Course	State	Workload (h)	
				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.

4

Themes	Learning objectives
1. Introduction	To understand competition policy from a historical perspective. To know 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 monopolists can be regulated and which problems can result.
6. Asymmetric Information	To comprehend which instruments regulatory policy can use in case of 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: none
- **7 Examination:** Final Module Exam

Relevant Work:
No Number and Type; Connection to Course Duration Part of final mark in %

	1 Final written exam 9				min.	100 %	
9	Stud	Study 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 Assignment:						
	Dro	conco (coo port a)	No 1		1.00	СР	
11	- Fies	sence (see part 3)	No 2		1.00	CP	
	Rele	evant Work (see part 8)	e part 8) No 1		4.00	СР	
	Total				6 CP		
12	_	ght of the module grade for th 4 (3,45%)	ne overall grade	: :			
13	Mod none	ule Prerequisites:					
14		ence: nce is recommended to warra	ınt learning suc	cess			
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cour	se programs	Bachelo	or Business Ad	ministration	
16	Responsible Lecturer: Professor Dr. Gernot Sieg				Department: School of Business and Economics		
17	Misc	:					

Empirical Economics

Module Title english:		Empirical Economics				
Cou	rse Program:	Bachelor Economics				
1	Module No: QMS 4	State: Compulsory	Language of Instruction: English			
2	Turn: each summer semester	Duration: 1 semester	Semester: 3 or 4	CP: 6	Workload (h): 180	

Module Structure:

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:

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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.

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:

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

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	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	Desc none	ription of possible electives	within the mod	ıles:			
7	Exam	ination: Final Module Exam					
8	Relev	vant Work: Number and Type; Connecti	on to Course	Dur	ation	Part of final mark in %	
	1	Final written exam		ma	x. 120 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	have been successfully	
	CP As	ssignment:					
11	Pres	sence (see part 3)	No 1 No 2		1.00		
	Rele	evant Work (see part 8)	No 1 4		4.00		
	Tota	ıl			6 CP		
12	_	tht of the module grade for th	ne overall grade	:			
13		ule Prerequisites: quisite: Modules Data Scienc	ce 1 and Data So	cience 2			
14	Prese Prese	ence: ence is strongly recommende	d to warrant lea	rning su	ccess		
	Mobi	lity/Acknowledgement:					
15	Use	Use of the module for other course programs			Bachelor Economics, Bachelor Politics and Economics and Law		
16	_	onsible Lecturer: Dr. Mark Trede, Professor Dr.	Bernd Wilfling		Department School of Bu	: usiness and Economics	

17 Misc.:

Topics in Economics I

Cours	Modu 13 Turn: seme Modu		Topics in Economics I Bachelor Economics State: Compulsory Duration: 1 semester Course	Language of Instr Semester: 4 or 5 or 6	uction: Germa	an or English Workload (h): 180	
2	Modu 13 Turn: seme Modu No	each ster	State: Compulsory Duration: 1 semester :	Semester: 4 or 5): 180	
2	Turn: seme Modu	each ster I le Structure	Duration: 1 semester	Semester: 4 or 5): 180	
2	Modu No	ster lle Structure	semester :	-	CP: 6	Workload (h): 180	
	No		I					
3		Туре	Course					
3					State	Workload (h)	
						Presence (h + CH)	Self- Study (h)	
	1	Seminar	Topics in Economics I		Compulsory	30 h (2 CH)	150	
4	The S Econd to app think	omics (such ply their theo through a sp neral to learr	ics in Economics" focuse as industrial organization pretical knowledge from to pecific economic question the value of a consister	n or applications of their basic economi n. This will form the	game theory) cs lectures in basis for the	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 analzying a defined question from the literature and by (guided) writing of a term paper, students learn to efficiently communicate (orally and written) and train the ability to structure and analyze problems. Soft skills: Focus of this modul is writing and presenting a term paper on a specific microeconomic topic. By the means of a very close communication between adviser and student, problem solver and slef-structured working are enforced. A feedback after the presentation is helpful to sharpen presentation skills.							
1 6 11	Descr none	ription of po	ssible electives within th	ne modules:				
7	Exam	ination: Fin	al Module Exam					

	Rele	vant Work:		1						
8	No	Number and Type; Connecti	on to Course	Du	ration		Part of final mark in %			
	1	Written term paper & presen	tation	max. 20 pages & max. 90 min.		& max.	100 %			
9	Stud	Study Work: none								
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.									
	CP A	ssignment:								
11	Pres	sence (see part 3)	No 1			1.00 CP				
	Rele	evant Work (see part 8)	No 1			5.00 CP				
	Tota	al				6 CP				
12	_	tht of the module grade for th 4 (3,45%)	e overall grade	:						
13	Basic	ule Prerequisites: c Economic knowledge (from Science 1 + 2)	the first 3 Seme	ester	, i.e. Principl	es of Ecc	onomics, Micro, Macro,			
14		ence: ence is strongly recommende	d to warrant lea	ırnin	g success.					
	Mob	ility/Acknowledgement:								
15	Use	of the module for other cours	se programs	Вас	helor Busine	ss Admi	nistration			
16	-	oonsible Lecturer: essor Dr. Gernot Sieg			Departmen School of B		and Economics			
17	Misc	.:								

Topics in Economics II

Module Profile: Purpose of the module/integration into curriculum: The seminar 'Topics in Economics' focusses on applications of (mainly) basic economic theory different, mainly microeconomic topics. It can be seen as a complement to modul 'Microeconomics II'. Course content: The Seminar "Topics in Economics" focusses every Semester on a "cross-sectional" Topic in Economics (such as industrial organization or applications of game theory) where Students lea to apply their theoretical knowledge from their basic economics lectures in order to consistent think through a specific economic question. This will form the basis for their Bachelor thesis are in general to learn the value of a consistent argument, but also the limitations of economic theory. Learning outcomes: Academic: Learn to understand state-of-the-art research literature and acquire the ability to use their tools understand and analyse an economic question. By analzying a defined question from the literature and by (guided) writing of a term paper, students learn to efficiently communicate (orally and written) and train the ability to structure and analyze problems. Soft skills: Focus of this modul is writing and presenting a term paper on a specific microeconomic topic. I the means of a very close communication between adviser and student, problem solver and sk structured working are enforced. A feedback after the presentation is helpful to sharpen presentation skills.				nics II					
Turn: each semester Duration: 1 semester Semester: 4 or 5 or 6 CP: 6 Workload (h): 180	Мо	dule Tit	tle english:	Topics in Economics	II				
Turn: each semester	Cou	ırse Pro	ogram:	Bachelor Economics					
Module Structure: No Type Course State Workload (h): 180	1		ı le No: VWL	State: Compulsory	Language of Instr	an or English			
No Type Course State Workload (h)	2					Workload (h	1): 180		
Module Profile: Purpose of the module/integration into curriculum: The seminar 'Topics in Economics' focusses on applications of (mainly) basic economic theory different, mainly microeconomic topics. It can be seen as a complement to modul 'Microeconomics II'. Course content: The Seminar "Topics in Economics" focusses every Semester on a "cross-sectional" Topic in Economics (such as industrial organization or applications of game theory) where Students leat to apply their theoretical knowledge from their basic economics lectures in order to consistent think through a specific economic question. This will form the basis for their Bachelor thesis are in general to learn the value of a consistent argument, but also the limitations of economic theory. Learning outcomes:		Modu	ıle Structure	: :					
Module Profile: Purpose of the module/integration into curriculum: The seminar 'Topics in Economics' focusses on applications of (mainly) basic economic theory different, mainly microeconomic topics. It can be seen as a complement to modul 'Microeconomics II'. Course content: The Seminar "Topics in Economics" focusses every Semester on a "cross-sectional" Topic in Economics (such as industrial organization or applications of game theory) where Students leat to apply their theoretical knowledge from their basic economics lectures in order to consistent think through a specific economic question. This will form the basis for their Bachelor thesis are in general to learn the value of a consistent argument, but also the limitations of economic theory. Learning outcomes: Academic: Learn to understand state-of-the-art research literature and acquire the ability to use their tools understand and analyse an economic question. By analzying a defined question from the literature and by (guided) writing of a term paper, students learn to efficiently communicate (orally and written) and train the ability to structure and analyze problems. Soft skills: Focus of this modul is writing and presenting a term paper on a specific microeconomic topic. I the means of a very close communication between adviser and student, problem solver and ski structured working are enforced. A feedback after the presentation is helpful to sharpen presentation skills. Description of possible electives within the modules: none		No	Туре	Course		State	Workload (h)	
Module Profile: Purpose of the module/integration into curriculum: The seminar 'Topics in Economics' focusses on applications of (mainly) basic economic theory different, mainly microeconomic topics. It can be seen as a complement to modul 'Microeconomics II'. Course content: The Seminar "Topics in Economics" focusses every Semester on a "cross-sectional" Topic in Economics (such as industrial organization or applications of game theory) where Students leat to apply their theoretical knowledge from their basic economics lectures in order to consistent think through a specific economic question. This will form the basis for their Bachelor thesis are in general to learn the value of a consistent argument, but also the limitations of economic theory. Learning outcomes: Academic: Learn to understand state-of-the-art research literature and acquire the ability to use their tools understand and analyse an economic question. By analzying a defined question from the literature and by (guided) writing of a term paper, students learn to efficiently communicate (orally and written) and train the ability to structure and analyze problems. Soft skills: Focus of this modul is writing and presenting a term paper on a specific microeconomic topic. I the means of a very close communication between adviser and student, problem solver and ski structured working are enforced. A feedback after the presentation is helpful to sharpen presentation skills. Description of possible electives within the modules: none	3	NO TYPE						Study	
Purpose of the module/integration into curriculum: The seminar 'Topics in Economics' focusses on applications of (mainly) basic economic theory different, mainly microeconomic topics. It can be seen as a complement to modul 'Microeconomics II'. Course content: The Seminar "Topics in Economics" focusses every Semester on a "cross-sectional" Topic in Economics (such as industrial organization or applications of game theory) where Students lea to apply their theoretical knowledge from their basic economics lectures in order to consistent think through a specific economic question. This will form the basis for their Bachelor thesis are in general to learn the value of a consistent argument, but also the limitations of economic theory. Learning outcomes: Academic: Learn to understand state-of-the-art research literature and acquire the ability to use their tools understand and analyse an economic question. By analzying a defined question from the literature and by (guided) writing of a term paper, students learn to efficiently communicate (orally and written) and train the ability to structure and analyze problems. Soft skills: Focus of this modul is writing and presenting a term paper on a specific microeconomic topic. If the means of a very close communication between adviser and student, problem solver and slightly to the means of a very close communication between adviser and student, problem solver and slightly to the means of a very close communication between adviser and student, problem solver and slightly to the means of a very close communication between adviser and student, problem solver and slightly to the means of a very close communication between adviser and student, problem solver and slightly to the means of a very close communication between adviser and student, problem solver and slightly to the means of a very close communication between adviser and student, problem solver and slightly to the means of a very close communication between adviser and student, problem solver and slightly to the m		1	Seminar	Topics in Economics II		Compulsory	30 h (2 CH)	150	
Academic: Learn to understand state-of-the-art research literature and acquire the ability to use their tools understand and analyse an economic question. By analzying a defined question from the literature and by (guided) writing of a term paper, students learn to efficiently communicate (orally and written) and train the ability to structure and analyze problems. Soft skills: Focus of this modul is writing and presenting a term paper on a specific microeconomic topic. If the means of a very close communication between adviser and student, problem solver and slet structured working are enforced. A feedback after the presentation is helpful to sharpen presentation skills. Description of possible electives within the modules: none		'Microeconomics II'. Course content: The Seminar "Topics in Economics" focusses every Semester on a "cross-sectional" Topic in Economics (such as industrial organization or applications of game theory) where Students learn to apply their theoretical knowledge from their basic economics lectures in order to consistently think through a specific economic question. This will form the basis for their Bachelor thesis and in general to learn the value of a consistent argument, but also the limitations of economic							
none none	4	The S Econo to ap think in ge	se content: Seminar "Top omics (such a ply their theo through a sp neral to learn	ics in Economics" focus as industrial organizatio oretical knowledge from pecific economic questio	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	ic in ents learn sistently lesis and	
Fyamination, Final Module Eyam		to ap think in gen theorem. Learn Acade litera (orall Soft structure)	se content: Seminar "Top omics (such a ply their theo through a sp neral to learn y. In to understa rstand and a ture and by (y and writter skills: s of this mod neans of a ve tured working	ics in Economics" focus as industrial organization pretical knowledge from pecific economic question the value of a consister es: and state-of-the-art resean alyse an economic question (guided) writing of a term (a) and train the ability to ul is writing and present ry close communication g are enforced. A feedba	ses every Semester n or applications of their basic economion. This will form the nt argument, but also rech literature and acestion. By analzying a paper, students lestructure and analyting a term paper on between adviser and between adviser and analyticing a term paper on the structure and adviser and analyticing a term paper on the structure and adviser and analyticing a term paper on the structure and adviser adviser and adviser and adviser and adviser and adviser adviser and adviser adviser and adviser adviser and adviser adviser adviser and adviser adviser and adviser adviser adviser adviser adviser adviser and adviser a	on a "cross-s game theory) cs lectures in basis for the o the limitation cquire the abi a defined que arn to efficient ze problems.	ectional" Top) where Stude) order to cons ir Bachelor th ons of econor flity to use the estion from th otly communic	ic in ents learn sistently lesis and mic eir tools to le cate topic. By and slef-	
7 Examination: Final Module Exam	5	The S Econo to ap think in ger theor Learn Acad Learn unde litera (orall Soft s Focus the m struct prese	se content: Seminar "Top omics (such a ply their theo through a sp neral to learn y. In to understa rstand and a ture and by (y and writter skills: s of this mod neans of a ve tured working entation skill: ription of pos	ics in Economics" focus as industrial organization pretical knowledge from pecific economic question at the value of a consister es: and state-of-the-art reseat nalyse an economic que guided) writing of a term and train the ability to ul is writing and present ry close communication g are enforced. A feedbass.	ses every Semester n or applications of their basic economion. This will form the nt argument, but also extion. By analzying a paper, students lestructure and analyting a term paper on between adviser anack after the present	on a "cross-s game theory) cs lectures in basis for the o the limitation cquire the abi a defined que arn to efficient ze problems.	ectional" Top) where Stude) order to cons ir Bachelor th ons of econor flity to use the estion from th otly communic	ic in ents learn sistently lesis and mic eir tools to le cate topic. By and slef-	

	Rele	vant Work:		1					
8	No	Number and Type; Connecti	on to Course	Du	ration		Part of final mark in %		
	1	Written term paper & preser	ntation	max. 20 pages & max. 90 min.		100 %			
9	Stud	y Work: none							
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.								
	СРА	ssignment:							
11	Pres	sence (see part 3)	No 1			1.00 CP			
	Rele	evant Work (see part 8)	No 1			5.00 CP			
	Tota	al				6 CP			
12	_	ght of the module grade for th $4(3,45\%)$	ne overall grade	!:					
13		ule Prerequisites: c Economic knowledge (from	the first 3 Seme	ester	, i.e. Econ 10	1, Micro,	Macro, Statistics)		
14		ence: ence is strongly recommende	d to warrant lea	ırnin	g success.				
	Mob	ility/Acknowledgement:							
15	Use	of the module for other cours	se programs	Вас	helor Busine	ss Admi	nistration		
16		oonsible Lecturer: essor Dr. Gernot Sieg			Department School of B		and Economics		
17	Misc	·.:							

Electives in the area skills

General Studies

Мо	dule Ti	tle englis	sh:	General Studies						
Course Program: Bachelor Economics 1 Module No: QMS 5 State: Elective Language of Instruction: German or English										
1	Mod	ule No: Q	MS 5	State: Elective	Language	e of Inst	ruction: Ge	erman o	r English	
2	Turn:	: each ester		Duration: 1 semester	Semeste	r: 2	CP: 6	Work	load (h): 18	0
	Mod	ule Struc	ture:							
	No	Туре	Cour	se			State	e	Workload	(h)
3									Presence (h + CH)	Self- Study (h)
	1			se from the offer of Ge ersity of Münster for ch			e Com	pulsory	30 h (2 CH)	60
4	langi and/ Leari Acad No si	ning outcombies	ientific ve skill: omes:	on the chosen course theory, rhetoric, pres s and/or sustainability	entation ar	-	_			
5	Depe comi	municatio	n and	e, students learn impo presentation, scientifi ct sustainably.				•	• •	ssional
6	Description of possible electives within the modules: Students choose courses out of the area "General studies" of the University of Münster. Students can choose between the following combinations: 3 courses with 2 CP or 2 courses with 3 CP or 1 course with 2 CP and 1 course with 4 CP.									
7	Exan	nination:	Exami	nations for every part	of the mod	ule				
		vant Wor						İ		_
8	No			ype; Connection to Co	urse	Duratio	n	Part of	final mark	in %
	1	Depend	ing on	chosen course						
9	Stud	y Work: r	one							

10	Prerequisites for Credit Points: The credit points will be granted completed.	l after all	relevant wo	ork and study	y work have been successfully
	CP Assignment:				
11	Presence (see part 3)	No 1			depending on chosen course
	Relevant Work (see part 8)	No 1			Depending on chosen course
	Total				6 CP
12	Weight of the module grade for 0/174 (0%)	the over	all grade:		
13	Module Prerequisites:				
14	Presence: Presence is regulated in the exa	ım regula	tions for "G	eneral studie	es" of the University of Münster
	Mobility/Acknowledgement:				
15	Use of the module for other coprograms	urse	none		
16	Responsible Lecturer: Professor Dr. Gernot Sieg			Departmen University of and Econor	of Münster, School of Business
17	Misc.:				

Internship

	dule Ti	tle english:	Internship				
Cou	rse Pro	ogram:	Bachelor Economic	S			
L	Modu	ule No: QMS	State: Elective	Language of	Instruction: Gern	nan or English	າ
2	Turn:	each ester	Duration: 1 semester	Semester: 2	CP: 6 Workload (: 180
	Modu	ule Structure					
No Type		Туре	Course		State	Workload (h)
3						Presence (h + CH)	Self- Study (h)
	1		Intership + internship	report	Compulsory	o h (o CH)	180
4	expe	cted to apply tudents desc	the study content. For or it is the study content. For or it is the internship and	each internship	· · ·	ort is written	in whicl
	expertine si conte	cted to apply tudents descent. ning outcome emic:	the study content. For or the study content, for or the internship and	each internship reflect on it aga	, an internship re _l inst the backgrou	oort is written and of the stu	oe in which dy
5	Learn Acad The in educt goals • fields • empi that a topic • whet	cted to apply tudents descent. ining outcome emic: mplementation and prosection and prosection and to gain The work rical knowled are lacking, a of the Bache In connection	s: on of the internships is offessional practice. For all be given the opportunity professional experience in a professional field sign acquired in the count of the receive suggestion in the count of the receive suggestion.	intended to intententententententententententententen	ensify the exchangis exchange is lin now the respective ved in concrete wossible to apply to the respective oractice, to identifudy design and, it	ge between u ked to the following ork processe he theoretically y areas of known f applicable,	niversity llowing fessional s. ll and owledge for the
<u> </u>	Learr Acad The ineduce goals fields empi that a topic whet chara	cted to apply tudents descent. ning outcome emic: mplementation and prosection and prosection and to gain. The work rical knowled are lacking, a of the Bache In connection the orient acteristics.	s: on of the internships is offessional practice. For all the given the opportuprofessional experience in a professional field sige acquired in the count to receive suggestion lor's thesis.	intended to intententententententententententententen	ensify the exchangis exchange is lin now the respective ved in concrete wossible to apply to the respective oractice, to identifudy design and, it	ge between u ked to the following ork processe he theoretically y areas of known f applicable,	niversity llowing fessional s. ll and owledge for the
	Learr Acad The ineduce goals fields empi that a topic whet chara Desc none	cted to apply tudents descent. ning outcome emic: mplementation and prosection and prosection and to gain. The work rical knowled are lacking, a of the Bache In connection the orient acteristics.	s: on of the internships is offessional practice. For all the given the opportunity professional experience in a professional field sign acquired in the count to receive suggestion lor's thesis. tion with this, the internation to a professional	intended to intententententententententententententen	ensify the exchangis exchange is lin now the respective ved in concrete wossible to apply to the respective oractice, to identifudy design and, it	ge between u ked to the following ork processe he theoretically y areas of known f applicable,	niversity llowing fessional s. ll and owledge for the

	1	Internship report		maximum of pages	20	100 %			
9	Stud	y Work: none							
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.								
	CP Assignment:								
11	Pres	sence (see part 3)	No 1		0.00 (CP CP			
	Rele	evant Work (see part 8)	No 1		6.00 (CP			
	Tota	ıl			6 CP				
12	_	tht of the module grade for the 4 (0%)	ne overall grade:						
13	Mod inone	ule Prerequisites:							
14		ence: ence is regulated between the e.	e student and th	e organization,	where t	he internship takes			
	Mobi	ility/Acknowledgement:							
15	Use	of the module for other cours	se programs	none					
16		onsible Lecturer: essor Dr. Gernot Sieg		Department University of and Econom	f Münst	er, School of Business			
17	Misc	.:							

Electives in Economics

Energy Economics

MO	dule Ti	tle english:		Energy Economics						
Cou	rse Pr	ogram:		Bachelor Economics	5					
1	Mod	ule No: WPV	1	State: Elective	Language of Instr			ıction: German		
2	Turn:	: each summ ester	ıer	Duration: 1 semester	Semes	ster: 4 or	' 5 or	CP: 6	Workload	d (h): 180
	Mod	ule Structure	: :							
	No	Туре	Cour	se			State	!	Workload (h	1)
3									Presence (h + CH)	Self- Study (h)
	1 Lecture Ene			gy Economics			Comp	oulsory	30 h (2 CH)	60
				cises on Energy Econo	mics		Comp	oulsory	30 h (2 CH)	60
4	The r polic a bas Econ	nodule "Ene y and regula sics course f	rgy Eco tion. It or the r	integration into curriconomics" is based on complements the momaster program moduled Energy and Resolution	the func dules "F les "Env	Resource ⁄ironmer	Econorital Ec	omics".	The module	serves a
4	The r polic a bas Econ Cour The r the s energy source	module "Ene y and regula sics course fo omics" and se content: module "Ene pecial chara gy economic ces (electrici	rgy Eco tion. It or the r "Advar rgy Eco cteristi s: - Cha ty and	nomics" is based on complements the mo naster program modu	the function of the supplets. The city mark	Resource vironmer onomics" ly and de modules kets - Ma policy ar	e Economical Economica	omics". onomic I for ene rts a fur esign fo	The module s", "Climate ergy, especial ndamental over grid-bound	serves as Change Ily with verview o
5	The r police a base Econ Cour The r the s energy source econ Learn Acad Studinders strong acad Soft	module "Enery and regularics course fromics" and see content: module "Energy economic ces (electrici omic modeli emic: ents gain an pendently as ig theoretica emic career skills:	rgy Eco tion. It or the r "Advar rgy Eco cteristi s: - Cha ty and ing - Re es: insigh ssess a l, empi (resear	onomics" is based on complements the momaster program moduled Energy and Resolution for deals with the conference of electricity market gas) - Justification for	the function dules "False "Enverse Economics of the conomics o	Resource vironmer onomics" ly and de modules kets - Ma policy ar nics	e Economital Economical Economica	omics". onomic I for enerts a fur esign for mplements of applies onomics a job in	The module s", "Climate ergy, especial adamental over grid-bound entation, ene	serves as Change Illy with verview of lenergy rgy- and learn to swith a cran
5	The r polic a bas Econ Cour The r the s eners source econ Learn Acad Stud indestron acad Soft General Control	module "Enery and regularics course from the content: module "Energy economic ces (electrici omic modeli emic: ents gain an pendently as theoretica emic career skills: eral analytica ription of po	rgy Econtion. It or the reacteristics: - Charles in sight seess a l, empinate of the content of	complements the momaster program modulated Energy and Resolution of the complements with the complements of electricity marked aracteristics of electricity marked aracteristics of electricity of electricity marked aracteristics of electricity of	the functidules "Falses" Environments. The city markenergy personoment economics. As a fundament as a interest:	Resource vironmer onomics* ly and de modules kets - Ma policy ar nics omic issu a partial ent, ene solid ba s (politic	e Economital Economical Economica	omics". onomic I for enerts a fur esign for mplements of applies onomics a job in	The module s", "Climate ergy, especial adamental over grid-bound entation, ene	serves as Change Illy with verview o I energy rgy- and learn to s with a
	The r polic a bas Econ Cour The r the s eners source econ Learn Acad Stud indestror acad Soft Gene Description	module "Enery and regularics course from the content: module "Energy economic ces (electrici omic modeli emic: ents gain an pendently as theoretica emic career skills: eral analytica ription of po	rgy Econtion. It or the reacteristics: - Charteristics: -	onomics" is based on complements the momaster program moduled energy and Resolution for deals with the conomics deals with the conomics of electricity marked aracteristics of electricity marked energy of the continuous electric energy of the conomical and economical energy electrical and economical energy electrical electrical energy electrical energy electrical energy electrical energy electrical energy electrical electrical energy electrical energy electrical energy electrical energy electrical energy electrical electr	the functidules "Falses" Environments. The city markenergy personoment economics. As a fundament as a interest:	Resource vironmer onomics* ly and de modules kets - Ma policy ar nics omic issu a partial ent, ene solid ba s (politic	e Economital Economical Economica	omics". onomic I for enerts a fur esign for mplements of applies onomics a job in	The module s", "Climate ergy, especial adamental over grid-bound entation, ene	serves as Change Illy with verview o I energy rgy- and learn to s with a

	1 Final written ex	kam		60	min.	100 %			
9	Study Work: none								
10	Prerequisites for Cre The credit points will completed.		after all relevan	t work a	nd study work l	nave been successfully			
	CP Assignment:								
	Droconco (coo port s	.	No 1		1.00	СР			
11	Presence (see part	Presence (see part 3) No 2				СР			
	Relevant Work (see	part 8)	No 1		4.00	СР			
	Total				6 CP				
12	Weight of the modul 6/174 (3,45%)	e grade for th	ne overall grad	e:					
13	Module Prerequisite	s:							
14	Presence: Presence is strongly	recommende	ed to warrant le	arning s	uccess				
	Mobility/Acknowled	gement:							
15	Use of the module for	Use of the module for other course programs				ministration, Bachelor s and Law, Dual Bachelor or Geography			
16	Responsible Lecture Professor Dr. Andrea			Department: University of Business and	Münster, School of Economics				
17	Misc.:								

Advanced Statistics

Мо	dule Title english:	Advanced Statistics				
Cou	rse Program:	Bachelor Economic	S			
1	Module No: WPV 2	State: Elective	Language of Instruc	tion: Germ	an or English	
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180	

Module Structure:

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:

3

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.

Course content:

Probability theory, probability spaces, random vectors, distributions of functions of random variables, estimation methods (method of moments, maximum likelihood), stochastic convergence, hypothesis testing, Wald, LM, and LR-tests. Educational objectives: To understand and be able to apply probability theory, estimation methods, and hypothesis testing.

Learning outcomes:

Academic:

This module provides a deeper knowledge of probability theory and the statistical foundation of econometrics. Thus, it is indispensable for the understanding of and formal scientific engagement with economic theory. Students are being prepared for empirical economic research. They learn to assess the suitability of empirical studies.

Soft skills:

Logic and Critical Thinking: Students have a facility with abstract reasoning, including the ability to abstract from concrete situations and make ideas precise by formulating them statistically. They can analyze, test, and interpret technical arguments, and form independent judgements. This includes their own arguments and those of others, in both academic and non-academic contexts. Problem solving: The students use their training in advanced statistics to help guide 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	Exam	ination: Final Module Exam					
	Relevant Work:						
8	No	No Number and Type; Connection to Course			Duration		Part of final mark in %
	1	Final written exam			max. 120 mi	n.	100 %
9	Study	y Work: none					
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.						
	CP As	ssignment:					
	Presence (see part 3)		No 1		1.00 CP		
11			No 2			1.00 CP	
	Rele	vant Work (see part 8)	No 1		4.00 CP		
	Tota	Total		6 CP		6 CP	
12	Weight of the module grade for the overall grade: 6/174 (3,45%)						
13	Module Prerequisites: Recommended: Modules Data Science 1 and Data Science 2						
14	Presence: Presence is strongly recommended to warrant learning success						
	Mobility/Acknowledgement:						
15	Use of the module for other course programs Bachelor Business Administration, Bachelor Politics and Economics and Law, Dual Bachelo Mathematics, Bachelor Geography				s and Law, Dual Bachelor		
16	Responsible Lecturer: Prof. Dr. Mark Trede, Professor Dr. Bernd Wilflin			Department: School of Business and Economics			

Misc.:

17

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.

Principles of Transport Economics

Module Title english:		Principles of Transport Economics				
Course Program:		Bachelor Economics				
1	Module No: WPV 3	State: Elective	Language of Instruct	t ion: Germ	nan	
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180	
	Module Structure:					

	No Type Course State		State	Workload (h)		
}					Presence (h + CH)	Self- Study (h)
	1	Lecture	Transport Economics	Compulsory	30 h (2 CH)	90
	2	Exercise	Tutorial Transport Economics	Compulsory	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.

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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.						
	6. Discussion of further legitimations to intervene in the transport market. Students learn about the reasons of persistent market imbalances in specific transport sectors and they can evaluate in which cases market interventions by the government can improve the market outcome. Moreover, they know in which context subsidies for specific transport sectors can be appropriate.						
	7. Traffic safety Students learn about the reason for an undersupply traffic safety and can evaluate measures aiming at increasing traffic safety.						
	8. Further perspectives on the transport sector and can evaluate different influences on the political decision making process in the transport sector.						
5	Learning outcomes: Academic: Upon completion of the course the student is able to comprehend and articulate economic problems that occur when transporting freight and people. Upon completion of the course the student have knowledge of scientific foundations, key theories and principles in the fields of rail transport, air transport and road traffic. Upon completion of the course the student is able to improve market outcomes by adequate policies like regulation, taxes, emissions limits, subsidies or speed limits. Upon completion of the course the student understands the impacts of transport on the environment, on health and on social involvement of heterogeneous people. Soft skills: Upon completion of the course the student is able to assess the impacts of transport on the environment, on health and on social involvement of heterogeneous people and to evaluate policy options from different ethical viewpoints.						
6	Description of possible electives within the modules:						
7	Examination: Final Module Exam						
8	Relevant Work: No Number and Type; (1 Final written exam	Connection to Course	Duration 120 min.	Part of final mark in %			
9	Study Work: none						
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.						
	CP Assignment:						
11	Presence (see part 3)	No 1	1	oo CP			

		No 2			1.00 CP	
	Relevant Work (see part 8)	No 1			4.00 CP	
	Total			6 CP		
12	Weight of the module grade for the overall grade: 6/174 (3,45%)					
13	Module Prerequisites: 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 Poli			Ichelor Business Administration, Bachelor Ulitics and Economics and Law, Dual Bachelor athematics, Bachelor Geography		
16	Responsible Lecturer: Professor Dr. Gernot Sieg			Department: School of Business and Economics		
17	Misc.: The module Principles of Transport Economics serves as foundation for the master-module Advanced Transport Economics.					

Trade Theory and Policy

Мо	dule Title english:	Trade Theory and Policy				
Cou	rse Program:	Bachelor Economics				
1	Module No: WPV 4	Module No: WPV 4 State: Elective Language of Instruction: English			sh	
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6 Workload (h		Workload (h): 180	

Module Structure:

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.

3

	Insti	ruments of trade cy		the effects of trade patterns, trade volu			iffs, quotas or subsidies c welfare.			
	Stra	tegic trade policy	To analyz trade pol	_	e the strategic interaction of firms and the role of rent-seeking cy.					
	Inte	rnational factor vility		nplate the incentive nt of capital and lab		quenc	es for the international			
5	Learning outcomes: Academic: Upon completion of the course, students gain basic knowledge and skills in international economics and enables students to conduct independent economic policy arguments based on theoretical, model-based foundations and empirical research results. Students are able to explain trading patterns and driving forces and barriers to international trade. They are able to reflect current issues and to discuss the topics critically and controversially. This knowledge facilitates the ability of the students to participate in current debates and formulate solutions based on their theoretical background. This knowledge can be incorporate in numerous economic and business fields of economic activity, particularly in international organizations, foreign trade policy departments of ministries, research institutes and internationally operating companies. Soft skills: The analysis of interdependencies facilitates the ability of the students to identify and solve problems in a differentiated way and conveys the ability of abstract and cross-linked thinking. Upon completion of the course, the student is able to analyse theoretical issues in a rigor and relevant way and to identify problem areas. The students are able to reflect issues critically, classify tasks into a broader context and gain the ability to provide differentiated solutions. The obtained knowledge can be used in professional discussions and debates in political and expert circles, and thus, enhances the communication skills of the students.									
6	Desc none		electives	within the modules	:					
7	Exam	ination: Final Mod	dule Exam							
	Relev	ant Work:								
8	No	Number and Type	; Connecti	on to Course	Duration		Part of final mark in %			
	1	Written exam			90 min.		100 %			
9	Stud	y Work: none								
10	The c	equisites for Credit redit points will be pleted.		ıfter all relevant wor	k and study	work h	ave been successfully			
	CP As	ssignment:								
11	D#==	conso (see next e)		No 1		1.00 (CP			
1	Presence (see part 3) No 2 1.00 CP 1.00 CP									
				110 2		1.00	- 1			

	Relevant Work (see part 8)	No 1			4.00 CP
	Total				6 CP
12	Weight of the module grade for the overall grade: 6/174 (3,45%)				
13	Module Prerequisites: none				
14	Presence: Presence is strongly recommended to warrant learning success				
	Mobility/Acknowledgement:				
15	Use of the module for other cour	se programs	Politics	and Ecoi	ss Administration, Bachelor nomics and Law, Dual Bachelor achelor Geography
16	Responsible Lecturer: Professor Dr. Bernd Kempa			Departm School o	nent: of Business and Economics
17	Misc.:				

Economics of Innovation

Mod	dule Title english:	Economics of Innovation				
Cou	rse Program:	Bachelor Economics				
1	Module No: WPV 5	State: Elective	Language of Instruction: English			
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6 Workload (Workload (h): 180	

Module Structure:

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:

3

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.

6	Description of possible electives within the modules: none						
7	Exam	Examination: Final Module Exam					
8	Relev	vant Work: Number and Type; Connecti	on to Course	D	uration		Part of final mark in %
	1	Final written exam		9	o min.		100 %
9	Stud	y Work: none					
10	The c	equisites for Credit Points: redit points will be granted a oleted.	fter all relevant	t work	and study v	work h	ave been successfully
	CP As	ssignment:					
	Pres	sence (see part 3)	No 1		1.00 CP		
11			No 2			1.00 CP	
	Rele Tota	evant Work (see part 8)			4.00 CP 6 CP		
12	_	tht of the module grade for th	ne overall grade	e:	l	<u> </u>	
13	Modi none	ule Prerequisites:					
14	Prese Prese	ence: ence is strongly recommende	d to warrant lea	arning	success.		
15	Mobi	ility/Acknowledgement:					
15	Use of the module for other course programs Bachelor Business Administration						ministration
16	Responsible Lecturer: Prof. Dr. Martin Watzinger Department: University of Münster, School of Business and Economics						
17	Misc	.:					

Monetary Economics I

Examination: Final Module Exam

IVIO	onetary Economics I									
Мо	dule Tit	tle english:		Monetary Economics I						
Course Program: Bachelor Economics										
1	Modu	ı le No: WPV 6	ó	State: Elective	Language of In	struct	ion: Ger	rman		
2	Turn:	each winter ster		Duration: 1 semester	Semester: 4 or 6	5 or	CP: 6	Workload	(h): 180	
	Modu	ıle Structure:	; [I		ı		
	No	Туре	Cou	rse		State)	Workload (h)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Mor	netary Policy		Comp	oulsory	30 h (2 CH)	60	
	2	Exercise	Tuto	orial on Monetary Polic	cy	Com	oulsory	30 h (2 CH)	60	
4	pract partic strate mone are m lectur	ical and to a cular, the (i) i egies and the etary transmi nainly used d	lesse nstitu ir imp ssion ue to nplen	ne lecture Monetary Poor extent with the theoretional aspects of the olementation, (iii) more channels of monetary the practical monetary ented by case studiese.	retical aspects of European Monet netary policy inst policy are consi y policy of the Eu	f mone ary Un rumer idered uropea	etary po nion, (ii) nts and . The co nn Centr	licy of central monetary po money marke rresponding al Bank (ECB)	banks. In licy t and (iv) concepts . The	
5	Learning outcomes: Academic: The participants should be familiarize with the theoretical and practical dimensions of modern monetary policy. This will enable them to identify current problems and to discuss monetary policy. Due to the importance of monetary policy in the international economic policies and their impact on financial markets and the real economy, these issues are important for economic qualification. Soft skills: Through the presentation of case studies within the circle of course participants, presentation techniques will be practiced. In the ensuing question- answer session participants learn to debate on a scientific level with each other. The same applies to embedded regular discussions about current monetary policy developments.									
6	Desc i	ription of pos	sible	electives within the i	modules:					
=										

	Rele	vant Work:					
8	No	Number and Type; Connect	ion to Course	D	uration	Part of final mark in %	
	1	Final written exam		12	o min.	100 %	
9	Study Work: none						
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been success completed.						
	CP A	ssignment:					
	Dro	conco (coo part a)	No 1		1.00	СР	
11	Pres	sence (see part 3)	No 2	No 2		CP	
	Rele	evant Work (see part 8)	No 1		4.00	СР	
	Tota	al		6 CP			
12	_	tht of the module grade for the 4 (3,45%)	he overall grad	e:			
13	For u	ule Prerequisites: nderstanding the events of t Macroeconomics is needed.	his module, the	e contro	l of the substand	ce of the modules Micro-	
14		ence: ence is strongly recommende	ed to warrant le	arning s	success		
	Mob	ility/Acknowledgement:					
15	Use of the module for other course program			Bachelor Business Administration, Bachelor Politics and Economics and Law, Dual Bache Mathematics, Bachelor Geography			
16		onsible Lecturer: essor Dr. Martin Bohl			Department: School of Business and Economics		
17	Misc	Misc.:					

Econometrics

Мос	dule Title english:	Econometrics				
Cou	rse Program:	Bachelor Economics				
1	Module No: WPV 7	State: Elective	ctive Language of Instruction: German or English			
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180	

Module Structure:

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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 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 max. 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:

11

Dracance (see next)	No 1	1.00 CP
Presence (see part)	No 2	1.00 CP
Relevant Work (see part 8)	No 1	4.00 CP
Total		6 CP

- Weight of the module grade for the overall grade: 6/174 (3,45%)
- Module Prerequisites:
 Recommended: Modules Data Science 1, Data Science 2, Advanced Statistics.
- Presence:

 Presence is strongly recommended to warrant learning success

	Mobility/Acknowledgement:					
15	Use of the module for other course programs	Bachelor Business Administration, Bachelo Politics and Economics and Law, Dual Bach Mathematics, Bachelor Geography				
16	Responsible Lecturer: Prof. Dr. Mark Trede, Professor Dr. Bernd Wilfling		Department: School of Business and Economics			
17	Misc.: This module is taught in the second half of the winter term. It is advisable to attend the module Advanced Statistics in the first half of the term.					

Public Choice Theory

Мо	dule Title english:	Public Choice Theory			
Cou	rse Program:	Bachelor Economics			
1	Module No: WPV 8	State: Elective	Language of Instruct	ion: Germ	an
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180

Module Structure:

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

Module Profile:

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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:

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In this module, the students will learn to analyze complex public policy issues concerned with multiple influencing factors. They will also exercise abstract and interlaced thinking. Especially in the accompanying tutorial sessions, problem-solving abilities regarding policy issues will be advanced relying on exemplary cases.

6	Descri none	iption of possible electives v	within the mod	lules:					
7	Examination: Final Module Exam								
8	1	Relevant Work: No Number and Type; Connection to Course Duration Part of final mark in %							
	1	Final written exam		9	o min.		100 %		
9	Study	Work: none							
10		quisites for Credit Points: edit points will be granted a eted.	fter all relevan	t work	and study	work h	ave been successfully		
	CP Ass	signment:							
	Prese	anco.	No 1			1.00 (CP		
11	riese	ence	No 2			1.00 CP			
	Relevant Work No 1				4.00 CP		CP		
	Total								
12	_	it of the module grade for th	e overall grade	e:					
13	recom	le Prerequisites: mended: mathematics, data economics	a science 1 + 2,	found	ations of n	nicroed	onomics, foundations of		
14	Preser Preser	nce: nce is strongly recommende	d to warrant lea	arning	success				
	Mobili	ity/Acknowledgement:							
	Use o	of the module for other cours	se programs	Bache	elor Busine	ess Adr	ministration		
15	Modu	ıle Title english		Publi	c Choice Th	neory			
	Englis	sh translation of module co	mponents	No 1:	Lecture Pu	blic Ch	noice Theory		
	from	section 3		No 2:	Exercises	on Pub	lic Choice Theory		
16					Departn School o		ness and Economics		
17	Misc.:	<u> </u>							

Resource Economics

Resource Economics Module Title english: Resource Economics									
Course Program: Bachelor Economics									
							• •		
1	Modu	u le No: WPV	9	State: Elective	Language of In	struct	ion: Ger	rman	
2	Turn: seme	each winte ester	r	Duration: 1 semester	Semester: 4 or 6	' 5 or	CP: 6	Workload	l (h): 180
	Mod	ule Structur	e:						
	No	Туре	Cou	rse		State	:	Workload (h)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Res	ource Economics		Comp	oulsory	30 h (2 CH)	60
	2	Exercise	Exe	rcises on Resource Eco	onomics	Comp	oulsory	30 h (2 CH)	60
4	econ serve Chan Cour s	omic policy es as a basion ge Economi se content:	and re cs cour cs" an	/integration into curri Economics" is based gulation. It compleme se for the master prog d "Advanced Energy a	on the fundamer ents the modules gram modules "E and Resource Eco	s "Ener Inviron Onomic	gy Econ mental cs".	omics". The Economics",	module "Climate
4	econ serve Chan Cour : The n facto facto and u Reso	omic policy es as a basic ge Economi se content: module 'Resurs of product. Hence, thuses in the eurces and the content of the	and recs cource location in estudence on one control on the contro	Economics" is based gulation. It compleme se for the master prog	on the fundament on the fundament of the modules fram modules "End Resource Economics" with Energy and the Resource on a Resource usas	s "Ener Inviron Inomic y as the es whice esource ergy Ac ge and	gy Econ mental es". e one of th are no ces and ccountir enviror	omics". The Economics", If the most im eeded to prootheir transforms - Exhaustib	module "Climate portant duce this mation ble
5	econ serve Chan Cours The rifacto facto and to Reso Mark Learr Acad The sresot analy own. ques know Soft s	omic policy es as a basic ge Economi se content: module 'Res rs of product. Hence, the urces and the ets for Resonant acquarces. Moreo yzed. A main Theoretical tions. Student skills:	and recessions and recessions and recessions and elements the rin accessions and recessions and elements the rin accessions and recessions and recessions and recessions and recessions and recent and recessions and recent	Economics" is based gulation. It compleme se for the master prog d "Advanced Energy a Economics' deals prim modern Economies a ent learn about the miny. The topics include e in Energy Production	on the fundament on the modules gram modules "End Resource Economics" with Energy and the Resource and Energy and Resource seems and the resource seems and Energy and Resource an	s "Ener Inviron Inviro	e one of the are not counting environ ewable of the received in ordinately industry	omics". The in Economics", f the most im eeded to proof their transforms - Exhaustible mental issued esources) oning of mark est of the ecoted questions der to answer profit from the transforms.	module "Climate portant duce this mation ole es ets for onomy is s on thei
	econ serve Chan Cours The rifacto facto and to Reso Mark Learr Acad The serve own. quest know Soft: Analy	omic policy es as a basic ge Economi se content: module 'Res rs of producer. Hence, the urces and the ets for Resonant acquarces. Moreouzed. A main Theoretical tions. Student skills: ytical Skills, ription of portion of portion of portion of portion of portion of portion and acquartes.	and recessions and recessions and enter us a cover, the goal is and enter the rin acation and enter the rin acations and enter the rin acation and enter the rin acations and enter the	Economics" is based gulation. It complements for the master proged "Advanced Energy at Economics' deals primal modern Economies are tlearn about the miny. The topics include in Energy Production (lignite, hard coal, oil, solid background known in the students are entitle at successfully pass the ademia but also in the students of the states.	on the fundament on the modules gram modules "E and Resource Economics" with Energy and the Resource in Tabled to answer heavily used and the resource see the module are in the positions and the positions and the positions and the positions and the second the module are in the positions and the positions and the positions and the second the module are in the positions and the positions and the second the positions and the positions are second the positions and the positions are second the positions and the positions are second the positions are second to the positions and the positions are second to the positi	s "Ener Inviron Inviro	e one of the are not counting environ ewable of the received in ordinately industry	omics". The in Economics", f the most im eeded to proof their transforms - Exhaustible mental issued esources) oning of mark est of the ecoted questions der to answer profit from the transforms.	module "Climate portant duce this mation ole es ets for onomy is s on their

	Rele	vant Work:		1		1			
8	No	Number and Type; Connect	ion to Course	D	uration	Part of final mark in %			
	1	Final Written Exam		6	o min.	100 %			
9	Stud	y Work: none							
10	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:							
	Proc	sence (see part 3)	No 1		1.00	СР			
11		selice (see part 3)	No 2		1.00	СР			
	Rele	evant Work (see part 8)	No 1		4.00	СР			
	Tota	al		6 CP					
12		tht of the module grade for the 4 (3,45%)	he overall grade	e:					
13	Mode	ule Prerequisites:							
14		ence: ence is strongly recommende	ed to warrant lea	arning	success				
	Mobi	ility/Acknowledgement:							
15	Use of the module for other course programs		Politic	ministration, Bachelor s and Law, Bachelor r Geography					
16	Responsible Lecturer: Professor Dr. Andreas Löschel				Department: University of Münster, School of Business and Economics				
17	Misc	Misc.:							

Firms, Competition and, Cooperation

Мо	dule Title english:	Firms, Competition and, Cooperation			
Cou	rse Program:	Bachelor Economics			
1	Module No: WPV 11	State: Elective	Language of Instruct	ion: Germ	an
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180

Module Structure:

		1	1	İ	1		
	No	Туре	Course	State	Workload (h)		
3	3				Presence (h + CH)	Self- Study (h)	
	1	Lecture	Firms, Competition, and Cooperation	Compulsory	30 h (2 CH)	60	
	2 Exercise Tutorial on Firms, Competition, and Cooperation		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.

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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.

	_	orporate usion	cooperation	arn theoretical conc - for example in res nomic point of view	earch and d		to which corporate ment - can be desirable		
		6. Discussion of current cases of competition policy, students learn to apply the concepts they have learned.							
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	Desc none	ription of possi	ble electives	within the modules	:				
7	Exam	ination: Final I	Module Exam						
8	No 1	vant Work: Number and Ty Final Written e		on to Course	Duration 90 min.		Part of final mark in %		
9	Study	/ Work: none			<u> </u>		<u>·</u>		
10	The c	quisites for Cre redit points wil pleted.		ıfter all relevant woı	rk and study	work h	nave been successfully		
	CP As	ssignment:							
	Duca		-)	No 1		1.00	CP		
11	Pres	ence (see part	3)	No 2		1.00	СР		
	Rele	vant Work (see	part 8)	No 1		4.00	СР		
	Total 6 CP								
12	Weight of the module grade for the overall grade: 6/174 (3,45%)								
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	Bachel	or Business Administration			
16	Responsible Lecturer: Dr. Eric Meyer		Department: University of Münster, School of Business and Economics			
17	Misc.:					

Topics in Microeconomics 1

	lule Tit	le english:		Tanias in Missassan					
Cou	Module Title english: Topics in Microeconomics 1 Course Program: Bachelor Economics								
	rse Pro	gram:		Bachelor Economics					
1	Modu 12	ı le No: WPV		State: Elective	Language of Instru	Language of Instruction: German of			
2	Turn: seme			Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (I	1): 180	
	Module Structure:		:						
	No Type			ourse		State	Workload (h)	
3							Presence (h + CH)	Self- Study (h)	
	1	Seminar	To	opics in Microeconom	nics	Compulsory	30 h (2 CH)	150	
4	The S micro learn consi Bach	peonomics (someonomics) to apply the stently think elor thesis a	oics such ir th c the nd i	in Microeconomics" n as industrial organia neoretical knowledge rough a specific econ in general to learn the	zation or applicatior from their basic eco omic question. This	ns of game the onomics lectu will form the	eory) where S ires in order to basis for thei	tudents o	
5	Bachelor thesis and in general to learn the value of a consistent argument, but also the limitations of economic theory. Learning outcomes: Academic: Learn to understand state-of-the-art research literature and acquire the ability to use their tools to understand and analyse an microeconomic question. By analzying a defined question from the literature and by (guided) writing of a term paper, students learn to efficiently communicate (orally and written) and train the ability to structure and analyze problems. Soft skills: Focus of this modul is writing and presenting a term paper on a specific microeconomic topic. By the means of a very close communication between adviser and student, problem solver and slef-structured working are enforced. A feedback after the presentation is helpful to sharpen presentation skills.								
6	Desci none	ription of po	ssil	ble electives within th	ne modules:				
!									

	Rele	vant Work:		ı				
8	No	Number and Type; Connecti	on to Course	Du	ration		Part of final mark in %	
	1 Written term paper & prese		itation		ax. 20 pages a min.	& max.	100 %	
9	Stud	y Work: none						
10	The o	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.						
	CP A	ssignment:						
11	Pres	sence	No 1			1.00 CP		
	Rele	evant Work	No 1			5.00 CP		
	Tota	al				6 CP		
12	_	tht of the module grade for the 4 (3,45%)	ie overall grad	e:				
13	Basi	ule Prerequisites: c Economic knowledge (from Science)	the first 3 Sem	este	r, i.e. Principl	es of Ecc	onomics, Micro, Macro,	
14		ence: ence is strongly recommende	d to warrant le	arnir	g success.			
45	Mob	ility/Acknowledgement:						
15	Use	of the module for other cours	se programs	Bac	helor Busine	ss Admiı	nistration	
16		oonsible Lecturer: essor Dr. Gernot Sieg			Department School of B		and Economics	
17	Misc	.:						

Topics in Macroeconomics

Мо	odule Title english: ourse Program:			Topics in Macroeco	nomics			
Coı	ırse Pro	ogram:		Bachelor Economics	S			
1	Modi 13	ule No: WPV		State: Elective	Language of Insti	Language of Instruction: Germa		
2	Turn:	each ester		Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6		Workload (I	h): 180
Module Structure:			e:					
	No Type		Со	urse		State	Workload (h)
3							Presence (h + CH)	Self- Study (h)
	1	Seminar	Toj	pics in macroecono	mics	Compulsory	30 h (2 CH)	150
4	The s differ Econ Cours The S	seminar 'Top rent, mainly omics'. se content: Seminar "To	oics ir macr pics i	e/integration into con Macroconomics 1' roeconomic topics. I	focusses on applic It can be seen as a o " focusses every Se	complement to mester on a "c	o modul 'Inter cross-sectiona	nationa al" Topic
4	The solution of the solution o	seminar 'Top rent, mainly omics'. se content: Seminar "Top acroeconom their basic e oeconomic	nics ir macr pics i ics (e econc quest	n Macroconomics 1' roeconomic topics. I	focusses on applicate the can be seen as a consistency of the carry sears the consistently the basis for their Barry be basis for their Barry of the consistently the basis for their Barry of the consistency of the consiste	mester on a "o to apply thei hink through a achelor thesis	o modul 'Inter cross-sectiona r theoretical k a specific and in genera	nationa al" Topic nowledg
	The sidiffer Econ Cours The Sin mater the vital Learn under the site of Soft side o	seminar 'Top rent, mainly omics'. se content: Seminar "Top acroeconom their basic e oeconomic alue of a con ming outcom emic: n to understant ture and by ly and writte skills: s of this mode	pics ir macr pics i ics (e econo quest nsiste econo quest and s analy (guiden) an dul is ery cl	n Macroconomics 1' roeconomic topics. I n Macroeconomics' e.g. globalization) w omics lectures in ore tion. This will form t	focusses on applicate can be seen as a configuration of the seen as a configuration of the second of	mester on a "o to apply their hink through a achelor thesis of economic the ga defined que earn to efficier yze problems. In a specific mind student, po	cross-sectionar theoretical kaspecific and in general teory. Ility to use the estion from the other than the communication from the other solver solver.	eir tools topic. B and sle
5	The soldiffer Econ Cours The Soldiffer Macro Harry Acad Learn under litera (orall Soft: Focus the nostruc prese	seminar 'Top rent, mainly omics'. se content: Seminar "Top acroeconom their basic e oeconomic alue of a content emic: In to understant ture and by by and writte skills: Is of this mode neans of a vertured working entation skiller	pics ir macr pics i ics (e econo quest nsiste econo guest and s analy (guiden) an dul is ery cling are lls.	n Macroconomics 1' roeconomic topics. In Macroeconomic topics. In Macroeconomics' e.g. globalization) wormics lectures in ordition. This will form the ent argument, but a state-of-the-art researce an economic quested) writing of a terminal train the ability to see communication one communication	focusses on applicate can be seen as a conference of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according to the se	mester on a "o to apply their hink through a achelor thesis of economic the ga defined que earn to efficier yze problems. In a specific mind student, po	cross-sectionar theoretical kaspecific and in general teory. Ility to use the estion from the other than the communication from the other solver solver.	eir tools topic. B and sle
5	The sidiffer Econ Cours The Sin material from macrithe via Learn under literal (orall Soft: Focus the material presented by the material from the structure presented by the material from the m	seminar 'Top rent, mainly omics'. se content: Seminar "Top acroeconom their basic e oeconomic alue of a content emic: In to understant ture and by by and writte skills: Is of this mode neans of a vertured working entation skiller	pics ir macr pics i ics (e econo quest nsiste econo quest and s analy (guiden) an dul is ery classible econo	n Macroconomics 1' roeconomic topics. In Macroeconomics' e.g. globalization) we omics lectures in ordition. This will form the ent argument, but a state-of-the-art researce an economic quested) writing of a term and train the ability to swriting and present ose communication are enforced. A feedbase enforced. A feedbase electives within the el	focusses on applicate can be seen as a conference of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according a term paper of the seen according to the se	mester on a "o to apply their hink through a achelor thesis of economic the ga defined que earn to efficier yze problems. In a specific mind student, po	cross-sectionar theoretical kaspecific and in general teory. Ility to use the estion from the other than the communication from the other solver solver.	eir tools topic. B and sle

	No	Number and Type; Connecti	on to Course	Du	ration		Part of final mark in %
	1	Written term paper & preser	itation	max. 20 pages & max. 90 min.			100 %
9	Stud	y Work: none					
10	The	equisites for Credit Points: credit points will be granted a pleted.	fter all relevan	it wo	k and study v	work hav	e been successfully
	СРА	ssignment:					
11	Pres	sence (see part 3)	No 1			1.00 CP	
	Rele	evant Work (see part 8)	No 1			5.00 CP	
	Tota	al				6 CP	
12		ght of the module grade for th 4 (3,45%)	ie overall grad	e:			
13	Basi	ule Prerequisites: c Economic knowledge (from Science)	the first 3 Sem	este	r, i.e. Principl	es of Eco	onomics, Micro, Macro,
14		ence: ence is strongly recommende	d to warrant le	arnir	ıg success.		
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cour	se programs	Вас	helor Busine	ss Admir	nistration
16		oonsible Lecturer: essor Dr. Gernot Sieg			Department School of B		and Economics
17	Misc	·. :					

Topics in Economic Policy

Мо	dule Ti	tle english:	Topics in Economic	c Policy	Topics in Economic Policy Bachelor Economics						
Cou	ırse Pro	ogram:	Bachelor Economic	CS							
1	Modu 14	ule No: WPV	State: Elective	Language of Instru	uction: Germa	an or English					
2	Turn:	each ester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180				
	Mod	ule Structure	:								
	No Type		Course		State	Workload (h)				
3						Presence (h + CH)	Self- Study (h)				
	1	Seminar	Topics in Economic F	Policy	Compulsory	30 h (2 CH)	150				
4	The stheor	seminar 'Top ry to differen ndations of E se content: Seminar "Top	odule/integration into ics in Economic Policy t, mainly topics in economic Policy'.	1' focusses on application in the second of	e seen as a co nester on a "cr	mplement to coss-sectional	modul " Topic i				
4	The stheory 'Four Cours' The Stecon econ form	seminar 'Top ry to differen ndations of E se content: Seminar "Top omic policy omics lectur the basis fo	ics in Economic Policy t, mainly topics in econ conomic Policy'.	1' focusses on application of the comic policy. It can be a second of the control	e seen as a co nester on a "cr cal knowledge pecific econor	mplement to oss-sectional from their ba nic question.	modul " Topic i sic This will				
	The stheory Four Cours The Second econd form but a Cearr under literation (or all Soft structure).	seminar 'Top ry to different dations of E se content: Seminar "Top omic policy omics lectur the basis for also the limit ining outcom emic: In to understant erstand and a sture and by ly and writte skills: s of this moderness of a vertice	ics in Economic Policy t, mainly topics in economic Policy'. Dics in Economic Policy where students learn to the sin order to consisted their Bachelor thesis ations of economic the es: and state-of-the-art reseanalyse an economic q (guided) writing of a te n) and train the ability dul is writing and presecting are enforced. A feed	1' focusses on application on the comic policy. It can be a specific or apply their theoretic on the control of the corp. The corp is a specific or a specific or apply their theoretic or and in general to learn errory. The corp is a specific or a speci	e seen as a contester on a "creal knowledge pecific econor in the value of a defined questranto efficientyze problems. In a specific mind student, pr	oss-sectional from their banic question. a consistent lity to use the estion from thatly communic croeconomic oblem solver	modul " Topic i sic This will argumer eir tools f ee cate topic. By and slef				
5	The stheory Four Cours The Secon econ form but a Learn Acad Learn under literations (or all Soft secon structures or structures	seminar 'Top ry to different dations of E se content: Seminar "Top omic policy omics lectur the basis for also the limit ning outcomemic: In to understant erstand and a sture and by ly and writte skills: s of this mode neans of a vertice of the content of the c	ics in Economic Policy t, mainly topics in economic Policy'. Dics in Economic Policy where students learn to the sin order to consisted their Bachelor thesis ations of economic the es: and state-of-the-art reseanalyse an economic q (guided) writing of a te n) and train the ability dul is writing and presecting are enforced. A feed	1' focusses on application omic policy. It can be a specific apply their theoretic on the first think through a specific and in general to learn errory. The earch literature and a specific and analysing rm paper, students learn paper on the structure and analysing a term paper on between adviser are back after the present the p	e seen as a contester on a "creal knowledge pecific econor in the value of a defined questranto efficientyze problems. In a specific mind student, pr	oss-sectional from their banic question. a consistent lity to use the estion from thatly communic croeconomic oblem solver	modul " Topic i sic This will argumer eir tools f ee cate topic. By and slef				
5	The stheory Four Cours The Secon econ form but a Learn Acad Learn under literation (or all Soft secon structure presented to the measure of the measure presented to the me	seminar 'Top ry to differen indations of E se content: Seminar "Top omic policy omics lectur the basis fo ilso the limit ining outcom emic: in to understa iture and by ly and writte skills: s of this mod neans of a ve tured workir entation skil ription of po	ics in Economic Policy t, mainly topics in economic Policy conomic Policy where students learn to res in order to consister r their Bachelor thesis ations of economic the es: and state-of-the-art reseanalyse an economic q (guided) writing of a te n) and train the ability dul is writing and prese rery close communication are enforced. A feed ls.	1' focusses on application omic policy. It can be a specific apply their theoretic on the first think through a specific and in general to learn errory. The earch literature and a specific and analysing rm paper, students learn paper on the structure and analysing a term paper on between adviser are back after the present the p	e seen as a contester on a "creal knowledge pecific econor in the value of a defined questranto efficientyze problems. In a specific mind student, pr	oss-sectional from their banic question. a consistent lity to use the estion from thatly communic croeconomic oblem solver	modul " Topic i sic This will argumer eir tools f ee cate topic. By and slef				

	No	Number and Type; Connecti	on to Course	Di	uration		Part of final mark in %
	1	Written term paper & preser	ntation	max. 20 pages & max. 90 min.			100 %
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 hav	e been successfully
	СРА	ssignment:					
11	Pre	sence (see part 3)	No 1			1.00 CP	
	Rele	evant Work (see part 8)	No 1			5.00 CP	
	Tota	al				6 CP	
12	_	ght of the module grade for th 4 (3,45%)	ne overall grad	e:			
13	Basi	ule Prerequisites: c Economic knowledge (from Science)	the first 3 Sem	este	r, i.e. Principl	es of Ecc	nomics, Micro, Macro,
14		ence: ence is strongly recommende	d to warrant le	arni	ng success.		
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cour	se programs	Ва	chelor Busine	ss Admi	nistration
16		oonsible Lecturer: essor Dr. Gernot Sieg			Department School of Bu		nd Economics
17	Misc	:. :					

Selected Issues in Microeconomics 1

		133465			•			
Mod	dule Ti	tle english:	Selected Issues in N	1icroecono	mics 1			
Cou	rse Pro	ogram:	Bachelor Economics	5				
1	Modu 15	u le No: WPV	State: Elective	Languag	e of Instruc	tion: Germa	n or English	
2	Turn:	irregularly	Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6 Workloa): 180
	Mod	ule Structure:	:					
	No Type Course					State	Workload ((h)
3							Presence (h + CH)	Self- Study (h)
	1	Lecture	Selected Issues in Mic	roeconomi	cs	Compulso	30 h (2 CH)	60
	2	Exercise	Tutorial Selected Issue	es in Micro	economics	Compulso	30 h (2 CH)	60
4	Purportion The retor bro	nodule gives paden the stu se content: s module, co ed on an irreg	odule/integration into control the chance to offer microstents' horizon. The definition of the area of managers and the area of managers and the area of managers and the area of managers and the area of managers and the area of managers and the area of managers and the area of the	roeconomio nicroecono so from gu	mics that a est lecturer	re not part o	of the elective n be on currer	s, are
5	debates in microeconomics or on microeconomic subjects not offered within the electives. Learning outcomes: Academic: Students learn about new subjects within microeconomics and can broaden their horizon. They broaden their economic knowledge, and depending on the subject they learn to question what was learned up to now in microeconomics or they can apply their knowledge on specific subjects. Soft skills: Students learn to critically review current issues and discussions in microeconomics.							n what
6	Desc none		ssible electives within t	he module	5:			
7	Exam	ination: Fina	al Module Exam					
8	Relev	vant Work: Number and	Type; Connection to Co	ourse	Duration	P	art of final ma	ırk in %

	1	Final written exam			maximum of min.	120	100 %	
9	Stud	y Work: none						
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.							
	CP A	ssignment:						
	Droc	sence (see part 3)	No 1			1.00 (;P	
11		sence (see part 3)	No 2			1.00 (<u>P</u>	
	Rele	evant Work (see part 8)	No 1			4.00 (
	Tota	al				6 CP		
12	_	tht of the module grade for th 4 (3,45%)	ie overall grad	e:				
13	Modi	ule Prerequisites:						
14		ence: ence is strongly recommende	d to warrant le	arnir	ng success.			
	Mobi	ility/Acknowledgement:						
15	Use	of the module for other cour	se programs		helor Busine thematics, Ba		ninistration, Bachelor Geography	
16	_	oonsible Lecturer: essor Dr. Gernot Sieg			Department School of B		s and Economics	
17	Misc The r	.: nodule can be held either in (German or in E	nglis	h.			

Selected Issues in Microeconomics 2

Mo	dule Ti	tle english:		Selected Issues in N	Nicroecono	mics 2			
Cou	rse Pro	ogram:		Bachelor Economics	5				
1	Modu 16	u le No: WPV		State: Elective	Language of Instruction: German or English				
2	Turn:	irregularly		Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6 Workload): 180
	Modu	ule Structure):				<u> </u>		
	No Type Course						State	Workload (h)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	S	elected Issues in Mic	roeconomi	cs	Compulsory	30 h (2 CH)	60
	2 Exercise 1			itorial Salacted Issue	utorial Selected Issues in Microeconomics			45 b (4 CU)	20
	Modu Purpe The n	ule Profile: ose of the mo	odu s the	le/integration into c	urriculum:		<u> </u>	1	30 Ilarly and
4	Modu Purpo The n to bro Cours In thi	ule Profile: ose of the monodule gives oaden the st se content: s module, coular base, es	odu s the ude	le/integration into c	urriculum: roeconomic mics that a lecturers. T	c courses the re not part of These can b	nat will not be of the elective of on current	e offered regu	ularly and
4	Modu Purpo The n to bro Cours In thi irregu deba Learr Acad Stude broad what on sp	ule Profile: ose of the menodule gives oaden the st se content: s module, coular base, es tes or on mice emic: ents learn ab den their mice was learned oecific subjects skills:	odu s the ude ours pec croe es:	le/integration into content co	mics that a lecturers. To offered w	re not part of these can be indicated and the ending on the electric and t	of the elective on current ectives.	e offered regules, are offere microeconor their horizor ey learn to queconomic kr	d on an nic n. They uestion
	Modu Purpe The n to bro Cours In thi irregu deba Learn Acad Stude broad what on sp Soft s	ule Profile: ose of the menodule gives oaden the st se content: s module, coular base, es tes or on mice emic: ents learn ab den their mice was learned oecific subject skills: ents learn to	odu s the ude croe croe l in crit	le/integration into contents to offer micronts' horizon. Sees from microeconomially also from guest economic subjects not to the conomic subjects within economic knowledge microeconomics up to the conomics of the conomics	mics that a lecturers. To offered we microecore, and dependent on the microecore on	re not part of these can be written the element of	of the elective on current ectives.	e offered regules, are offere microeconor their horizor ey learn to queconomic kr	d on an nic n. They uestion
5	Modu Purpe The n to bro Cours In thi irregu deba Learr Acad Stude broad what on sp Soft s Stude none	ule Profile: ose of the menodule gives oaden the st se content: s module, coular base, es tes or on mice emic: ents learn abden their mice was learned oecific subjects skills: ents learn to ription of po	odu s the ude croe croe l in the crit ssilt	le/integration into contents horizon. ses from microeconomially also from guest economic subjects not economic subjects within economic knowledge microeconomics up to the content ically review current	mics that a lecturers. To offered we microecore, and dependent on the microecore on	re not part of these can be written the element of	of the elective on current ectives.	e offered regules, are offere microeconor their horizor ey learn to queconomic kr	d on an nic n. They uestion

	1	Final written exam			maximum of min.	120	100 %
9	Stud	y Work: none					
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and s completed.						ave been successfully
	CP A	ssignment:					
	Drog	sence (see part 3)	No 1			1.00 (P
11	- Fies	sence (see part 3)	No 2			0.50 (CP
	Rele	evant Work (see part 8)	No 1			4.00 (<u></u>
	Tota	al				5.5 CP	
12	_	tht of the module grade for th $4(3,45\%)$	ne overall grad	e:			
13	Mod inone	ule Prerequisites:					
14		ence: ence is strongly recommende	ed to warrant le	arnir	ng success.		
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cour	rea nrograme			Business Administration, Bachics, Bachelor Geography	
16	-	oonsible Lecturer: essor Dr. Gernot Sieg			Department School of B		s and Economics
17	Misc The r	.: nodule can be held either in	German or in E	nglis	h.		

Selected Issues in Macroeconomics 1

			5 III Macioecoi					
Mod	dule Ti	tle english:	Selected Issues in N	Macroecon	omics 1			
Cou	rse Pro	ogram:	Bachelor Economics	5				
1	Modu 17	ule No: WPV	State: Elective	Languag				
2	Turn:	irregularly	Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6 W o			Workload (h): 180
	Modu	ule Structure	:					
	No	Туре	Course			State	Workload	(h)
3							Presence (h + CH)	Self- Study (h)
	1	Lecture	Selected Issues in Mad	croeconom	ics	Compulso	ry 30 h (2 CH)	60
	2	Exercise	Tutorial Selected Issue	es in Macro	economics	Compulso	ry 30 h (2 CH)	60
4	The nand to Cours In this especial	nodule gives to broaden th se content: s module, co	the chance to offer made e students' horizon. Surses that are not part of made guest lecturers. Theses.	roeconom	ives, are off	ered on an i	irregular base	,
5	Learning outcomes: Academic: Students learn about new subjects within macroeconomics and can broaden their horizon. They broaden their economic knowledge, and depending on the subject they learn to question what was learned up to now in macroeconomics or they can apply their knowledge on specific subject in macroeconomics. Soft skills: Students learn to critically review current issues and discussions in macroeconomics.						what	
6	Description of possible electives within the modules: none							
7	Exam	ination: Fina	al Module Exam					
8	Relev No	vant Work: Number and	l Type; Connection to Co	ourse	Duration	Pa	art of final ma	rk in %

	1	Final written exam			maximum of min.	120	100 %
9	Stud	y Work: none					
10	The c	equisites for Credit Points: credit points will be granted a pleted.	fter all relevan	it wo	rk and study	work h	ave been successfully
	CP As	ssignment:					
	Droc	sence (see part 3)	No 1			1.00 C	P
11		sence (see part 3)	No 2			1.00 (:P
	Rele	evant Work (see part 8)	No 1			4.00 ([P
	Tota	al				6 CP	
12	_	tht of the module grade for th 4 (3,45%)	ie overall grad	e:			
13	Modi	ule Prerequisites:					
14		ence: ence is strongly recommende	d to warrant le	arnir	ng success.		
	Mobi	ility/Acknowledgement:					
15	Use	of the module for other cour	se programs		helor Busine hematics, Ba		ninistration, Bachelor Geography
16	-	oonsible Lecturer: essor Dr. Gernot Sieg			Departmen School of B		s and Economics
17	Misc The r	.: nodule can be held either in (German or in E	nglis	h.		

Selected Issues in Macroeconomics 2

Мо	dule Ti	tle english:		Selected Issues in N	Macroeconor	mics 2			
Coı	ırse Pr	ogram:		Bachelor Economics	5				
Module No: WPV 18			,	State: Elective	Language of Instruction: German or English				
2	Turn	: irregularly		Duration: 1 semester	Semester:	: 4 or 5 or	CP: 6	Workload (h): 180
	Mod	ule Structure	e:						
	No	Туре	Co	ourse			State	Workload	(h)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Se	elected Issues in Mad	croeconomic	CS	Compulsory	30 h (2 CH)	60
	2 Exercise Tutorial Selected Issues in Mad				s in Macroe	conomics	Compulsor	/ 30 h (2	60
		ule Profile: ose of the m	nodul	le/integration into c				CH)	
4	Purp The r and t Cours In thi irregs	ose of the module givesto broaden test secontents is module, mular base, es	s the he st nacro speci	le/integration into contract the contract to a second into contract the contract the contract the contract the contract the contract the contract is a second in the contract the contract in	urriculum: roeconomic nat are not p lecturers. Th	part of the e	nat will not b electives, are e on current	e offered reg	n
	Purp The r and t Cour. In thi irregi deba Leari Acad Stud broad was i macr Soft	ose of the module gives to broaden t se content: is module, mular base, estes or on maining outcombemic: ents learn alden their ecolearned up to skills:	s the he st nacrospeciacroses: bout onon o nover subject to the su	chance to offer mac tudents' horizon. Deconomiccourses the ially also from guest economic subjects no new subjects within nic knowledge, and co	urriculum: roeconomic nat are not p lecturers. Th ot offered wi macroecond	oart of the enderse can be ithin the element of the subject on the subject of the	electives, are e on current ectives. can broader ect they lear ir knowledg	e offered reg	n mic n. They what
5	Purp The r and t Cour. In thi irreg deba Leari Acad Stud broad was macr Soft Stud	ose of the module gives to broaden to see content: is module, mular base, estates or on maining outcomplemic: ents learned up to roeconomic: skills: ents learn to content to see the learned up to roeconomic: skills: ents learn to content to skills:	s the he st nacrospeciacroses: bout onon onoversubject or criti	chance to offer mac cudents' horizon. Deconomiccourses the ially also from guest economic subjects no new subjects within nic knowledge, and co w in macroeconomic ects.	urriculum: roeconomic nat are not p lecturers. Th ot offered wi macroeconomic depending of sor they can	oart of the enderse can be ithin the element on the subject on apply the discussion	electives, are e on current ectives. can broader ect they lear ir knowledg	e offered reg	n mic n. They what
4 5 7	Purp The r and t Cour. In thi irreg deba Learn Acad Stud broad was l macr Soft Stud Desc none	ose of the module gives to broaden to see content: is module, mular base, estates or on maining outcomplemic: ents learned up to roeconomic: skills: ents learn to content to see the learned up to roeconomic: skills: ents learn to content to skills:	s the he st nacrospeciacroses: bout onon on now subject of critics of critics of the critical critical critics of the critical criti	chance to offer mac cudents' horizon. Deconomiccourses the fally also from guest economic subjects no new subjects within nic knowledge, and control w in macroeconomic ects.	urriculum: roeconomic nat are not p lecturers. Th ot offered wi macroeconomic depending of sor they can	oart of the enderse can be ithin the element on the subject on apply the discussion	electives, are e on current ectives. can broader ect they lear ir knowledg	e offered reg	n mic n. They what
5	Purp The r and t Cour: In thi irreg deba Leari Acad Stud broad was I macr Soft Stud Desc none	ose of the module gives to broaden to see content: is module, mular base, estates or on maining outcomblemic: ents learn alden their ecolearned up to roeconomic: skills: ents learn to extinuous processions of positive contents and the searn to extinuous processions of positive ents learn e	s the he st nacrospeciacroses: bout onon on now subject of critics of critics of the critical critical critics of the critical criti	chance to offer mac cudents' horizon. Deconomiccourses the fally also from guest economic subjects no new subjects within nic knowledge, and control w in macroeconomic ects.	urriculum: roeconomic nat are not p lecturers. Th ot offered wi macroeconomic depending of sor they can	oart of the enderse can be ithin the element on the subject on apply the discussion	electives, are e on current ectives. can broader ect they lear ir knowledg	e offered reg	n mic n. They what

	1	Final written exam			maximum of min.	120	100 %
9	Stud	y Work: none					
10	The o	equisites for Credit Points: credit points will be granted a pleted.	ıfter all relevan	ıt wo	rk and study	work h	ave been successfully
	CP A	ssignment:					
	Proc	sence (see part 3)	No 1			1.00 (Р
11		sence (see part 3)	No 2			1.00 (<u>:</u> P
	Rele	evant Work (see part 8)	No 1			4.00 (<u></u>
	Tota	al				6 CP	
12	_	tht of the module grade for th 4 (3,45%)	ne overall grad	e:			
13	Mod inone	ule Prerequisites:					
14		ence: ence is strongly recommende	d to warrant le	arnir	ng success.		
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cour	se programs		helor Busine thematics, Ba		inistration, Bachelor Geography
16	-	oonsible Lecturer: essor Dr. Gernot Sieg			Departmen School of B		s and Economics
17	Misc The r	.: nodule can be held either in	German or in E	nglis	h.		

Selected Issues in Economic Policy 1

INIU	dula Ti	tle english:		Selected Issues in E	conomic Do	olicy 4			
			ℲͰ			Jucy 1			
Cou	rse Pro	ogram:		Bachelor Economics	5				
Module No: WPV			9	State: Elective	Language of Instruction: German or English				
2	Turn:	: irregularly		Duration: 1 semester	Semester 6	: 4 or 5 or	CP: 6	Workload (h)): 180
	Modi	ule Structure	: :						
	No	Туре	Со	urse			State	Workload ((h)
3								Presence (h + CH)	Self- Study (h)
	1	Lecture	Se	lected Issues in Ecc	onomic Poli	су	Compulsory	30 h (2 CH)	60
	2	Exercise	Tut	torial Selected Issu	es in Econo	mic Policy	Compulsory	30 h (2 CH)	60
	Modi	ule Profile:	•					1 5.19	
4	Purpo The ri stude Cours In thi	module gives ents' horizon se content: is module, co ular base, es	the urse peci	e/integration into c chance to offer cou es in economic polic ally also from guest policy subjects not	rses that wings by that are reconstructions. The	not part of t These can b	the electives be on current	rly and to bro	on an
4	Purper The ristude Cours In this irregular police Learn Acad Stude broad was I Soft s	ose of the monodule gives ents' horizon se content: is module, coular base, es y or on economics emic: ents learn abden their ecolearned up to skills:	ourse pecisomic es:	chance to offer cou es in economic polic ally also from guest	cy that are relecturers. It offered with the conomic depending their knowle	not part of these can be thin the ele policy and on the subedge on sp	the electives be on current ectives. can broader ject they lead ecific subject	rly and to bro are offered debates in e their horizo	on an economic n. They n what
5	Purper The ristude Cours In this irregular police Learn Acad Stude broad was I Soft Stude	ose of the monodule gives ents' horizon se content: is module, coular base, es y or on economing outcome emic: ents learn abden their ecolearned up to skills: ents learn to ription of pos	ourse pecia omic es: oout a onom o now	chance to offer courses in economic police ally also from guest policy subjects not new subjects withir nic knowledge, and wor they can apply to	cy that are relecturers. It offered with the conomic depending their knowleds.	not part of these can be the can	the electives be on current ectives. can broader ject they lead ecific subject	rly and to bro are offered debates in e their horizo	on an economic n. They n what
	Purper The ristude Cours In this irregular police Learn Acad Stude broad was I Soft stude Stude Desc none	ose of the monodule gives ents' horizon se content: is module, coular base, es y or on economing outcome emic: ents learn abden their ecolearned up to skills: ents learn to ription of pos	es: continuous novembers: critic	chance to offer courses in economic policy also from guest policy subjects not new subjects within the cally review current le electives within the course of the course o	cy that are relecturers. It offered with the conomic depending their knowleds.	not part of these can be the can	the electives be on current ectives. can broader ject they lead ecific subject	rly and to bro are offered debates in e their horizo	on an economic n. They n what

	1	Final written exam			maximum of min.	120	100 %
9	Stud	y Work: none					
10	The c	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 As	ssignment:					
	Droc	sence (see part 3)	No 1			1.00 (P
11		sence (see part 3)	No 2			1.00 (:P
	Rele	evant Work (see part 8)	No 1			4.00 (
	Tota	al				6 CP	
12	_	tht of the module grade for th 4 (3,45%)	ie overall grad	e:			
13	Modi	ule Prerequisites:					
14		ence: ence is strongly recommende	d to warrant le	arni	ng success.		
	Mobi	ility/Acknowledgement:					
15	Use	of the module for other cour	se programs		chelor Busine thematics, Ba		ninistration, Bachelor Geography
16	-	onsible Lecturer: essor Dr. Gernot Sieg			Department School of Bu		and Economics
17	Misc The r	.: nodule can be held either in (German or in E	ngli	sh.		

Selected Issues in Economic Policy 2

		tle english:	Selected Issues in E					
					7(1Cy 2			
Cou	rse Pro	ogram:	Bachelor Economics	5				
Module No: WPV			State: Elective	Language of Instruction: German or English				
2	Turn	irregularly	Duration: 1 semester	Semester 6	: 4 or 5 or	CP: 6	Workload (h)): 180
	Mod	ule Structure	:					
	No	Туре	Course			State	Workload ((h)
3							Presence (h + CH)	Self- Study (h)
	1	Lecture	Selected Issues in Eco	nomic Poli	СУ	Compulsor	30 h (2 CH)	60
	2	Exercise	Tutorial Selected Issue	es in Econo	mic Policy	Compulsor	y 30 h (2 CH)	60
4	Purport The restude Cours In this irregular	nodule gives ents' horizon se content: s module, co ular base, es _l	odule/integration into conthe chance to offer counthe. The chance to offer counthe chance to offer counthe chance to offer counthe chance to offer the chance to offer the chance to offer the chance to offer the chance t	rses that w cy that are i lecturers.	not part of t hese can b	the electives	s, are offered	on an
5	Acad Stude broad was I Soft	den their eco earned up to skills:	out new subjects withir nomic knowledge, and now or they can apply to critically review current	depending their knowl	on the sub edge on sp	ject they lea ecific subje	arn to questio	n what
6	Desc none	-	ssible electives within t	he module	5:			
7	Exam	ination: Fina	al Module Exam	_	_	_		_
8	Relev	vant Work:	l Type; Connection to C	ourse	Duration	P	art of final ma	ark in %

	1	Final written exam			maximum of min.	120	100 %
9	Stud	y Work: none					
10	The o	equisites for Credit Points: credit points will be granted a pleted.	after all relevan	t wo	rk and study	work h	ave been successfully
	CP A	ssignment:					
	Proc	sence (see part 3)	No 1			1.00 (Р
11		Selice (See part 3)	No 2			1.00 (P
	Rele	evant Work (see part 8)	No 1			4.00 (CP
	Tota	al				6 CP	
12	_	tht of the module grade for the $4(3,45\%)$	ne overall grad	e:			
13	Mod none	ule Prerequisites:					
14		ence: ence is strongly recommende	ed to warrant le	arni	ng success.		
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cour	se programs		chelor Busine thematics, Ba		ninistration, Bachelor Geography
16	-	onsible Lecturer: essor Dr. Gernot Sieg			Department School of Bu		and Economics
17	Misc The r	.: nodule can be held either in	German or in E	ngli	sh.		

Selected Issues in Econometrics 1

Мо	dule Ti	tle english:		Selected Issues in Econometrics 1						
Cot	ırse Pro	ogram:		Bachelor Economics						
1	Module No: WPV			State: Elective Language of Instr			ruction: German or English			
2	Turn:	irregularly		Duration: 1 semester	Semester:	: 4 or 5 or	CP: 6	Workload (h): 180	
	Modu	ule Structure	e:							
	No	Туре	Co	urse			State	Workload (h)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Se	lected Issues in Eco	nometrics		Compulsory	30 h (2 CH)	60	
	2	Exercise	Tu	torial Selected Issue	es in Econor	metrics	Compulsory	30 h (2 CH)	60	
4	Purpo The n regul	nodule gives	s the	e/integration into c chance to offer cou den the students' ho	rses in the a	area of ec	onometrics t	hat will not b	e offere	
4	Purpo The management of the course In this irregulary	ose of the module gives arly and to be see content: s module, coular base, es	s the proac ourse speci	chance to offer cou	rses in the a orizon. cy that are n lecturers. T	ot part of hese can	the elective be on currer	s, are offered		
5	Purporting The regular Cours In this irregular economic Cours Acad Students Students Soft s	nodule gives arly and to be see content: s module, coular base, est ometrics or content: ents learn abden their eccessitils:	ourse ourse speci on ed es: bout onom	chance to offer cou den the students' ho es in economic polic ally also from guest	rses in the apprizant. The transport of the transport of the transport of the transport of the transport of the transport of the transport of the transport of the transport of the transport of the transport of the transport of the transport of the transport of the transport of	not part of These can within the rics and con the su	the elective be on currer e electives. an broaden t bject they lea pecific subje	s, are offered nt debates in heir horizon. arn to questio	on an	
	Purpor The management of the m	nodule gives arly and to be see content: s module, coular base, estantial outcome emic: ents learn abden their eccentral up to skills: ents learn to ription of po	ourse ourse speci on ed es: bout onom o now	chance to offer couden the students' ho es in economic police ally also from guest conometric subjects new subjects within nic knowledge, and of wor they can apply to	rses in the aprizon. Ty that are not offered their knowled issues and	not part of These can within the rics and con the su edge on s	the elective be on currer e electives. an broaden t bject they lea pecific subje	s, are offered nt debates in heir horizon. arn to questio	on an	
5	Purporting The regular Cours In this irregular economic Cours In t	nodule gives arly and to be see content: s module, coular base, estantial outcome emic: ents learn abden their eccentral up to skills: ents learn to ription of po	ourse specion economic por criti	chance to offer coulden the students' holes in economic police ally also from guest conometric subjects within hic knowledge, and wor they can apply to cally review current le electives within to the contract of the contra	rses in the aprizon. Ty that are not offered their knowled issues and	not part of These can within the rics and con the su edge on s	the elective be on currer e electives. an broaden t bject they lea pecific subje	s, are offered nt debates in heir horizon. arn to questio	on an	
5	Purporting The regular Cours In this irregular econdect Studies Soft Studies Soft Studies Connect Example Cours In this irregular econdect Studies Soft Studies Cours In this irregular econdect Studies	nodule gives arly and to be see content: s module, coular base, est ometrics or content: ents learn abden their ecceptains dent their eccept skills: ents learn to ription of po	ourse specion economic por criti	chance to offer coulden the students' holes in economic police ally also from guest conometric subjects within hic knowledge, and wor they can apply to cally review current le electives within to the contract of the contra	rses in the aprizon. Ty that are not offered their knowled issues and	not part of These can within the rics and con the su edge on s	the elective be on currer e electives. an broaden t bject they lea pecific subje	s, are offered nt debates in heir horizon. arn to questio	on an	
5	Purporting The regular Cours In this irregular econdect Studies Soft Studies Soft Studies Connect Example Cours In this irregular econdect Studies Soft Studies Cours In this irregular econdect Studies	nodule gives arly and to be see content: s module, coular base, est ometrics or contents learn abden their ecceptains learn to ription of positions: Find yant Work:	ourse specion economics bout on nover critical mal M	chance to offer coulden the students' holes in economic police ally also from guest conometric subjects within hic knowledge, and wor they can apply to cally review current le electives within to the contract of the contra	rses in the aprizon. by that are not lecturers. To not offered their knowled issues and the modules	not part of These can within the rics and con the su edge on s	the elective be on currer e electives. an broaden the bject they lead pecific subjects.	s, are offered nt debates in heir horizon. arn to questio	They n what	

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

Selected Issues in Econometrics 2

		tle english:		Salastad Issues in E			Selected Issues in Econometrics 2						
MO	aute II	tte engusn:		Selected issues in E	.conometric	.S 2							
Cou	rse Pro	ogram:		Bachelor Economics	5								
1	Modu 22	u le No: WPV		State: Elective	Language	of Instru	ction: Germa	an or English					
2	Turn: irregularly			Duration: 1 semester	Semester 6	: 4 or 5 o	CP: 6	Workload (h): 180				
	Mod	ule Structure:	:										
	No	Туре	C	ourse			State	Workload (h)				
3								Presence (h + CH)	Self- Study (h)				
	1	Lecture	S	elected Issues in Eco	nometrics		Compulsory	30 h (2 CH)	60				
	2	2 Exercise Tutorial Selec			ues in Econometrics Com		Compulsory	30 h (2 CH)	60				
	Course content: In this module, courses in economic policy that are not part of the electives, are offered on an irregular base, especially also from guest lecturers. These can be on current debates in econometrics or on econometric subjects not offered within the electives.												
5	Acad Stude broad was l	emic: ents learn ab den their eco earned up to skills:	out noi no	mic knowledge, and o	Learning outcomes: Academic: Students learn about new subjects within econometrics and can broaden their horizon. They broaden their economic knowledge, and depending on the subject they learn to question what was learned up to now or they can apply their knowledge on specific subjects. Soft skills: Students learn to critically review current issues and discussions.								
6	Description of possible electives within the modules: none								iii wiiat				
		-	5511	ole electives within t	he module:		ons.		- Wildt				
7	none	-			he module:		ons.						
7	none Exam				he modules		ons.		- Vilat				
7	none Exam	ination: Fina	al N					art of final m					

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

Current Themes in Economics 1

Cui	Luffellt filefiles in Economics 1							
Mod	dule Ti	tle english:	Current Theme	s in Economics	1			
Cou	rse Pro	ogram:	Bachelor Econ	omics				
1	Modu 23	ı le No: WPV	State: Elective	Languag	Language of Instruction: German or Eng			
2	Turn:	irregularly	Duration: 1 semester	Semeste 6	Semester: 4 or 5 or 6 CP: 6		Workload (h): 180
	Modu	ıle Structure	:	-				
	No	Туре	Course		!	State	Workload (h)
3							Presence (h + CH)	Self- Study (h)
	1	Lecture	Current Themes i	n Economics	(Compulsory	30 h (2 CH)	60
	2	Exercise	Tutorial Current T	hemes in Econo	mics	Compulsory	30 h (2 CH)	60
4	students' horizon. Course content: In this module, courses that are not part of the electives, are offered on an irregular base, especially also from guest lecturers. These can be on current debates or on subjects not offered within the electives.							
5	Learning outcomes: Academic: Students learn about new subjects within economics and can broaden their horizon. They broaden their economic knowledge, and depending on the subject they learn to question what was learned up to now or they can apply their knowledge on specific subjects. Soft skills: Students learn important key skills. In addition to the ability to organize and work in a structured manner, time management is promoted through binding deadlines for submission have to be met if students work on an assignment. Writing an assignment trains students in scientific work. Working in groups strengthens teamwork skills.							
6	Desc none	-	ssible electives wi	thin the module	s:			
7	Exam	ination: Exa	minations for ever	y part of the mo	dule			
8	Relev	vant Work: Number and	Type; Connection	ı to Course	Duration	F	Part of final m	ark in %

				1				
	1	Final written exam			maximum of min.	120	50 %	
	2 Written assignment (can be in group)				maximum of 10 pages		50 %	
9	Study	Study Work: none						
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.							
	CP As	ssignment:						
	Pres	ence (see part 3)	No 1			1.00 (Р	
11		ence (see part 3)	No 2			1.00 (:P	
	Rele	vant Work (see part 8)	No 1		2.00 CP			
		valie Work (See part 5)	No 2			2.00 CP		
	Total					6 CP		
12	_	ht of the module grade for th 4 (3,45%)	ne overall grade	: :				
13	Modu none	ıle Prerequisites:						
14	Prese Prese	ence: ence is strongly recommende	d to warrant lea	arnii	ng success.			
	Mobility/Acknowledgement:							
15	Use	of the module for other cours	Bachelor Business Administration, Bachelor Mathematics, Bachelor Geography					
16	Responsible Lecturer: Professor Dr. Gernot Sieg			Department: School of Business and Economics			s and Economics	
17	Misc. The m	: nodule can be held either in (German or in Er	nglis	sh.			

Current Themes in Economics 2

Мо	dule Ti	tle english:		Current Themes in Economics 2						
Cou	ırse Pro	ogram:		Bachelor Economics	5					
1	Modi 24	u le No: WPV		State: Elective	Language	of Instruc	tion: Germa	n or English		
2	Turn: irregularly			Duration: 1 semester	Semester 6	: 4 or 5 or	CP: 6	Workload (h): 180	
	Modi	ule Structure	e:							
	No	Туре	C	ourse		9	State	Workload (h)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Cı	urrent Themes in Eco	nomics	(Compulsory	30 h (2 CH)	60	
	2	Exercise	Τι	utorial Current Theme	es in Econoi	mics (Compulsory	30 h (2 CH)	60	
4	Purpe The r stude Cours	nodule gives ents' horizor se content:	s the	le/integration into ce chance to offer cou	rses that wi		_	·		
4	Purport The restriction of the r	ose of the m nodule gives ents' horizor se content: 's module, co	s the n. ours om s	•	rses that wi of the electi	ves, are of	fered on an	irregular base	e ,	
5	Purport The ristude Cours In this espe within Acad Study broad was I Soft Study mannif study	nose of the module gives ents' horizor se content: is module, cocially also from the electivation outcome emic: ents learn abden their eccents learn in the electivation in the electivation in the ents learn abden their eccents learn in the ents work of the	s the ours ours ves. es: bout onor ono no nagon a	e chance to offer cou ses that are not part o	rses that wing of the election be can be on the election to the hrough binding an assign	ves, are of current do and can be con the subedge on specific ability to ding deadl	fered on an ebates or on one or one or one or one or one or one or one or one or one or one or one or or one or or or or or or or or or or or or or	irregular base subjects not ir horizon. The arn to questiocts.	e, offered ey n what tructured to be me	
5	Purport Stude Course In this espe within Acad Stude broad was I Soft Stude mannif stude Work	nodule gives ents' horizor se content: is module, cocially also from the elective ents learn abden their eccents learn imper, time madents work coing in group ription of po	ours ours ours ves. es: bout ono npor nag on a s sti	e chance to offer counters that are not part of guest lecturers. These mic knowledge, and of worthey can apply that key skills. In addition assignment. Writing a second of the content is promoted th	rses that wing of the election be can be on the depending of their knowled dition to the hrough binding an assignantials.	ves, are of current do and can be on the sub edge on sp e ability to ding deadl ament trair	fered on an ebates or on one or one or one or one or one or one or one or one or one or one or one or or one or or or or or or or or or or or or or	irregular base subjects not ir horizon. The arn to questiocts.	e, offered ey n what tructured to be me	
	Purport The ristude Cours In this espe within Acad Stude broad was I Soft: Stude mannif stu Work	ose of the module gives ents' horizor se content: s module, cocially also from the elective ming outcomemic: ents learn abden their ecoskills: ents learn imper, time madents work coing in group ription of po	es: bouts one one one one one one one one one one	e chance to offer countered to the countered to offer countered to off	of the elective can be one depending their knowled bird bird bird bird bird an assignation as kills.	ves, are of current do and can be on the sub edge on sp e ability to ding deadl ament trair	fered on an ebates or on one or one or one or one or one or one or one or one or one or one or one or or one or or or or or or or or or or or or or	irregular base subjects not ir horizon. The arn to questiocts.	e, offered ey n what tructured to be me	

		T					
	1	Final written exam			maximum of min.	120	50 %
	2	Presentation (can be in grou	nb)		maximum of 45 50 % min.		50 %
9	Study Work: none						
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.						
CP Assignment:							
	Pres	sence (see part 3)	No 1			1.00 (Р
11		Series (See part 3)	No 2			1.00 (:P
	Rele	evant Work (see part 8)	No 1		2.00 CP		
		craine from (occ pare o)	No 2		2.00 CP		
	Tota	al				6 CP	
12	_	ght of the module grade for th 4 (3,45%)	ne overall grade	e:			
13	Mod	ule Prerequisites:					
14		ence: ence is strongly recommende	ed to warrant lea	arni	ng success.		
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cour	se programs	Bachelor Business Administration, Bachelor Mathematics, Bachelor Geography			-
16	-	oonsible Lecturer: essor Dr. Gernot Sieg		Department: School of Business and Economics			s and Economics
17	Misc The	: module can be held either in	German or in E	nglis	sh.		

Foundations of Environmental Economics

Soft skills:

none

Мо	dule Ti	tle english:		Foundations of Envir	onmental Economic	CS .			
Coı	ırse Pr	ogram:		Bachelor Economics					
1	Mod	u le No: WPV	25	State: Elective	Language of Instr	uage of Instruction: German			
2	Turn	each winte	r	Duration: 1 semester	Semester: 5 or 6	CP: 6 Workload (I): 180	
	Mod	ule Structur	e:						
	No	Туре	Cours	se		State	Workload	(h)	
3							Presence (h + CH)	Self- Study (h)	
	1	Lecture	Introd	luction to Environment	tal Economics	Compulsory	30 h (2 CH)	60	
	2	Exercise	Exerc Econo	ises on Introduction to omics	Environmental	Compulsory	30 h (2 CH)	60	
4	The reconserve	module "Resomic policy es as a basic lge Economi se content: module 'Resors of produc	source I and reg cs cours cs" and ource E ction in	integration into currice Economics" is based of gulation. It complements for the master program 'Advanced Energy and conomics' deals primate modern Economies and	n the fundamentals its the modules "En am modules "Enviro id Resource Econon arily with Energy as	ergy Economi onmental Economics". the one of the	cs". The monomics", "Comics" most impo	limate	
•	facto and i Reso	uses in the ϵ	econom neir use	nt learn about the min y. The topics include - in Energy Production lignite, hard coal, oil, g	ing of natural resou Energy and Energy - Resource usage ar	irces and thei Accounting - I nd environme	transforma xhaustible ital issues.	e this ation	

Analytical Skills, judge and cope with different positions and stake holders.

Description of possible electives within the modules:

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7	Exam	nination: Final Module Exam						
8	Relev No	vant Work: Number and Type; Connecti	on to Course	Di	uration	Part of final mark in %		
	1	Final Written Exam		60	60 min. 100 %			
9	Stud	y Work: none						
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.							
	CP A	ssignment:						
	Pres	sence	No 1		1.0	о СР		
11			No 2		1.0	о СР		
	Rele	evant Work	No 1		4.0	о СР		
	Total				6 0	P		
12	Weig	tht of the module grade for th	ne overall grade	e:				
13	Mod inone	ule Prerequisites:						
14		ence: ence is strongly recommende	d to warrant lea	arning s	uccess			
	Mobi	Mobility/Acknowledgement:						
15	Use	Use of the module for other course programs				Administration, Bachelor nics, Bachelor Economics Mathematics, Bachelor		
16	Responsible Lecturer: Dr. Jörg Lingens				Department: University of Münster, School of Business and Economics			
17	Misc	.:						

Electives in Business Administration

Financial Accounting and Taxation

Мо	dule Title english:	Financial Accounting and Taxation				
Cou	rse Program:	Bachelor Economics	;			
1	Module No: WPB 1	State: Elective	Language of Instruction: German			
2	Turn: each summer semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180	

Module Structure:

No Type		Course	State	Workload (h)		
				Presence (h + CH)	Self- Study (h)	
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	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

	Relev	vant Work:	1	1	
	No	Number and Type; Connection to Course	Duration	Part of final mark in %	
8	1	Written exam on Financial Accounting	60 min.	50 %	
	2	Written exam on Principles of Corporate Taxation	60 min.	50 %	

9 Study Work: none

11

Prerequisites for Credit Points:

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

CP Assignment:					
N	No 1	o.75 CP			
	No 2	0.75 CP			
Presence (see part 3)	No 3	0.25 CP			
	No 4	0.25 CP			
	No 1	2.00 CP			
Relevant Work (see part 8)	No 2	2.00 CP			

	Total				6 CP
12	Weight of the module grade for the overall grade: 6/174 (3,45%)				
13	Module Prerequisites: Recommended: Knowledge from t	he module Fou	ndation	s of Acco	unting
14	Presence: Presence is recommended to warrant learning success				
	Mobility/Acknowledgement:				
15	Use of the module for other course programs Bachelor Business Administration, Bachelor Information Systems				-
16	Responsible Lecturer: Prof. Dr. Hans-Jürgen Kirsch, Professor Dr. Christoph Watrin		Department: School of Business and Economics		
17	Misc.:				

Business Analysis

Мо	dule Title english:	Business Analysis				
Cou	rse Program:	Bachelor Economics				
1	Module No: WPB 2	State: Elective	Language of Instruction: English			
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180	

Module Structure:

No	Туре	Course	State		Workload (h)		
				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:

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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: The module enables students to expand their interdisciplinary skills in relation to the sub-areas of accounting. The accompanying tutorials also contribute to this. In addition, the tutorials promote the students' discussion skills and their ability to work in a team during discussions. Finally, the module promotes the systemic competencies of the students through self-study. These include, in particular, time and self-management.							
6		Description of possible electives within the modules: none						
7	Exam	ination: Final Module Exam						
	Relev	ant Work:		ĺ				
8	No_	Number and Type; Connecti	on to Course	Di	uration	Part of final mark in %		
	1	Written Exam		90	o min.	100 %		
9	Study	y Work: none						
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.							
	CP As	CP Assignment:						
	Presence (see part 3)		No 1		1.0	оо СР		
11			No 2		1.0	оо СР		
	Rele	vant Work (see part 8)	No 1		4.0	оо СР		
	Tota	l			6 CP			
12	_	ht of the module grade for th 4 (3,45%)	ne overall grade	e:				
13	Reco	ule Prerequisites: mmended: Knowledge from F acial Accounting and Taxation		Accoun	ting, Manage	ment Accounting and		
14	Prese	ence: ence is strongly recommende	d to warrant lea	arning s	uccess.			
	Mobi	lity/Acknowledgement:						
15	Use	of the module for other cour	se programs		lor Business ation System	Administration, Bachelor s		
16		onsible Lecturer: ssor Dr. Peter Kajüter			Departmen School of B	t: usiness and Economics		

17 Misc.:

Management Accounting and Control

Mod	dule Title english:	Management Accounting and Control				
Cou	rse Program:	Bachelor Economics				
1	Module No: WPB 3	State: Elective	Language of Instruction: German			
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180	

Module Structure:

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

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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 overhed 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 traditions 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 of 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 about alternative forms of budgeting (e.g., Beyond and Better Budgetin
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 account 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. addition to financial performance measures, particular attention 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.

5	Learning outcomes: Academic: On successful completion of this module, students are able to - extract relevant information from cost accounting and make decisions from a management perspective understand the importance and implementation of a planning and budgeting process discuss suitable actions to influence the cost structure of a company and justify decisions in this regard economically understand the importance of information asymmetries in coordination processes and are able to identify possible solutions apply learned concepts into practical applications of controlling departments. Soft skills: On successful completion of this module, students are able to - solve unfamiliar problems based on theoretical frameworks and structured approaches understand, critically reflect on, and apply findings from academic literature justify their decisions with a clear and logical argumentation connect the dots between academic insights and practical applications.					
6	Desc	ription of possible electives	within the modules	:		
7	Exan	nination: Final Module Exam	1			
	Rele	vant Work:		I		1
8	No	Number and Type; Connect	ion to Course	Duration		Part of final mark in %
	1	Final written exam		90 min.		100 %
9	Stud	y Work: none				
10	The	equisites for Credit Points: credit points will be granted a pleted.	after all relevant wor	k and study	work h	nave been successfully
	CP A	ssignment:				
	_		No 1		1.00 CP	
11	Pres	sence (see part 3)	No 2		1.00 CP	
	Rele	evant Work (see part 8)	No 1		4.00 CP	
	Tota	ıl			6 CP	
12	_	tht of the module grade for t 4 (3,45%)	he overall grade:			
13	Module Prerequisites: Recommended: basic knowledge in accounting.					
14		ence: ence is strongly recommende	ed to warrant learnir	g success.		
15	Mob	ility/Acknowledgement:				

	Use of the module for other course programs Bachelor Business Administration, B Information Systems, Bachelor Math Master Physics, Master Business Che		
16	Responsible Lecturer: Professor Dr. Martin Artz		Department: School of Business and Economics
17	Misc.:		

Corporate Finance

Мо	dule Title english:	Corporate Finance			
Cou	rse Program:	Bachelor Economics			
1	Module No: WPB 4	State: Elective	Language of Instruction: English		
2	Turn: each summer semester	Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6		Workload (h): 180

Module Structure:

No	Туре	Course	State	Workload (h)
				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:

3

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.

	,	To understand the risk a financial securities and		stics of combinations of fication.
	,	To learn about the valua standard model of mark		capital markets and the
	-	To identify the pivotal fa structure. To assess a co		
	Business Valuation	To use discounted cash	flow methods in bus	siness valuation.
		To understand multiple changing capital structu		
5	Learning outcomes: Academic: After completing this modu concepts in capital market of capital. They can analyze value and the risk of this capproaches for the respect Soft skills: The self-preparation of the manage themselves and the financial problems helps the lectures and tutorials selecture and tutorial are tau	s. They are able to explae the effects of a change ompany. The students calive task. students for the lecture neir time in a more effect nem to solve problems in trengthens the student's ght in English, the stude	in relationships betwin the capital struct in choose and empl facilitates the abilitive and efficient way a a structured way. To discussion-skills in ints' 'Business Engli	ween risk, return and cost ture of a company on the oy suitable valuation y of the students to y. The analysis of complex the interactive character of
6	none			
7	Examination: Final Module	e Exam		
8	Relevant Work: No Number and Type; Co	onnection to Course	Duration	Part of final mark in %
	1 Final written exam		120 min.	100 %
9	Study Work: none			
10	Prerequisites for Credit Po The credit points will be gra completed.		ork and study work	have been successfully
	CP Assignment:			
	Presence	No 1	1.00	СР
11		No 2	1.00	СР
	Relevant Work	No 1	4.00	
	Total		6 CF)
			•	

12	Weight of the module grade for the overall grad $6/174~(3,45\%)$	e:			
13	Module Prerequisites: Basic knowledge in business administration and of Business, Foundations of Accounting, Financi Macroeconomics I, Statistics		•		
14	Presence: Presence is recommended to warrant learning se	uccess			
	Mobility/Acknowledgement:				
15	Use of the module for other course programs	Informa	elor Business Administration, Bachelor mation Systems, Bachelor Mathematics, er Physics		
16	Responsible Lecturer: Prof. Dr. Thomas Langer		Department: School of Business and Economics		
17	Misc.:				

Corporate Restructuring & Transformation

Module Title english:		Corporate Restructuring & Transformation				
Cou	rse Program:	Bachelor Economics	5			
1	Module No: WPB 5	State: Elective	Language of Instruct	ion: Englis	sh	
2	Turn: each summer semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 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 maximum of 20 pages

9 Study Work: none

Prerequisites for Credit Points:

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

CP Assignment:

11

Dragones (see next a)	No 1	1.00 CP
Presence (see part 3)	No 2	1.00 CP
Delevent Week (see next 9)	No 1	3.00 CP
Relevant Work (see part 8)	No 2	1.00 CP
Total		6 CP

Weight of the module grade for the overall grade: 6/174 (3,45%)

13	Module Prerequisites: Recommended: Succesful completion of the monumber of participants allowed can be limited.	dule "Ma	nagement Accounting and Control". The
14	Presence: Presence is strongly recommended to warrant le	arning sı	uccess.
15	Mobility/Acknowledgement: Use of the module for other course programs	Bachel	or Business Administration
16	Responsible Lecturer: Professor Dr. Martin Artz		Department: University of Münster, School of Business and Economics
17	Misc.: The module is assigned to the corporate transfo core module and to the finance track as addition		

Entrepreneurial Marketing

Module Title english: Course Program:		Entrepreneurial Marketing			
Cou	ırse Program:	Bachelor Economics	;		
1	Module No: WPB 6	State: Elective	Language of Instruct	ion: Engli	sh
2	Turn: each summer semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180

Module Structure:

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

Module Profile:

Purpose of the module/integration into curriculum:

The module builds on the courses "Marketing Management" and "Marketing Analytics" and deepens context-specific knowledge in the respective domains

4 Course content:

3

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.

Learning outcomes:

Academic:

Upon completion of this course, students are able to...

- understand and explain essential terms, concepts, models, instruments, and methods from the area of services marketing/ entrepreneurial marketing.
- recognize and analyze specific challenges of service provision/ entrepreneurial marketing successfully.

Soft skills:

5

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

- solve problems efficiently and in a socially desirable manner in an (international) team; prepare and communicate results of this team work.
- solve topic-specific cases effectively.
- participate and lead topic-specific discussions in English.
- 6 Description of possible electives within the modules:
- **7 Examination:** Final Module Exam

	Rele	vant Work:					
8	No	Number and Type; Connect	ion to Course	Dui	ration	Part of final mark in %	
	1 Written exam			90	min.	100 %	
9	Stud	y Work: none					
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.						
	СРА	ssignment:					
	Proc	sence (see part 3)	No 1		1.00 (CP .	
11		sence (see part 3)	No 2		1.00	CP	
	Rele	evant Work (see part 8)	No 1		4.00	CP	
	Tota	ıl			6 CP		
12	_	tht of the module grade for the 4 (3,45%)	he overall grade	:			
13		ule Prerequisites: mmended: Modules "Market	ing Managemen	nt" and "	Marketing Ana	lytics".	
14		ence: ence is strongly recommende	ed to warrant lea	rning su	iccess.		
	Mob	ility/Acknowledgement:					
15	Use	TISE OF THE MODILLE FOR OTHER COLLEGE DECORAGE			chelor Business Administration, Bachelor ormation Systems		
16		oonsible Lecturer: essor Dr. Thorsten Wiesel			Department: School of Bus	iness and Economics	
17	Misc Track	.: k: Entrepreneurship & Innova	tion (core modu	le), Mar	keting (additio	nal module).	

Finance & Accounting Case Studies Seminar

	dule Tit	tle english:		Finance & Accounti	ing Case Stu	dies Semi	nar		
Cou	rse Pro	ogram:		Bachelor Economic	:S				
1	Modu	ule No: WPB ;	o: WPB 7 State: Elective Language of Instr		of Instruc	action: German or English			
2	Turn: each winter semester Module Structure:			Duration: 1 semester	Semester: 4 or 5 or 6		CP: 6	Workload ((h): 180
	Modu	ule Structure	:						
	No	Туре	Co	urse			State	Workload (h))
3								Presence (h + CH)	Self- Study (h)
	1	Seminar	Fin	ance & Accounting C	ase Studies	Seminar	Elective	30 h (2 CH)	150
4	between Cours	een finance a se content:	and a	actical problems. The accounting.	e goal of the	seminar is	s to unde		eraction
4	Course The seconds course course	een finance a se content: seminar cove se is to make ects different ses is enhance	rs se stuc t mo	actical problems. The	e goal of the sics in finance ections betweeler studies.	seminar is e and acco een the di Students	ounting a fferent ar knowled	nd taxes. The eas. Thereby,	eraction aim of th it ous
	Course connected to the studies of t	een finance ase content: deminar cove de is to make ects different des is enhance es have to be ning outcome emic: ents are fami orate account anagement d skills: dition, stude	rs se student to moderate student moderate solutions.	ectical problems. The accounting. Everal intergative topidents aware of connection the bache n certain aspects and ved in groups. With the various form They are able to thin	e goal of the sics in finance ections betweelor studies. d will be practically as of corporations in business or coblems in a	e and according to the finance as context	ounting a fferent ar knowled working o	rstand the internal taxes. The reas. Thereby, lge from previon case studies different systems interdepe	eraction aim of the it ous s. The case
5	Course connected to the studie corporate of materials and comments of the studie corporate of materials and comments of the studie corporate of materials and comments of the studie co	een finance ase content: seminar coverse is to make ects different es is enhance es have to be emic: ents are family prate account anagement diskills: dition, stude munication, peription of posteries.	rs see stude to mode t	ectical problems. The accounting. Everal intergative topidents aware of connection the bache n certain aspects and ved in groups. With the various form They are able to thin ions. can solve complex pr	e goal of the sics in finance ections betweelor studies. d will be practically as of corporations in a resolution si	e and according to the finance as context	ounting a fferent ar knowled working o	rstand the internal taxes. The reas. Thereby, lge from previon case studies different systems interdepe	eraction aim of the it ous s. The case
5	Learr Acad Stude corpe of ma Soft sin ad comm	een finance as se content: seminar coverse is to make ects different es is enhance es have to be ning outcome emic: ents are family orate account anagement diskills: dition, stude munication, peription of pos	rs see stude to mode t	everal intergative topic dents aware of connections aware of connections from the backers and ved in groups. With the various form They are able to thin ions. Can solve complex prentation and conflict	e goal of the sics in finance ections betweeler studies. It will be practically as of corporations in a resolution sice modules:	e and accordent to the finance as context team. The kills.	ounting a fferent ar knowled working o	rstand the internal taxes. The reas. Thereby, lge from previon case studies different systems interdepe	eraction aim of the it ous s. The cas
5	Learn Acad Stude corpor of ma Soft sin ad comm	een finance as se content: seminar coverse is to make ects different es is enhance es have to be ning outcome emic: ents are family orate account anagement diskills: dition, stude munication, peription of pos	rs see stude to mode t	everal intergative topic dents aware of connections dules from the bachern certain aspects and ved in groups. with the various form They are able to thin ions. can solve complex prentation and conflict the electives within the electives w	e goal of the sics in finance ections betweeler studies. It will be practically as of corporations in a resolution sice modules:	e and accordent to the finance as context team. The kills.	ounting a fferent ar knowled working o	rstand the internal taxes. The reas. Thereby, lge from previon case studies different systems interdepe	eraction aim of the it ous s. The cas
5	Learn Acad Stude corpor of ma Soft sin ad comm	een finance as se content: eminar coverse is to make ects different es is enhance es have to be ning outcome emic: ents are family orate account anagement diskills: dition, stude munication, pription of positionation: Example exam	rs see stud to more see stud to more see solutions. The second sees solutions are seen sees sees to make the second sees to make the second sees to make the second sees to make the second sees to make the second sees to make the second sees to make the second sees to make the second secon	everal intergative topic dents aware of connections dules from the bachern certain aspects and ved in groups. with the various form They are able to thin ions. can solve complex prentation and conflict the electives within the electives w	e goal of the sics in finance ections betweelor studies. d will be practically as of corporation in a resolution sice modules:	e and accordent to the finance as context team. The kills.	ounting a fferent ar knowled working o	rstand the internal taxes. The reas. Thereby, lge from previon case studies different systems interdepe	eraction aim of the it ous s. The cas

	2	Case study			approx. 7 pa	iges	40 %
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:						
	Pres	sence (see part 3)	No 1			1.00	CP
11	Pole	evant Work (see part 8)	No 1			3.00	СР
		evant work (see part o)	No 2			2.00	СР
	Tota	al				6 CP	
12	Weight of the module grade for the overall grade: 6/174 (3,45%)						
13	The k	ule Prerequisites: knowledge of the second yea nce is expected.	r of study, espe	cially	y in accountii	ng, tax	kations, and corporate
14		ence: ence is strongly recommende	ed to warrant lea	arnin	g success		
	Mob	ility/Acknowledgement:					
15	Use of the module for other course programs Bachelor Business Administration						
16	Responsible Lecturer: Prof. Dr. Thomas Langer, Professor Dr. Christoph Watrin Department: School of Business and Economics						
17		Misc.: Track: Accounting (additional module).					

Financial Restructuring

Mod	dule Title english:	Financial Restructuring				
Cou	rse Program:	Bachelor Economics				
1	Module No: WPB 8	State: Elective	Language of Instruction: English			
2	Turn: each summer semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180	

Module Structure:

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:

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4

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:

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:

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

	Relev	ant Work:		
	No	Number and Type; Connection to Course	Duration	Part of final mark in %
8	1	Written exam	maximum of 120 min.	70 %
	2	Case Studies	max. 12 pages	30 %

9 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:

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Drasansa (saa narta)	No 1	1.00 CP
Presence (see part 3)	No 2	1.00 CP
Delevent Work (see next 9)	No 1	3.00 CP
Relevant Work (see part 8)	No 2	1.00 CP
Total		6 CP

Weight of the module grade for the overall grade: 6/174 (3,45%)

Module Prerequisites:

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

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

Foundations of Sustainable Finance

Мо	dule Title english:	Foundations of Sustainable Finance					
Cou	rse Program:	Bachelor Economics					
1	Module No: WPB 9	State: Elective	Language of Instruction: English				
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180		

Module Structure:

	No	No Type Course S		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

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Within the tutorial, students work together in teams to prepare and present case studies. Thereby,

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	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	Desc	ription of possible electives	within the	mod	ules:			
7	Examination: Examinations for every part of the module							
	Relevant Work:							
	No	Number and Type; Connect Course	ion to	Du	ration		Part of final mark in %	
8	1	Written exam		90	min.		85 %	
	2	Case study with presentation groups)	on (in		ximum of 20 pag ximum of 30 min		15 %	
9	Study Work: none							
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.							
	CP Assignment:							
	Presence (see part 3)		No 1			1.00 CP		
11			No 2			1.00 CP		
	Relevant Work (see part 8)		No 1			3.00 CP		
			No 2			1.00 CP		
	Total					6 CP		
12	Weight of the module grade for the overall grade: 6/174 (3,45%)							
13	Module Prerequisites: Required knowledge is the course "Corporate Finance". The number of participants can be restricted.							
14	Presence: Presence is strongly recommended to warrant learning success.							
	Mob	ility/Acknowledgement:						
15	Use	of the module for other cour	rse program	ıs	Bachelor Busine	ss Adminis	stration	

16	Responsible Lecturer: Prof. Nadja Guenster	Department: University of Münster, School of Business and Economics
17	Misc.: Track: finance (core module).	

Foundations of Innovation Management

Мо	dule Title english:	Foundations of Inno	Foundations of Innovation Management				
Cou	rse Program:	Bachelor Economic	Bachelor Economics				
1	Module No: WPB 10	State: Elective	Language of Instruction: German or English				
2	Turn: each summer semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180		

Module Structure:

	No	Туре	Course	State	Workload (h)		
3					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.

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		Soft skills: Upon completion of the course the student is able to evaluate empirical research based on own experiences engage in discipline-specific discussions.								
6	Desc none	Description of possible electives within the modules: none								
7	Exam	ination: Examinations for ev	very part of the	modı	ıle					
8	Relev No	rant Work: Number and Type; Connecti	ion to Course		Duration	Part of final mark in %				
	1	Written exam on Innovation	Management		60 min.	100 %				
9	Study Work: No Number and Type; Connection to Course 1 Practical exercises on Innovation Management in groups					Duration 240 min.				
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.									
	CP Assignment:									
	Presence (see part 3)		No 1		1.	оо СР				
11	- ries	ence (see part 3)	No 2 1.		1.	оо СР				
	Rele	vant Work (see part 8)	No 1 3.0		3.	00 CP				
	Stud	ly Work (see part 9)	No 1 1.00		1.	00 CP				
	Tota	l			6	СР				
12	_	ht of the module grade for th (3,45%)	ne overall grade	e:						
13	Modu None	ıle Prerequisites:								
14	Prese Atten	ence: dance is strongly recommen	ded to warrant	learn	ing success					
15	Mobi	lity/Acknowledgement:								
15	Use	of the module for other cour	se programs	Back	nelor Business	Administration				
16		onsible Lecturer: -Prof. Dr. Thorsten Hennig-Th	nurau		Department: School of Bu	siness and Economics				

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Misc.:

Track: Marketing (core module).

Foundations of Accounting

Mod	dule Title english:	Foundations of Acco	ounting				
Cou	rse Program:	Bachelor Economics					
1	Module No: WPB 11	State: Elective	Language of Instruction: German				
2	Turn: each summer semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180		

Module Structure:

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:

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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:

5 Academic:

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

Examination: Final Module Exam 7

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

Study Work: none 9

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Prerequisites for Credit Points:

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

CP Assignment:

Presence (see part 3)	No 1	1.50 CP
rieselice (see part 3)	No 2	0.50 CP
Relevant Work (see part 8)	No 1	4.00 CP
Total		6 CP

Weight of the module grade for the overall grade: 12 6/174 (3,45%)

Module Prerequisites: 13 none

Presence: 14

Presence is strongly recommended to warrant learning success.

Mobility/Acknowledgement: 15

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

Hello World - Introduction to Data Science

Module Title english:			Hello	Hello World - Introduction to Data Science						
Course Program:			Bach	elor Economics	ı					
1	Mod	u le No: WPB 1	State	: Compulsory	Langi	Language of Instruction: English				
2	Turn:	each winter ester	Durat seme	i on: 1 ster	Seme	ster: 4 or	5 or	CP: 6	Workload	(h): 180
	Modi	ule Structure:								
	No	Туре	Course				State	e	Workload (h)
3									Presence (h + CH)	Self- Study (h)
	1	Lecture	Introductio	n to Data Scier	ice		Com	pulsory	30 h (2 CH)	60
	2	Exercise	Tutorial Int	roduction to Da	ata Scie	nce	Com	pulsory	30 h (2 CH)	60
4	Mod	ule Profile:								
5	Learr	ning outcome	s:							
6	Desc none		ssible electi	ves within the I	nodule	s:				
7	Exam	nination: Fina	al Module Ex	am						
8	No 1	vant Work: Number and Project work		ection to Cours	se	Duration maximum pages				ark in %
9	Stud	y Work: none						<u> </u>		
10	The c	equisites for (redit points v oleted.		5: ed after all rele	vant wo	ork and st	udy w	ork hav	/e been succe	ssfully
	CP As	ssignment:								
	Proc	sence (see pa	rt a)	No 1				1.00 CP		
11		sence (see pa	11.3)	No 2	No 2		:	1.00 CP		
	Rele	evant Work (s	ee part 8)	No 1				4.00 CF)	
	Tota	ıl						6 CP		

12	Weight of the module grade for the overall grade: 6/174 (3,45%)				
13	Module Prerequisites:				
14	Presence: Presence is strongly recommended to warrant learning success.				
45	Mobility/Acknowledgement:				
15	Use of the module for other course programs	Bache	lor Business Administration		
16	Responsible Lecturer: Prof. Dr. Raoul Kübler		Department: University of Münster, School of Business and Economics		
17	Misc.: Track Data Analytics (core subject).				

Human Resource Management & Entrepreneurship

Mod	dule Title english:	Human Resource Management & Entrepreneurship					
Cou	rse Program:	Bachelor Economics					
1	Module No: WPB 13	State: Elective	Language of Instruction: German				
2	Turn: each semester	Duration: 1 semester	Semester: 4 or 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	Human Resource Management & Entrepreneurship	Compulsory	30 h (2 CH)	60
	2	Exercise	Tutorial Human Resource Management & Entrepreneurship	Compulsory	30 h (2 CH)	60

Module Profile:

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				
4	Recruiting:	Introduction to employer branding "War for talents": how can a start-up outperform larger organizations? Personnel marketing in the start-up phase Digitalization in recruiting				
	Assessment:	 Personnel selection according to DIN 33430 for start-ups, including Job analysis Psychometric Properties of test procedures Psychological assessment in personnel selection 				
	HR development:	 Importance of first employees Methods of HR development Strategic personnel development in start-ups Leadership & Teamwork Increasing innovation 				
	The entrepreneur	Entrepreneurs as the centrum of an organization?				

Requirements for entrepreneurs in HR (e.g. HR laws & regulations) 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 economicsadministration 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

8

	Number and Type; Connection to Course	Duration	Part of final mark in %
1	Written exam	90 min.	100 %

9 Study Work: none

10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.								
	CP Assignment:								
	Dungana (and neut a)	No 1			1.00 CP	_			
11	Presence (see part 3)	No 2			1.00 CP				
	Relevant Work (see part 8)	No 1			4.00 CP				
	Total				6 CP				
12	Weight of the module grade for t	he overall grad	de:						
13	Module Prerequisites:								
14	Presence: Presence is strongly recommended	ed to warrant l	earning	success.					
	Mobility/Acknowledgement:								
15	Use of the module for other course programs Bache			elor Business Administration					
16	Responsible Lecturer: Prof. Dr. David Bendig			Department: University of Münster, School of Business and Economics					
17	Misc.:	_							

Consolidated Financial Statements

Мос	dule Title english:	Consolidated Financial Statements					
Cou	rse Program:	Bachelor Economics					
1	Module No: WPB 14	State: Elective	Language of Instruct	ion: Germ	an		
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180		

Module Structure:

	No	Туре	Course	State	Workload	(h)
3					Presence (h + CH)	Self- Study (h)
	1	Lecture	Consolidated Financial Statements	Compulsory	45 h (3 CH)	90
	2	Exercise	Tutorial on Consolidated Financial Statements	Compulsory	15 h (1 CH)	30

Module Profile:

Purpose of the module/integration into curriculum:

Enterprises can be organized in different ways. For example, companies might legally be standalone entities, but, at the same time, they might be economically dependent on each other. These economically interconnected companies, so-called groups, are a challenge to financial reporting, as the individual statements of these companies lack information about the economic situation of the group as a whole. Subject of this module is the consolidation of individual financial statements into group financial statements. Thus, this module deepens students' knowledge on financial reporting.

Course content:

This module focuses mainly on consolidated financial statements prepared under HGB (German-GAAP) and International Financial 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 class. The instructor's role will be to support the learning experience by providing a course structure, course materials, and lectures. **Learning outcomes: Academic:** After 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. **Description of possible electives within the modules:** none **Examination:** Final Module Exam **Relevant Work:** Part of final mark in % Duration No **Number and Type; Connection to Course** 90 min. 100 % Written Exam 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 1.50 CP Presence (see part 3) No 2 0.50 CP **Relevant Work (see part 8)** No 1 4.00 CP **Total** 6 CP Weight of the module grade for the overall grade: 12 6/174 (3,45%)

Recommended: Knowlege based on the modules Foundations of Accounting, and Financial

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Module Prerequisites:

Accounting and Taxation

14	Presence: Presence is strongly recommended to warrant learning success.						
	Mobility/Acknowledgement:						
15	Use of the module for other course programs		or Business Administration, Bachelor ation Systems				
16	Responsible Lecturer: Prof. Dr. Hans-Jürgen Kirsch		Department: School of Business and Economics				
17	Misc.: The module is a core module in the accounting t	rack.					

Management & Governance

Mod	dule Title english:	Management & Governance					
Cou	ırse Program:	Bachelor Economics					
1	Module No: WPB 15	State: Elective	Language of Instruct	ion: Germ	an		
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180		

Module Structure:

No Type		e Course		Workload (h)		
				Presence (h + CH)	Self- Study (h)	
1	Lecture	Organization and Management	Compulsory	37.5 h (2 CH)	45	
2	Lecture	Corporate Governance	Compulsory	37.5 h (2 CH)	45	
3	Exercise	Tutorial on Management & Governance	Compulsory	15 h (1 CH)	30	

Module Profile:

Purpose of the module/integration into curriculum:

The module conveys fundamental aspects of Management and Governance

Course content:

The substantive focus is on the areas of organization, business strategy, human resources management (staffing) and corporate governance. Here, the various concepts will be presented and their strengths and weaknesses will be analysed. These concepts will be illustrated on the basis of selected case studies.

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Themes	Learning objectives
Organisational Design; Strategic Management; Human Ressource Management	Understanding of the basics of Organization Management
Corporate Governance; Two Tier System; Working Council	Understanding of the basics of Corporate Governance

Learning outcomes:

Academic:

The students know different forms of organization, different types of strategies, concepts of human resource management (staffing) and systems of corporate governance. They are in the position to evaluate different management- and process-structures in terms of their efficiency.

Soft skills:

none

6	Description of possible electives none	within the mod	dules:							
7	Examination: Final Module Exam	1								
8	Relevant Work: No Number and Type; Connection to Course Duration Part of final mark in %									
	1 Final written exam		12	120 min.		100 %				
9	Study Work: none									
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.									
	CP Assignment:	_								
		No 1			0.75	CP				
11	Presence (see part 3)	No 2			0.75	CP				
		No 3			0.50					
	Relevant Work (see part 8) Total	No 1		4.00 CP 6 CP						
					0 CF					
12	Weight of the module grade for t	he overall grad	e:							
13	Module Prerequisites:									
14	Presence: Presence is strongly recommend	ed to warrant le	arning s	success						
	Mobility/Acknowledgement:									
15	Use of the module for other cou	Inform	chelor Business Administration, Bachelor Formation Systems, Bachelor Mathematics, aster Physics							
16	Responsible Lecturer: Professor Dr. Gerhard Schewe			Departn School		iness and Economics				
17	Misc.:									

Marketing Analytics

Module Title english: Course Program:		Marketing Analytics									
Cou	rse Pro	ogram:		Bachelor Economics							
1	Module No: WPB 16			State: Elective Lang		guage of Instruction: Er			nglish	1	
2	Turn: each summer semester		ner		Semes or 6	ster: 4 o	Or 5 CP: 6 Wo		Workload (h): 18		
	Mod	ule Structur	e:								
	No	Туре	Cours	e			State		Wor	kload (h	1)
									Pres (h +	sence CH)	Self- Study (h)
3	1	Lecture	Marke	t Research			Comp	ulsory	22.5 CH)	; h (1	45
	2	Lecture	Marke	ting Operations			Comp	ulsory	22.5 CH)	; h (1	45
	3	Exercise Tutorial on Marketing Analytics			_		Compulsory				
<i>I</i> 1	Mode	ule Profile: ose of the m	nodule/ir	ntegration into curricul	lum:				 		30
	Mode Purpe The r Scien	ule Profile: ose of the m	nodule/ir ts on the ata Scien	ntegration into curricul contents of the module	lum:	rketing N			 		
5	Mode Purpe The r Scier Learn Acad M	ule Profile: ose of the module builtince 1 and Daning outcomemic:	nodule/ir ts on the ata Scien	ntegration into curricul contents of the module	lum: es Mar	rketing <i>N</i>			 		
5 6	Mode Purpe The r Scier Learn Acad M	ule Profile: ose of the m nodule built nce 1 and Da ning outcom emic:	nodule/ir ts on the ata Scien nes:	ntegration into curricul contents of the modulo ce 2.	lum: es Mar dules:				 		1
	Mode Purpor Their Scient Acad M Descione	ule Profile: ose of the module builtince 1 and Daning outcomemic: ription of point on the point of point work:	nodule/ir ts on the ata Scien nes: ossible e	ntegration into curricul contents of the modulo ce 2.	lum: es Mar dules:		Manag	ement,	Anal		B&E, Dat
6	Mode Purpor The riscient Scient Acad M Descione Exam	ule Profile: ose of the module builtince 1 and Daning outcomemic: ription of point on the point work: Number and Daning outcomemic in the point work:	nodule/ir ts on the ata Scien nes: pssible e	ntegration into curricul contents of the module ce 2.	lum: es Mar dules:	ıle	Manag n	ement,	Anal	ysis for	B&E, Dat
6	Model Purporther Scient Acade M Desconone Exam	ule Profile: ose of the module builtince 1 and Daning outcomemic: ription of point work: Number and Written example.	nodule/ir ts on the ata Scien nes: ossible e	ntegration into curricul contents of the module ce 2. lectives within the module ons for every part of the connection to Course	lum: es Mar dules:	ıle Duratio	Manag	ement,	Anal	ysis for	B&E, Da
5 6	Modi Purp The r Scier Learr Acad M Desc none Exam	ule Profile: ose of the module builtince 1 and Daning outcomemic: ription of point work: Number and Written example.	nodule/ir ts on the ata Scien nes: ossible e tamination and Type; of am on Ma	lectives within the module ons for every part of the Connection to Course arket Research (No. 1)	lum: es Mar dules:	ule Duration 60 min.	Manag	ement,	Anal	ysis for	B&E, Da

	CP Assignment:							
		No 1		0.75 CP				
	Presence (see part 3)	No 2		0.75 CP				
11		No 3		o.50 CP				
	Relevant Work (see part 8)	No 1		2.00 CP				
		No 2		2.00 CP				
	Total			6 CP				
12	Weight of the module grade for t	he overall grad	e:					
13	Module Prerequisites: Recommendation: Modules Mark	keting Managem	nent, Mat	hematik, Statistik I, and Statistik II.				
14	Presence: Presence is strongly recommended	ed to warrant le	arning su	ccess				
	Mobility/Acknowledgement:							
15	Use of the module for other cou	rse programs		Bachelor Business Administration, Bachelor Information Systems				
16	Responsible Lecturer: Professor Dr. Manfred Krafft			Department: School of Business and Economics				
17	Misc.:							

Marketing Management

Мо	dule Title english:	Marketing Management				
Cou	rse Program:	Bachelor Economics				
1	Module No: WPB 17	State: Elective	Language of Instruction: English		sh	
2	Turn: each summer semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180	

Module Structure:

No	Туре	Type Course St		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:

3

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.
4	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.

	Con	nmunication		ibe basic elements and factors that influ	_		nunication strategies. To ess of advertising		
	campaigns.								
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	Description of possible electives within the modules: none								
7	Exan	nination: Final Mod	lule Exam						
8	Rele No	vant Work: Number and Type	; Connecti	on to Course	Duration		Part of final mark in %		
	1	Final written exam	l	90 min.		100 %			
9	Stud	y Work: none							
10	The	equisites for Credit credit points will be pleted.		ıfter all relevant wor	k and study wo	ork ha	ave been successfully		
	CP A	ssignment:							
	Duoi	(nowt -)		No 1	1.	.00 C	P		
11	Pres	sence (see part 3)		No 2	1.	1.00 CP			
	Rele	evant Work (see par	t 8)	No 1	4	.00 C	P		
	Total 6 CP								
				·	Weight of the module grade for the overall grade: 6/174 (3,45%)				
12	_	ght of the module g	rade for th	ne overall grade:					

14	Presence: Attendance is strongly recommended to warrant learning success							
	Mobility/Acknowledgement:	Mobility/Acknowledgement:						
15	Use of the module for other course programs	Bachelor Business Administration, Bachelor Information Systems, Bachelor Mathematics, Master Physics						
16	Responsible Lecturer: Professor Dr. Thorsten Wiesel		Department: School of Business and Economics					
17	Misc.:							

Marketing Strategy in Action

Module Title english:				Marketing Strategy in Action							
Cou	Course Program:			Bachelor Economics							
1		ı le No: WPB 1	18	State: Elective							
2		each summe		Duration: 1 semester		ter: 4 or		СР			ı d (h): 180
	Modu	ıle Structure:	:								
	No	Туре	Cour	se			Stat	e	Wor	kload (h)	
3									Pres	sence (h I)	Self- Study (h)
	1	Seminar	Mark	eting Strategy in Acti	on		Elec	tive	30 h	(2 CH)	150
4	Modu	ıle Profile:									
6	- Anti	cipate and fo	recast	synthesize the influe t changes in competi electives within the i	tor and c	ustome			_	nizational	forces.
7	Exam	ination: Fina	al Mod	ule Exam							
8	Relev No			Connection to Cours		Duratio		nin.	Pa i		mark in %
	Study Work: No Number and Type; Connection to Course Duration										
9	1	written exan	n						45 m	iin.	
	2	presentation (in group) approx. 30 min.									
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.										
11	CP As	ssignment:									

	Presence	No 1		1.00 CP			
	Relevant Work (see part 3)	No 1		4.00 CP			
	Study Work (see part 9)	No 1		0.50 CP			
	Study Work (see part 8)	No 2		0.50 CP			
	Total			6 CP			
12	Weight of the module grade for the overall grade: 6/174 (3,45%)						
13	Module Prerequisites:						
14	Presence: Presence is strongly recommende	d to warrant le	arning	success.			
	Mobility/Acknowledgement:						
15	Use of the module for other course programs Bachelor Business Administration, Bainformation Systems						
16	Responsible Lecturer: Professor Dr. Manfred Krafft			Department: University of Münster, School of Business and Economics			
17	Misc.: The module is a core module in the marketing track.						

Public Firms

Public Fillis										
Мос	dule Ti	tle english:		Public Firms						
Cou	rse Pr	ogram:		Bachelor Economics						
1	Mod	ule No: WPB	19	State: Elective	Langua	ge of Instruc	tion: Ge	erman		
2	Turn:	each winter		Duration: 1 semester	Semes 6	ter: 4 or 5 or	CP: 6	Workload	(h): 180	
	Mod	ule Structure):							
	No	Туре	Cour	se		State	9	Workload (h)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	Publi	c Firms		Com	pulsory	30 h (2 CH)	60	
	2	Exercise	Exerc	ise Public Firms		Com	pulsory	30 h (2 CH)	60	
5	Learn Acad The s know Soft	The module can be understood by itself, however, see 12. Course content: Subject of this module are the peculiarities of public firms. Learning outcomes: Academic: The students recognise the peculiarities of public firms and can apply their general management knowledge on them. Soft skills: The students learn to understand and actively apply arguments. The exercise includes teamwork and the application of presentation skills.								
6	Desc	-	ssible	electives within the n	nodules:					
7	Examination: Examinations for every part of the module									
	Relevant Work: No Number and Type; Connection to Course Duration Part of final mark in %						ark in %			
	1	Written exa	m on P	ublic Firms		90 min.	50	o %		
8		Work in Exe	ercises:							
	2	Assignmen	ts			3 x 2 p.	3	x 5.6 %		
	3	Short Präse	ntation	1		10 min.	16	5.6 %		
	4	Test exam				90 min.	16	5.6 %		

9	Study Work: none					
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.					
	CP Assignment:					
	Durance (our mont o)	No 1		1.00 CP		
	Presence (see part 3)	No 2		1.00 CP		
11		No 1		2.00 CP		
	Relevant Work (see part 8)	No 2		3 x o.33 CP		
	Retevant Work (see part 8)	No 3		o.50 CP		
	No 4			o.50 CP		
	Total			6 CP		
12	Weight of the module grade for the overall grade: 6/174 (3,45%)					
13	Module Prerequisites: Knowledge of foundations of ma	nagement and <i>l</i>	Microeco	onomics I.		
14	Presence: Presence is strongly recommend	ed to warrant le	arning sı	uccess		
	Mobility/Acknowledgement:					
15	Use of the module for other course programs Bachelor Business Administration, Bachelor Politics and Economics and Law, Dual Bachelor Economics					
16	Responsible Lecturer: Prof. Dr. Alexander Dilger			Department: School of Business and Economics		
17	Misc.:					

Operations Management

Мо	dule Title english:	Operations Management					
Cou	rse Program:	Bachelor Economics					
1 Module No: WPB 20		State: Elective	Language of Instruc	Language of Instruction: German or English			
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180		

Module Structure:

No	Туре	Course	State	Workload (h)
				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:

3

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.

	i -					_			
	Quality Management	approaches to it. Learn th	ne use of contro	Management approaches to it. Learn the use of control charts in quality management an be able to determine if a process meets required tolerance limits.					
Inventory Management inventory control. Be able to apply various techniques to de frequency and level of orders. Understand the interaction of management with demand forecasting and how it relates to supply chain.					ies to determin action of invent	e the tory			
	Production Planning	Understand the different manufacturing resource pmanufacturing. Be able to Planning.	olanning as we	ll as just-in-	time production	n and lean			
	Scheduling Operations	Know the objectives of somethods, e.g., distributing determining the order in apply different approaches	ng tasks to diffe which they are	erent proces processed.	sing stations a	nd			
5	methods of Opera and apply the tau Soft skills: By preparing and during their self-s discussion forum	ld demonstrate the ability to ations Management, to apply	y that knowled nts and tasks g r team work sk Furthermore, th	ge to a new iven in the eill. This is suis course in	context, and to exercise in work upported by a L acreases their a	integrate kgroups earnweb			
6	Description of po	ssible electives within the n	nodules:						
	Examination: Final Module Exam								
7		al Module Exam							
7		al Module Exam			1				
7	Examination: Fin. Relevant Work:	al Module Exam d Type; Connection to Cours		on	Part of final m	ıark in %			
	Examination: Fin. Relevant Work:	d Type; Connection to Cours			Part of final m	nark in %			
	Examination: Fine Relevant Work: No Number and	d Type; Connection to Cours	e Durati			nark in %			
8	Examination: Find Relevant Work: No Number and 1 Final writter Study Work: none Prerequisites for	d Type; Connection to Cours	e Durati 90 mi	n.	100 %				
9	Relevant Work: No Number and 1 Final writter Study Work: none Prerequisites for The credit points	d Type; Connection to Cours n exam c Credit Points:	e Durati 90 mi	n.	100 %				

		No 2			1.00 CP
	Relevant Work (see part 8)	No 1			4.00 CP
	Total				6 CP
12	Weight of the module grade for the 6/174 (3,45%)	ne overall grade	: :		
13	Module Prerequisites: Students should have successfull lectures "Analysis for Business/Ed	• •			· · · · · · · · · · · · · · · · · · ·
14	Presence: Presence is strongly recommende	d to warrant lea	arning	g success	
	Mobility/Acknowledgement:				
15	Use of the module for other cours	se programs		nelor Busine mation Syst	ss Administration, Bachelor ems
16	Responsible Lecturer: Prof. DrIng. Bernd Hellingrath			Departmen School of I	nt: Business and Economics
17	Misc.: For the Bachelor Business Admini subject).	stration: Track	Opera	ations & Sup	oply Chain Management (core

Price Management

Мос	dule Title english:	Price Management			
Cou	rse Program:	Bachelor Economics			
1	Module No: WPB 21	State: Compulsory	Language of Instruct	t ion: Engli	ish
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 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:

3

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:

Themes

Price Monitoring and

Adjustment

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.

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 Communication
and Implementation

Students will understand the fundamentals of behavioral pricing and learn what business decisions need to be made when implementing

selected tools of price controlling.

Students understand the functions of price monitoring and can explain

Learning objectives

_					
5	Learning outcomes: Academic: Students will be able to probusiness perspective; - separate assign them to the different stamathematical considerations for function or price optimization; - decisions. Soft skills: Since the module is conducted promoted.	e strategic and o ges of the price n or price managem - apply behaviora	perational aspenanagement pro nanagement pro nent such as the l and psycholog	cts of process; - analysi ical asp	rice management and perform basic s of a price-demand pects to support pricing
6	Description of possible elective none	es within the mod	Iules:		
7	Examination: Final Module Exa	m			
8	Relevant Work: No Number and Type; Conne	ction to Course	Duration		Part of final mark in %
	1 Written exam		90 min.		100 %
9	Study Work: none				
10	Prerequisites for Credit Points: The credit points will be granted completed.		t work and stud	y work ł	nave been successfully
	CP Assignment:				
	Draganga (saa navt a)	No 1		1.00	СР
11	Presence (see part 3)	No 2		1.00	СР
	Relevant Work (see part 8)	No 1		4.00	СР
	Total			6 CP	
12	Weight of the module grade for 6/174 (3,45%)	the overall grad	e:		
13	Module Prerequisites:				
14	Presence: Attendance is strongly recommo	ended to enhanc	e learning.		
	Mobility/Acknowledgement:				
15	Use of the module for other co	urse programs	Bachelor Busir Information Sy		ministration, Bachelor

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

Principles of Entrepreneurship

Mar										
Module Title english: Course Program:				Principles of Entrepre	neurship					
Course Program: Module No: WPB 22				Bachelor Economics						
1 Module No: WPB 22				State: Compulsory	Language of Instruction: English			sh		
2	Turn:	each summ	ier	Duration: 1 semester	Semester: 4	or 5 or	Or 5 Or CP: 6 Workload (d (h): 180	
	Modu	ule Structure	e:							
	No	Туре	Cou	rse		State		Wo	orkload (h)
3									esence + CH)	Self- Study (h)
	1	Lecture	Prin	ciples of Entrepreneurs	hip	Compi	ulsory	30	h (2 CH)	60
	2	Exercise	Tuto	rial Principles of Entrep	reneurship	Compi	ulsory	30	h (2 CH)	60
	know	_		•	duction to the topic of entrepreneurship. The learning content incluneurship with regard to entrepreneurial decision-making, the creation recognition of opportunities and risks. Participants will learn how to					
4	Cours This is fundational busing think	vledge from one content: module give amentals of ness models	other r s an ir entrep and tl	nodules is required. troduction to the topic reneurship with regard	of entrepreneu to entrepreneu tunities and ris	urship. T urial dec sks. Part	he lea cision- cicipan	rnin; mak ts w	g content ing, the c ill learn h	reation of low to
5	Cours This is funda busir think proce Learn Acad The s - deve - und - deve - com - und Soft s	vledge from of se content: module give amentals of ness models and act entesses. Ining outcomemic: students elop a proformerstand how elop an underprehend the lerstand how skills: students lear	s an ir entrep and the reprenders: und und v to made erstander relev v to fin	nodules is required. Itroduction to the topic Ireneurship with regard The recognition of oppor	of entrepreneuto entrepreneutunities and rissuccessful impereneurial medichallenges corocesses for new product growth of a reserved.	urship. T urial dec sks. Part olement indset oncernir uct deve	the leacision- cicipan ation control	rnin mak ts w of id	g content ing, the c vill learn h eas and i	reation of now to nnovation ctivities
	Learn Acad The s - dev - und - dev - com - und Soft s (option	vledge from of se content: module give amentals of ness models and act entresses. Ining outcomedic: students elop a proform lerstand how elop an underprehend the lerstand how skills: students learn onal) ription of po	s an ir entrep and the reprenders: und und v to made erstander relevers v to finders of the control of the cont	nodules is required. Itroduction to the topic reneurship with regard recognition of opportunities and ding of the innovation pance of customer needs ance the foundation and	of entrepreneuto entrepreneutunities and rissuccessful impereneurial medichallenges coorocesses for new product digrowth of a restakeholders of	urship. T urial dec sks. Part olement indset oncernir uct deve	the leacision- cicipan ation control	rnin mak ts w of id	g content ing, the c vill learn h eas and i	reation of now to nnovation ctivities
5	Learn Acad The s - devi - und Soft s (option	vledge from of se content: module give amentals of ness models and act entresses. Ining outcomedic: students elop a proform lerstand how elop an underprehend the lerstand how skills: students learn onal) ription of po	s an ir entrep and the reprenders: und understander	nodules is required. Itroduction to the topic reneurship with regard recognition of opportenial, allowing for the entanage opportunities and ding of the innovation pance of customer needs ance the foundation and to convince important	of entrepreneuto entrepreneutunities and rissuccessful impereneurial medichallenges coorocesses for new product digrowth of a restakeholders of	urship. T urial dec sks. Part olement indset oncernir uct deve	the leacision- cicipan ation control	rnin mak ts w of id	g content ing, the c vill learn h eas and i	reation of now to nnovation ctivities

	No	Number and Type; Connect	tion to Course	Du	ration	Part of final mark in %
	1	Written exam		120	o min.	100 %
9	Stud	y Work: none				
10	The	equisites for Credit Points: credit points will be granted pleted.	after all relevar	nt work aı	nd study work h	nave been successfully
	СР А	ssignment:				
	Prof	sence (see part 3)	No 1		1.00	СР
11	–	sence (see part 3)	No 2		1.00	СР
	Rele	evant Work (see part 8)	No 1		4.00	СР
	Tota	al			6 CP	
12	_	ght of the module grade for t 4 (3,45%)	he overall grad	le:		
13	Mod none	ule Prerequisites:				
14	Pres	ence:				
	Mob	ility/Acknowledgement:				
15	Use	of the module for other cou	rse programs		or Business Adr tion Systems	ministration, Bachelor
16	-	oonsible Lecturer: Dr. David Bendig			11	Münster, School of d Economics
17	Misc Track	:.: k: Entrepreneurship and Inno	ovation – core c	ourse		

Quantitative Methods in Logistics

Mod	dule Title english:	Quantitative Method	ds in Logistics		
Cou	rse Program:	Bachelor Economics	i		
1	Module No: WPB 23	State: Elective	Language of Instruct	ion: Germ	an
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180

Module Structure:

	No Type Course		Course	State	Workload (h)
3					Presence (h + CH)	Self- Study (h)
	1	Lecture	Quantitative Methods in Logistics	Compulsory	30 h (2 CH)	60
	2	Exercise	Practice Quantitative Methods in Logistics	Compulsory	30 h (2 CH)	60

Module Profile:

3

Purpose of the module/integration into curriculum:

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.

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.

		icle Routing olems	problems mat solution meth	hematically. Ge ods for vehicle i	iting problems are to know and be routing problems method for vehic	e able to appl s. Understand	y the principal d the relationship
	Inventory Management Problems Be able to identify inventory management problems and to model inventory management Problems Problems Be able to identify inventory management problems and to model inventory management problems for inventory management problems. Understand the relationship between model and solution method for inventory management problems.						e able to apply the olems. Understand
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 inventory management. Moreover the attendees are able to model the identified decision problem formally, and to create model variants such that different types of solution methods can be applied. The						
	Description of possible electives within the modules: none						
6			Sible electives	within the modi	utes:		
7	none			very part of the r			
	Exan						
7	Exan	nination: Exar		very part of the r			Part of final mark in %
	Exan Rele	nination: Exar	ninations for ev	very part of the r	module	o min.	
7	Exan Rele	vant Work: Number and Written exam Case studies	ninations for ev	very part of the r	nodule Duration	pages,	in %
7	Rele No 1 2	vant Work: Number and Written exam Case studies	ninations for ex	very part of the r	Duration maximum of 12 maximum of 20	pages,	in % 50 %
8	Rele No 1 2 Stud	vant Work: Number and Written exam Case studies presentation y Work: none equisites for C	redit Points:	very part of the r	Duration maximum of 12 maximum of 30 maximum of 30	pages, o min.	in % 50 %
8	Rele No 1 2 Stud	vant Work: Number and Written exam Case studies presentation y Work: none equisites for Coredit points w	redit Points:	very part of the r	Duration maximum of 12 maximum of 30 maximum of 30	pages, o min.	in % 50 % 50 %
8	Rele No 1 2 Stud Prere The complete of the c	vant Work: Number and Written exam Case studies presentation y Work: none equisites for Coredit points we pleted. ssignment:	Type; Connecti with written as (can be in ground product) redit Points: ill be granted a	very part of the r	Duration maximum of 12 maximum of 30 maximum of 30	pages, o min.	in % 50 % 50 %
7 8 9 10	Rele No 1 2 Stud Prere The complete of the c	want Work: Number and Written exam Case studies presentation y Work: none equisites for Caredit points we pleted.	Type; Connecti with written as (can be in ground product) redit Points: ill be granted a	very part of the residence of the residence of the course	Duration maximum of 12 maximum of 30 maximum of 30	pages, o min. work have be	in % 50 % 50 %

	Relevant Work (see part 8)	No 1		2.00 CP
	Ketevant work (see part 8)	No 2		2.00 CP
	Total			6 CP
12	Weight of the module grade for the overall grade: 6/174 (3,45%)			
13	Module Prerequisites: The number of participants can be restricted.			
14	Presence: Presence is strongly recommended to warrant learning success.			
	Mobility/Acknowledgement:			
15	Use of the module for other course programs		Bachelor Business Administration, Bachelor Information Systems	
16	Responsible Lecturer: Dr. Stephan Meisel			Department: University of Münster, School of Business and Economics
17	Misc.:			

Seminar in Business I

Мо	dule Ti	tle english:	Seminar in Busines	s I			
Cou	ırse Pro	ogram:	Bachelor Economics	S			
1	Modu 24	ı le No: WPB	State: Elective	Language of Instruction: German or English			
2	Turn:	each ester	Duration: 1 semester	Semester: 4 or 5 o	CP: 6	Workload (I	1): 180
	Modu	ıle Structure	:				
	No	Туре	Course		State	Workload (h	ı)
3						Presence (h + CH)	Self- Study (h)
	1	Seminar	Seminar in Business A	Administration	Compulsory	30 h (2 CH)	150
	know		ow to work scientifically pecific business subjec		enting a term p	paper and get	in-depth
4	know Cours Withi Busir prese Admi with	ledge on a secontent: In the seminates Administration has scientific me	ow to work scientifically pecific business subjectar, students write a term stration. The subjects valor in group, depending as the goal that students thods within a prescribed to present the results	by writing and present. In paper to a specifically in time and can be on seminar) and distilled the seminary and distilled to the seminar, to present the present to present the seminary to present the seminary to present the seminary to present the seminary to present the seminary to present the seminary to present the seminary to present the seminary to present the seminary to present the seminary to present the seminary to present the seminary to present the seminary to present the seminary to present the seminary to present the seminary the seminary to present the seminary the se	subject in one be interdiscipli scussed. The S dually work or esent the resul	e of the fields nary. The par seminar in Bu n a business p ts in the pape	of per will be siness problem er in an
5	know Cours Withi Busir prese Admi with s adeq Bach Learr Acad Stude learn the s their	rledge on a see content: In the seminates Administration has scientific measure way and elor's thesis ents broader how to integricentific liter own thought skills: Ite a scientific	ow to work scientifically pecific business subjected, students write a term stration. The subjects valor in group, depending as the goal that students thods within a prescribed to present the results at and deepen their know grate different contents ature, to reflect on students.	by writing and present. In paper to a specifically in time and can be on seminar) and displayed time-span, to present the seminar. Study of Business Administics critically, to structure.	subject in one pe interdiscipli scussed. The Stude of Busines stration. They scture a problem	e of the fields nary. The pap seminar in Bu n a business p ts in the pape prepared to w ss Administra are trained to m and to form	of per will be siness problem er in an vrite the tion. They wirk with
	know Cours Withi Busir prese Admi with adeq Bach Learr Acad Stude learn the s their Soft	rledge on a see content: In the seminates Administration has cientific measure way and elor's thesis ents broader how to integrically interesting outcome contific liter own thought skills: Ite a scientific	ow to work scientifically pecific business subjectar, students write a term stration. The subjects valor in group, depending as the goal that students thods within a prescribed to present the results at and deepen their know grate different contents at attre, to reflect on studies clearly.	by writing and present. In paper to a specifically in time and can be on seminar) and displayed time-span, to present the seminar. Study of Business Administics critically, to structed and self-management.	subject in one pe interdiscipli scussed. The Stude of Busines stration. They scture a problem	e of the fields nary. The pap seminar in Bu n a business p ts in the pape prepared to w ss Administra are trained to m and to form	of per will be siness problem er in an vrite the tion. They wirk with
5	know Cours Withi Busir prese Admi with sadeq Bach Learr Acad Stude learn the s their Soft s To wr work	rledge on a secontent: In the seminates Administration has cientific measure way and elor's thesis ring outcome emic: In the seminates of the second for the semical of the second for t	w to work scientifically pecific business subjectar, students write a term stration. The subjects valor in group, depending as the goal that students thods within a prescribed to present the results. es: and deepen their know grate different contents ature, to reflect on studies clearly. ic text (term paper), time	by writing and present. In paper to a specifically in time and can be on seminar) and displayed time-span, to present the seminar. Study of Business Administics critically, to structed and self-management.	subject in one pe interdiscipli scussed. The Stude of Busines stration. They scture a problem	e of the fields nary. The pap seminar in Bu n a business p ts in the pape prepared to w ss Administra are trained to m and to form	of per will be siness problem er in an vrite the tion. They wirk with

	No	Number and Type; Connecti Course	on to	Duratio	n		Part of final mark in %
	1	Term paper and presentatio discussion	n with		ım of 15 page ım of 90 min.		100 %
9	Stud	ly Work: none					
10	The	equisites for Credit Points: credit points will be granted a pleted.	fter all rele	vant wo	rk and study v	work have l	been successfully
	СРА	ssignment:					
11	Pre	sence (see part 3)	No 1			1.00 CP	
	Rel	evant Work (see part 8)	No 1			5.00 CP	
	Tota	al				6 CP	
12	_	ght of the module grade for the $(3,45\%)$	ne overall g	rade:			
13		ule Prerequisites: number of participants in the	seminar ca	n be lim	ited.		
14		ence: ence is recommended to warr	ant learnin	g succe:	SS.		
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cour	se program	s Bac	chelor Busine	ss Adminis	stration
16		oonsible Lecturer: essor Dr. Peter Kajüter			Department University o and Econom	f Münster,	School of Business
17	Misc						

Seminar in Business II

Sei								
Мо	Module Title english: Course Program:			Seminar in Business	s II			
Cou	ırse Pro	ogram:		Bachelor Economics	5			
1	Modu 25	ı le No: WPB		State: Elective	Language of Instruction: German or English			
2	Turn: each semester			Duration: 1 semester	Semester: 4 or 5 o	r CP: 6	Workload (I	1): 180
	Modu	ule Structure	e:					
	No	Туре	C	ourse		State	Workload (h)
3							Presence (h + CH)	Self- Study (h)
	1	Seminar	S	eminar in Business A	dministration	Compulsory	30 h (2 CH)	150
	Purpo Studo know	ents learn ho	ow t	tle/integration into continus on work scientifically lessific business subject	by writing and prese	enting a term p	paper and get	in-depth
4	Purpo Stude know Cours Withi Busin prese Admi with s	ents learn how ledge on a secontent: in the seminates Administration has scientific me	ow to spector ar, so strate or it as the thool of the the the the the the the the the the	o work scientifically l	by writing and present. paper to a specific ry in time and can be on seminar) and disent to be indivised time-span, to pre	subject in one e interdiscipli cussed. The S dually work or sent the resul	e of the fields inary. The par Seminar in Bu n a business p ts in the pape	of per will be siness problem er in an
5	Purpo Stude know Cours Within Busing prese Adming with staded Bach Learn Acad Stude learn the stades	ents learn how ledge on a see content: In the seminates Administration has scientific meauate way and lear's thesis learns broader how to integrate own thought skills:	ar, s stra or i as the thoo d to s. es: n an an grat ratu	o work scientifically later cific business subject students write a term tion. The subjects vary group, depending the goal that students des within a prescribe present the results in the deepen their known edifferent contents or to reflect on studing the cific to reflect on studing the cific between the results in the cific to reflect on studing the cific between the cific to reflect on studing the cific between the cific to reflect on studing the cific between the cific betw	paper to a specific ry in time and can be on seminar) and distinct time and can be on the seminar. Study and the seminar. Study are seminar. Study are seminar. Study are seminar. Study are seminar.	subject in one e interdiscipli cussed. The S dually work or sent the resultents are thus lds of Busines tration. They sture a problem	e of the fields inary. The pap Seminar in Bu n a business p ts in the pape prepared to w ss Administra are trained to m and to form	of per will be siness problem er in an vrite the tion. They wirk with
	Purpostude know Cours Within Busing prese Admin with sadeq Bach Learn Acad Stude learn the satheir Soft same work.	ents learn how ledge on a see content: In the seminates Administration has scientific meauate way and lear's thesis learns broader how to integrate a scientific liter own thought skills: Interior of portion of portion of portion of portion of portion of portion as seen than the skills: Interior of portion of portion of portion of portion of portion of portion as seen than the skills:	ar, s stra or i as the thoo d to s. es: n an an grat raturts cl	o work scientifically later business subject students write a term tion. The subjects varing group, depending the goal that students do within a prescribe present the results in the deepen their known e different contents or to reflect on studilearly.	paper to a specific ry in time and can bon seminar) and distilled time-span, to prend the seminar. Study and the seminar. Study are critically, to structed and self-managements.	subject in one e interdiscipli cussed. The S dually work or sent the resultents are thus lds of Busines tration. They sture a problem	e of the fields inary. The pap Seminar in Bu n a business p ts in the pape prepared to w ss Administra are trained to m and to form	of per will be siness problem er in an vrite the tion. They wirk with
5	Purpostude know Cours Within Busing prese Admin with sadeq Bach Learn Acad Stude learn the stheir Soft strong work. Descinone	ents learn how ledge on a see content: In the seminates Administration has scientific means and elor's thesis ents broader how to integrate in the a scientific liter own thought skills: In the a scientific means and elor's thesis ents broader how to integrate in the a scientific liter own thought skills: In the a scientific ents broader own thought skills: In the a scientific ents broader own thought skills: In the a scientific ents broader own thought skills: In the a scientific ents broader own thought skills: In the a scientific ents broader own thought skills: In the seminate scientific ents broader own thought skills: In the seminate scientific ents broader own thought skills: In the seminate scientific ents broader own thought skills: In the seminate scientific ents broader own thought skills: In the seminate scientific ents broader own thought skills: In the seminate scientific ents broader own thought skills: In the seminate scientific ents broader own thought skills: In the seminate scientific ents broader own thought skills: In the scientific ents broader own thought skill ents broader own thought skill ents broader own thought skill ents broader own	ar, s stra or i as the thoo d to i	o work scientifically latific business subject students write a term tion. The subjects varing group, depending the goal that students and within a prescribe present the results in the deepen their known and deepen their known and deepen their known are, to reflect on studilearly.	paper to a specific ry in time and can bon seminar) and distilled time-span, to prend the seminar. Study and the seminar. Study are critically, to structed and self-managements.	subject in one e interdiscipli cussed. The S dually work or sent the resultents are thus lds of Busines tration. They sture a problem	e of the fields inary. The pap Seminar in Bu n a business p ts in the pape prepared to w ss Administra are trained to m and to form	of per will be siness problem er in an vrite the tion. They wirk with

	No	Number and Type; Connection Course	on to	Duratio	n		Part of final mark in %
	1	Term paper and presentation discussion	n with		ım of 15 page ım of 90 min.		100 %
9	Stud	ly Work: none					
10	The	equisites for Credit Points: credit points will be granted a pleted.	fter all rele	vant wo	rk and study v	work have l	been successfully
	CP A	ssignment:					
11	Pre	sence (see part 3)	No 1			1.00 CP	
	Rel	evant Work (see part 8)	No 1			5.00 CP	
	Tota	al				6 CP	
12	1	ght of the module grade for th (4 (3,45%)	ne overall g	rade:			
13		ule Prerequisites: number of participants in the	seminar ca	n be lim	ited.		
14		ence: ence is recommended to warr	rant learnin	g succe	SS.		
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cours	se program	s Ba	chelor Busine	ss Adminis	stration
16		consible Lecturer: essor Dr. Peter Kajüter			Department University o and Econom	f Münster,	School of Business
17	Miso						

Special Topics in Accounting A

Мо	dule Ti	tle english:		Special Topics in Ac	counting A				
Cou	Bachelor Economics And de la Na MADD								
1	Modu 26	ule No: WPB		State: Elective	Language of Instruction: German or English			1	
2	Turn: irregularly			Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6 Workloa			Workload	(h): 180
	Module Structure:								
	No	Туре	c	ourse		State	W	orkload (h)	
3								esence (h CH)	Self- Study (h)
	1	1 Lecture		pecial Topics in Acco	unting A	Elective	30	h (2 CH)	60
	2	Exercise	Т	utorial Special Topics	s in Accounting A	Elective	30	h (2 CH)	60
4	The notes of the current cours of the current cours of the current cur	module exter int issues. se content: is module, cu	nds urre	and deepens knowled	edge in the field of of accounting are	presented.	The	courses ha	ave varying
4	The noncommental currents of the currents of t	module exterent issues. se content: is module, cuents, depend idual course tion is paid t	urre ling s, t	and deepens knowle	edge in the field of of accounting are opments and are c ase studies are int	presented. arried out egrated. In	The by d	courses ha lifferent tea doing partic	ave varying chers. In th cular
5	The n curre Cours In thi conte indiv atten Cours Learn Acad The s speci that of teach timel Soft s	module exterent issues. se content: is module, cuents, depended idual course ation is paid to ses may vary ming outcome emic: it udents get if it area of in qualify for staning in this may profession skills:	urre ling s, t to t es: to l nter arti	and deepens knowled ent issues in the field gon the current devel utorial content and content and content and content and content and course	of accounting are opments and are oase studies are interesting in the current issues and there iques and method rticular field. Due to ize the direct relations	presented. carried out egrated. In ent researc by also spe s, building to the close on betwee	The by d so c h ar ecial on t e link n ec	courses ha lifferent tea doing partic eas of acco lize depend theoretical f	ave varying chers. In th cular unting. ling on thei foundation: research an
5	The n curre Cours In thi conte indiv atten Cours Learr Acad The s speci that c teach timel Soft s Stude	module exterent issues. se content: is module, cuents, depended idual course ation is paid to ses may vary ming outcome emic: istudents getaining in this may profession skills: ents learn to ription of po	urre ling s, t to t es: to le al r	and deepens knowled and issues in the field gon the current develoutorial content and cont	of accounting are opments and are oase studies are interested in the current issues and there iques and method rticular field. Due to ize the direct relations	presented. carried out egrated. In ent researc by also spe s, building to the close on betwee	The by d so c h ar ecial on t e link n ec	courses ha lifferent tea doing partic eas of acco lize depend theoretical f	ave varying chers. In th cular unting. ling on thei foundations
	The n curre Cours In thi conte indiv atten Cours Learr Acad The s specithat of teach timel Soft: Stude Desc none	module exterent issues. se content: is module, cuents, depended idual course ation is paid to ses may vary ming outcome emic: students get iffic area of inqualify for standing in this may profession skills: ents learn to ription of po	urre ling s, t to t es: to le al r cri	and deepens knowled and deepens knowled and issues in the field gon the current develoutorial content and content	of accounting are opments and are oase studies are interested in the current issues and there iques and method rticular field. Due to ize the direct relations	presented. carried out egrated. In ent researc by also spe s, building to the close on betwee	The by d so c h ar ecial on t e link n ec	courses ha lifferent tea doing partic eas of acco lize depend theoretical f	ave varying chers. In th cular unting. ling on thei foundations

	1	Final written exam			maximum of min.	120	100	%
	Stud No	y Work: Number and Type; Connecti	on to Course	I		ı		Duration
9	1	According to the teacher one min.) or written assignment seminar typical tasks.		-			. 30	approx. 30 min. or up to 600 words
10	The	equisites for Credit Points: credit points will be granted a pleted.	fter all relevant	W0	rk and study v	work ha	ıve b	een successfully
	CP A	ssignment:						
	Dro	sence (see part 3)	No 1			1.00 C	Р	
11		sence (see part 3)	No 2			1.00 C	Р	
	Rele	evant Work (see part 8)	No 1			3.00 C	Р	
	Stu	dy Work (see part 9)	No 1			1.00 C	Р	
	Tota	al				6 CP		
12	_	rht of the module grade for th 4 (3,45%)	ne overall grade:	}				
13	Mod	ule Prerequisites:						
14		ence: ndance is recommended to w	arrant learning s	uc	cess.			
15	Mob	ility/Acknowledgement:						
15	Use	of the module for other cour	se programs	Ва	chelor Busine	ss Adm	inis	tration
16	-	oonsible Lecturer: essor Dr. Peter Kajüter			Department: School of Bu		and	Economics
17	Misc							

Special Topics in Accounting B

<u>She</u>	Clai	Topics	Ш	Accounting	D					
Mod	dule Ti	tle english:		Special Topics in Ac	counting B					
Cou	rse Pro	ogram:		Bachelor Economics	Bachelor Economics					
1	Module No: WPB 27			State: Elective	Language of Instruction: German or English		an or English			
2	Turn: irregularly			Duration: 1 semester	Semester 6	: 4 or 5 o	CP: 6	Workload (h): 180	
	Modu	ule Structure	:							
	No	Туре	C	ourse			State	Workload (h)	
3								Presence (h + CH)	Self- Study (h)	
	1	Lecture	S	pecial Topics in Acco	unting B		Compulsory	30 h (2 CH)	60	
	2	Exercise	Т	utorial Special Topics	in Accoun	ting B	Compulsory	30 h (2 CH)	60	
4	In thi conte indivatten	ents, depend idual courses tion is paid t	ing 6, t 0 t	ent issues in the field g on the current devel utorial content and c he fact that the cours ich semester.	opments a ase studies	nd are ca are integ	rried out by d grated. In so	lifferent teach doing particul	ers. In the	
5	Acad The s speci that o teach timel Soft	ific area of in qualify for sta ning in this m y professiona skills:	o l ter od al i	know changing currer rest. They learn techn ng a career in this pa lule, students recogn requirements. tically reflect and dis	iques and I rticular fiel ize the dire	methods, d. Due to ct relation	building on t the close lin n between ec	heoretical fou k between res	indations, earch and	
6	Desc none		ssi	ble electives within t	he module	 S:				
7	Exam	ination: Exa	mi	nations for every par	t of the mo	dule				
8	Relev No	/ant Work: Number and	l Ty	ype; Connection to Co	ourse	Duration		Part of final m	ark in %	

		_					
	1	Written assignment or essa group)	y (may be in		maximum of 1 pages	15	80 %
	2	Oral exam or presentation	(may 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 pleted.	after all relevant '	wo	rk and study w	ork h	ave been successfully
	CP A	ssignment:					
	Drog	sence (see part 3)	No 1		1	1.00 C	Р
11		selice (see pair 3)	No 2		1	1.00 C	Р
	Pola	evant Work (see part 8)	No 1		3	3.00 (:P
		evant work (see part o)			1	1.00 C	Р
	Tota	al			6 CP	СР	
12	_	ght of the module grade for t 4 (3,45%)	he overall grade:	}			
13	Mod none	ule Prerequisites:					
14	Atter atter	ence: ndance is recommended to v ndance is mandatory becaus ber of participants can be re	e there in-class d				•
	Mob	ility/Acknowledgement:					
15	Use	of the module for other cou	rse programs	Ва	chelor Busines	s Adn	ninistration
16	-	oonsible Lecturer: essor Dr. Peter Kajüter			Department: School of Bus	siness	and Economics
17	Misc						

Special Topics in Business Administration A

Мос	dule Title english:	Special Topics in Business Administration A			
Cou	irse Program:	Bachelor Economics	5		
1	Module No: WPB 28	State: Elective	Language of Instruct	ion: Germa	ın or English
2	Turn: irregularly	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180

Module Structure:

No	Туре	Course	State	Workload	(h)
				Presence (h + CH)	Self- Study (h)
1	Lecture	Special Topics in Business Administration A	Compulsory	30 h (2 CH)	60
2	Exercise	Tutorial Special Topics in Business Administration A	Compulsory	30 h (2 CH)	60

Module Profile:

3

Purpose of the module/integration into curriculum:

The module extends and deepens knowledge in the field of business administration, especially concerning current issues.

Course content:

In this module, current issues in the field of business administration 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 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 to critically reflect and discuss current issues in Business.

6 Description of possible electives within the modules:
Courses with a total of 6 CP have to be chosen

Examination: Final Module Exam

	Rele	vant Work:					
	No	Number and Type; Connect	ion to Course	Duration	F	Part of final mark in %	
8	1	Final 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 min.) or written assignment seminar typical tasks.	_			approx. 30 min. or up to 600 words	
10	The	equisites for Credit Points: credit points will be granted a pleted.	after all relevant wo	ork and study	work hav	e been successfully	
	CP A	ssignment:			Γ		
	Pres	sence (see part 3)	No 1		1.00 CP		
11		Series (See part 3)	No 2		1.00 CP		
	Rele	evant Work (see part 8)	No 1		3.00 CP		
	Stu	dy Work	No 1 1.00		1.00 CP		
	Tota	al	6 CP				
12	_	ght of the module grade for th 4 (3,45%)	ne overall grade:				
13	Mod none	ule Prerequisites:					
14		ence: ndance is recommended to w	arrant learning sud	ccess.			
15	Mob	ility/Acknowledgement:					
15	Use	of the module for other cour	se programs Ba	chelor Busine	ess Admi	nistration	
16	-	oonsible Lecturer: essor Dr. Peter Kajüter		Departmen School of B		and Economics	
17	Misc	.:					

Special Topics in Business Administration B

Мос	dule Title english:	Special Topics in Business Administration B			
Cou	irse Program:	Bachelor Economics	5		
1	Module No: WPB	State: Elective	Language of Instruct	t ion: Germa	ın or English
2	Turn: irregularly	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180

Module Structure:

No	Туре	Course	State	Workload (h)	
				Presence (h + CH)	Self- Study (h)
1	Lecture	Special Topics in Business Administration B	Compulsory	30 h (2 CH)	60
2	Exercise	Tutorial Special Topics in Business Administration B	Compulsory	30 h (2 CH)	60

Module Profile:

3

Purpose of the module/integration into curriculum:

The module extends and deepens knowledge in the field of business administration, especially concerning current issues.

Course content:

In this module, current issues in the field of business administration 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 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 Description of possible electives within the modules: none

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7	Examination: Examinations for every part of the module							
	Rele	vant Work:				1		
	No	Number and Type; Connecti	on to Course	Duration		Part of final mark in %		
8	1	Written assignment or essay group)	y (may be in	in maximum of 15 pages		80 %		
	2	Oral exam or presentation (may be in group)	maximum of min.	30	20 %		
9	Stud	y Work: none						
10	The o	equisites for Credit Points: credit points will be granted a pleted.	ıfter all relevant wo	ork and study	work h	ave been successfully		
	CP A	ssignment:						
	Drag	ranca (saa naut a)	No 1		1.00 (CP .		
11		sence (see part 3)	No 2 1.00 (СР			
	Rele	evant Work (see part 8)	No 1 3.00		3.00 (СР		
			No 2	1.00 ([P		
	Tota	al .			6 CP			
12	_	tht of the module grade for th $4(3,45\%)$	ne overall grade:					
13	Mod inone	ule Prerequisites:						
14		ence: ndance is recommended to w	arrant learning suc	cess.				
15	Mobi	ility/Acknowledgement:						
-5	Use	of the module for other cour	se programs Ba	chelor Busine	ess Adr	ninistration		
16	-	oonsible Lecturer: essor Dr. Peter Kajüter		Departmen School of B		s and Economics		
17	Misc	.:						

Special Topics in Finance A

MO	J 1 . T.	41		Consider Tamina in Fig.	A						
		tle english:		Special Topics in Fir							
Cou	rse Pro	ogram:		Bachelor Economics	Bachelor Economics						
1	Module No: WPB 30			State: Elective	State: Elective Language of Instruction: Ger		an or English				
2	Turn	: irregularly		Duration: 1 semester	Semester: 4 or 5 o 6	CP: 6	Workload (h): 180			
	Mod	ule Structure	: :		-						
	No	Туре	C	Course		State	Workload (h)			
3							Presence (h + CH)	Self- Study (h)			
	1	Lecture	S	pecial Topics in Fina	nce A	Compulsory	30 h (2 CH)	60			
	2	Exercise	Т	utorial Special Topics	s in Finance A	Compulsory	30 h (2 CH)	60			
4	Cours In thi		urre	ssues. ent issues in the field	·	ented. The cou	ırses have vaı	rying			
4	In thi conte indiv atten	se content: s module, cuents, dependidual course	urre ling s, t	ent issues in the field g on the current devel cutorial content and c the fact that the cours	of finance are prese lopments and are ca ase studies are inte	ented. The cou arried out by d grated. In so c	ırses have vaı ifferent teach loing particul	rying ers. In the			
5	Learn Acad The s spect that c teach time! Soft:	se content: Is module, cuents, depended idual course ition is paid in vary each se in ming outcome emic: Is tudents get ific area of in qualify for standing in this many profession skills: I ents learn imports time mandents work of the contents in the contents in the contents work of the contents in the contents work of the contents work of the contents work of the contents in the contents work of the con	urregurregurregurregurreguregureguregure	ent issues in the field g on the current development and content and content and content and content are consister. Example 1. They learn techning a career in this particle, students recognized in the content and content is promoted to an assignment. Writing a cassignment.	of finance are prese lopments and are ca ase studies are inte ses fit into the curren int issues and thereb iques and methods, irticular field. Due to ize the direct relation dition to the ability of hrough binding dean	ented. The countried out by digrated. In so contressearch are by also special building on the close link on between econtressearch are dines for sub	irses have vai ifferent teach loing particul eas of finance ize dependin heoretical fou between res onomic resea and work in a si mission have	ying ers. In the ar c. Courses undations earch and rch and tructured to be me			
	Learn Acad The s spect that c teach timel Soft Studmann if stu Work	se content: s module, contents, dependents, dependents area of inqualify for straining in this may profession skills: ents learn imper, time mandents work coing in group	es: to language anti-	ent issues in the field g on the current develor to the current and content and content and content and content and content are ster. They learn techning a career in this part and content are students recognized in the content and content are students.	of finance are prese lopments and are ca ase studies are inte ses fit into the currer ont issues and thereb iques and methods, articular field. Due to ize the direct relation dition to the ability through binding dea and an assignment trans	ented. The countried out by digrated. In so contressearch are by also special building on the close link on between econtressearch are dines for sub	irses have vai ifferent teach loing particul eas of finance ize dependin heoretical fou between res onomic resea and work in a si mission have	rying ers. In the ar e. Courses g on their undations earch and rch and tructured to be me			

	Rele	vant Work:				
	No	Number and Type; Connecti	on to Course	Duration	Part of final mark in %	
8	1	Written exam		maximum of 120 min.	100 %	
	Stud	y Work:				
	No	Number and Type; Connection	Duration			
9	1	According to the teacher one (approx. 30 min.) or written equivalent seminar typical to	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.	ıfter all relevant wo	ork and study work	have been successfully	
	СР А	ssignment:				
	Drog	sence (see part 3)	No 1	1.00	СР	
11		sence (see part 3)	No 2	1.00	СР	
	Rele	evant Work (see part 8)	No 1 3.00 C) CP	
	Stu	dy Work (see part 9)	No 1	1.00	СР	
	Tota	al		6 CF		
12		ght of the module grade for th 4 (3,45%)	ne overall grade:			
13		ule Prerequisites: mmende: Fundamentals of F	inance			
14		ence: ndance is recommended to w	arrant learning suc	cess.		
15	Mob	ility/Acknowledgement:				
	Use	of the module for other cour	se programs Ba	chelor Business A	dministration	
16	-	oonsible Lecturer: essor Dr. Peter Kajüter		Department: School of Busine	ss and Economics	
17	Misc	Misc.:				

Special Topics in Finance B

IAIO	طبيام Tit	tle english:	Special Topics in	Financo B					
Cou	ırse Pro	ogram:	Bachelor Econom	Bachelor Economics					
1	Modu 31	u le No: WPB	State: Elective	Language of Instr	uction: Germa	n or English			
2	Turn:	: irregularly	Duration: 1 semester	Semester: 4 or 5 o	CP: 6	Workload (h): 180		
	Modu	ule Structure	:						
	No	Туре	Course		State	Workload (h)		
3						Presence (h + CH)	Self- Study (h)		
	1	Lecture	Special Topics in Fi	nance B	Compulsory	30 h (2 CH)	60		
	2	Exercise	Tutorial Special Top	ics in Finance B	Compulsory	30 h (2 CH)	60		
				eld of finance are presovelopments and are ca			rying		
	conte indiv atten	ents, depend idual course	ing on the current de s, tutorial content and to the fact that the co	eld of finance are presovelopments and are cand are cand are cand are inte	arried out by d egrated. In so d	ifferent teach doing particul	ers. In th ar		
5	Learr Acad The s speci that of timel Soft s Stude mann if stu	ents, depend idual course tion is paid to vary each service emic: students get tific area of in qualify for staning in this my profession skills: ents learn import, time mandents work of the staning in the staning in this my profession skills:	ing on the current design to the fact that the comester. es: to know changing currenterest. They learn tecarting a career in this nodule, students recoal requirements. apportant key skills. In nagement is promoted in an assignment. Writes.	velopments and are cand case studies are integrated to the curre urses fit into the curre the same and therese the same and methods particular field. Due to gnize the direct relation addition to the ability of through binding dealiting an assignment transfer in the same and the same are same and the same are	egrated out by degrated. In so on the close link on between economics are adlines for sub	ifferent teach doing particul eas of finance lize dependin heoretical four between resonomic reseated work in a standard work i	rying ers. In th ar e. Course g on thei undations earch an rch and tructured to be me		
5	Learr Acad The s speci that of teach timel Soft s Stude mann if stu	ents, dependidual course tion is paid to vary each service emic: students get to ific area of inqualify for staning in this my profession skills: ents learn import, time mandents work coing in groups ription of positions.	ing on the current design, tutorial content and to the fact that the comester. es: to know changing curverest. They learn tectarting a career in this nodule, students recoal requirements. uportant key skills. In nagement is promoter.	rent issues and thereken hniques and methods particular field. Due to gnize the direct relation addition to the ability d through binding dealting an assignment tracks.	egrated out by degrated. In so on the close link on between economics are adlines for sub	ifferent teach doing particul eas of finance lize dependin heoretical four between resonomic reseated work in a standard work i	rying ers. In th ar e. Course undations earch an rch and tructured to be me		

	Rele	vant Work:							
	No	Number and Type; Connecti	on to Course	Duration		Part of final mark in %			
8	1	Written assignment or essay group)	y (may be in	may be in maximum of 15 pages		80 %			
	2	Oral exam or presentatino (may be in group)	maximum of min.	30	20 %			
9	Stud	Study Work: none							
10	The o	equisites for Credit Points: credit points will be granted a pleted.	ifter all relevant w	ork and study	work h	ave been successfully			
	CP A	ssignment:							
	Droc	conco (coo nart a)	No 1		1.00 (CP CP			
11	Pres	sence (see part 3)	No 2 :		1.00 (CP CP			
	Pole	evant Work (see part 8)	No 1		3.00 (CP			
		evant work (see part o)	No 2 1.00		1.00 (о СР			
	Tota	ıl			6 CP				
12	_	tht of the module grade for th 4 (3,45%)	ne overall grade:						
13		ule Prerequisites: mmended: Fundamentals of	Finance						
14		ence: ndance is recommended to w	arrant learning su	ccess.					
15	Mobi	ility/Acknowledgement:							
15	Use	of the module for other cour	se programs Ba	Bachelor Business Administration					
16	-	onsible Lecturer: essor Dr. Peter Kajüter		Department: School of Business and Economics					
17	Misc	<u></u>							

Special Topics in Management A

none

	dule Tit	tle english:		Special Topics in Ma	anagement A			
Cou	rse Pro	ogram:		Bachelor Economics	3			
1	Modu 32	ı le No: WPB		State: Elective	Language of Instruction: German or English			
2	Turn: irregularly			Duration: 1 semester	Semester: 4 or 5 o	r CP: 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 Mana	agement A	Compulsory	30 h (2 CH)	60
	2	Exercise	Tı	utorial Special Topics	in Management A	Compulsory	30 h (2 CH)	60
	Purpo The n curre			ale/integration into co and deepens knowle		nanagement, e	especially cor	ncerning
4	Purpo The n curre Cours In thi conte indiv	nodule externodule externodule externot issues. se content: s module, cuents, dependidual course tion is paid t	urre ling s, to	•	dge in the field of m of management are opments and are ca ase studies are integ	presented. Th rried out by d grated. In so c	ne courses ha ifferent teach loing particul	ve varyir ers. In th ar

7	Exam	nination: Final Module Exam						
8	Rele ¹	vant Work: Number and Type; Connecti	ion to Course		Duration		Part of final mark in %	
8	1	Written exam		maximum of 120 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 equivalent seminar typical t	assignment (up	_		ther	maximum of 600 words or maximum of 30 min.	
10	The o	equisites for Credit Points: credit points will be granted a pleted.	after all relevan	t wo	rk and study wo	ork ha	ave been successfully	
	CP A	ssignment:						
	Pres	sence (see part 3)	No 1 1.00 C					
11	Rele	evant Work (see part 8)	No 1 3.00 C					
	Stud	dy Work (see part 9)	No 1 1.00 C		P			
	Tota	ıl			6	СР		
12	_	tht of the module grade for th 4 (3,45%)	ne overall grade	e:				
13	Mode	ule Prerequisites:						
14		ence: ndance is recommended to w	arrant learning	suc	cess.			
15	Mobi	ility/Acknowledgement:						
-)	Use	of the module for other cour	se programs	Ва	chelor Business	s Adm	inistration	
16	-	oonsible Lecturer: essor Dr. Peter Kajüter			Department: School of Bus	iness	and Economics	
17	Misc							

Special Topics in Management B

groups strengthens teamwork skills.

none

Description of possible electives within the modules:

	dule Ti	tle english:	Special Topics in Ma	anagement B			
Coı	ırse Pro	ogram:	Bachelor Economics	5			
1	Modu 33	ule No: WPB	State: Elective	Language of Instruction: German or English			
2	Turn:	irregularly	Duration: 1 semester	Semester: 4 or 5 o 6	CP: 6	Workload (h): 180
	Modu	ule Structure:					
	No	Туре	Course		State	Workload (h)
3						Presence (h + CH)	Self- Study (h)
	1	Lecture	Special Topics in Mana	agement B	Compulsory	30 h (2 CH)	60
	2	Exercise	Tutorial Special Topics	in Management B	Compulsory	30 h (2 CH)	60
	Purp		odule/integration into c		nanagement, e	especially cor	cerning
4	Purpo The n curre Cours In thi conte indiv atten	nodule extendation of the module extendation of the module, cuents, dependicular courses tion is paid to		edge in the field of m of management are opments and are ca ase studies are integ	presented. The rried out by d grated. In so c	ne courses ha ifferent teach loing particul	ve varyir ers. In th ar

a presentation trains students in presentation skills and their communication skills. Working in

199

7	Exam	nination: Examinations for e	very part of the mo	du	ıle	
		vant Work:				
	No	Number and Type; Connect				Part of final mark in %
8	1	Written assignment or essa group)	y (may be in	maximum of 15 pages		80 %
	2	Oral exam or presentation (may be in group)		maximum of 30 min.	20 %
9	Stud	y Work: none				
10	The o	equisites for Credit Points: credit points will be granted a pleted.	after all relevant wo	ork	cand study wor	k have been successfully
	CP A	ssignment:				
	Drag	conco (coo nost o)	No 1		1.0	о СР
11	Pres	sence (see part 3)	No 2 1.00		1.0	о СР
	Relevant Work (see part 8)		No 1 3.00 C		оо СР	
		evant work (see part o)	No 2	1.00 (о СР
	Tota	ıl			6 (CP .
12	_	tht of the module grade for the 4 (3,45%)	ne overall grade:			
13	Mod inone	ule Prerequisites:				
14		ence: ndance is recommended to w	arrant learning suc	cce	ess.	
15	Mobi	ility/Acknowledgement:	_			
	Use	of the module for other cour	se programs Ba	ach	nelor Business /	Administration
16	-	onsible Lecturer: essor Dr. Peter Kajüter		- 11	Department: School of Busir	ness and Economics
17	Misc	.:				

Special Topics in Marketing A

Мо	dule Title english:	Special Topics in Ma	Special Topics in Marketing A			
Cou	rse Program:	Bachelor Economics	5			
1	Module No: WPB 34	State: Elective	Language of Instruc	tion: Germa	an or English	
2	Turn: irregularly	Duration: 1 semester	Semester: 4 or 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	Special Topics in Marketing A	Elective	30 h (2 CH)	60
2	Exercise	Tutorial Special Topics in Marketing	Elective	30 h (2 CH)	60

Module Profile:

Purpose of the module/integration into curriculum:

The module extends and deepens knowledge in the field of Marketing, especially concerning current issues.

Course content:

4

5

6

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.

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.

Description of possible electives within the modules:

none

7	Exan	nination: Examinations for ev	very part of the n	100	dule					
	Rele	vant Work: Number and Type; Connecti	on to Course		Duration		Part of final mark in %			
8	1	Written exam		maximum of 120 min.		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 equivalent seminar typical to	other	maximum of 30 min. or maximum of 600 words						
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.									
	СРА	ssignment:								
	Pres	sence (see part 3)	No 1			1.00 C				
11	Rele	evant Work (see part 8)			1.00 C 3.00 C					
		dy Work			1.00 CP					
	Tota	al				6 CP				
12	_	ght of the module grade for th 4 (3,45%)	ne overall grade:	•						
13	Mod none	ule Prerequisites:								
14		ence: ndance is recommended to w	arrant learning s	uc	cess.					
15	Mob	ility/Acknowledgement:								
15	Use	of the module for other cour	se programs	Ва	chelor Busines	s Adm	inistration			
16	-	oonsible Lecturer: essor Dr. Peter Kajüter			Department: School of Bus	iness	and Economics			
17	Misc									

Special Topics in Marketing B

Мо	dule Title english:	Special Topics in Marketing B					
Cou	rse Program:	Bachelor Economics	5				
1	Module No: WPB 35	State: Elective	Language of Instruct	t ion: Germa	an or English		
2	Turn: irregularly	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180		

Module Structure:

3

No	Туре	Course	State	Workload (h)	
				Presence (h + CH)	Self- Study (h)
1	Lecture	Special Topics in Marketing B	Compulsory	30 h (2 CH)	60
2	Exercise	Tutorial Special Topics in Marketing 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 Marketing, especially concerning current issues.

Course content:

4

5

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 area of marketing. 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:

Depending on the design of the module, students learn important key skills. In addition to the ability to organize and work in a structured manner, time management is promoted through binding deadlines for submission have to be met if students work on case studies or an essay has to be written. Writing an essay trains students in scientific work and giving a presentation trains students in presentation skills and their communication skills. Working in groups strengthens teamwork skills.

6 Description of possible electives within the modules: none

7	Exan	nination: Examinations for e	very part of the mo	odule				
	Rele ¹	vant Work: Number and Type; Connect	ion to Course	Duration		Part of final mark in %		
8	1	Written assignment or essa group) and	y (can be in	maximum of 15 pages		80 %		
	2	Oral exam or presentation	(can be in group)	maximum of 30 20 % min.		20 %		
9	Stud	Study Work: none						
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.							
	CP A	ssignment:						
	Pro	sence (see nart a)	No 1		1.00 (CP CP		
11	Presence (see part 3)		No 2		1.00 (<u></u>		
	Relevant Work (see part 8)		No 1			3.00 CP		
		. , .	No 2					
	Tota	al			6 CP			
12	_	ght of the module grade for t 4 (3,45%)	he overall grade:					
13	Mod	ule Prerequisites:						
14		ence: ndance is recommended to v	varrant learning su	ccess.				
	Mob	ility/Acknowledgement:						
15	Use	of the module for other cou	rse programs B	achelor Busine	ss Adr	ministration		
16	-	oonsible Lecturer: essor Dr. Peter Kajüter	_	Department: School of Business and Economics				
17	Misc	.:						

Special Topics in Radical Change + Transformation A

Module Title english: Special Topics in Radical Change + Transformation A						
Course Program: Bachelor Economics						
1	Module No: WPB 36	State: Elective	Language of Instruct	t ion: Germa	an or English	
2	Turn: irregularly	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180	

Module Structure:

No	Туре	Course	State	Workload (h)		
				Presence (h + CH)	Self- Study (h)	
1	Lecture	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:

3

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

Depending on the design of the module, students learn important key skills. In addition to the ability to organize and work in a structured manner, time management is promoted through binding deadlines for submission have to be met if students work on case studies or an essay has to be written. Writing an assignment/essay trains students in scientific work and giving a presentation trains students in presentation skills and their communication skills. Working in groups strengthens teamwork skills.

6	Desc	ription of possible electives	within the mo	dules	5:			
7	Exan	nination: Examinations for e	very part of the	mod	lule			
	Rele	vant Work: Number and Type; Connect	ion to Course		Duration		Part of final mark in %	
8	1	Written assignment or term group) and		in	maximum of 15 pages		80 %	
	2	Oral exam or presentation	can be in grou	p)	maximum of min.	30	20 %	
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:						
	Pres	sence (see part 3)	No 1			1.00 (CP	
11			No 2		1.00 CP			
	Rele	evant Work (see part 8)	No 1		3.00 (
	Tota	al	No 2		1.00 CP 6 CP			
12	_	ght of the module grade for t 4 (3,45%)	he overall grad	le:		·		
13	Mod	ule Prerequisites:						
14		ence: ndance is recommended to v	varrant learning	g suc	cess.			
45	Mob	ility/Acknowledgement:						
15	Use	of the module for other cou	rse programs	Back	nelor Busines	s Admi	inistration	
16	-	oonsible Lecturer: essor Dr. Peter Kajüter			Departmen School of B		s and Economics	
17	Misc	·.:		_		_		

Special Topics in Radical Change + Transformation B

Mod	dule Title english:	3			
Course Program: Bachelor Economics					
1	Module No: WPB 36	State: Elective	Language of Instruct	i on: Germa	n or English
2	Turn: irregularly	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180

Module Structure:

No	Туре	Course	State	Workload (h)		
				Presence (h + CH)	Self- Study (h)	
1	Lecture	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:

3

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

Depending on the design of the module, students learn important key skills. In addition to the ability to organize and work in a structured manner, time management is promoted through binding deadlines for submission have to be met if students work on case studies or an essay has to be written. Writing an assignment/essay trains students in scientific work and giving a presentation trains students in presentation skills and their communication skills. Working in groups strengthens teamwork skills.

6	Desc	ription of possible electives	within the module	25:				
7	Exan	nination: Examinations for e	very part of the mo	odu	le			
	Rele [®]	vant Work: Number and Type; Connect	ion to Course	D	Ouration		Part of final mark in %	
8	1	Written assignment or term group) and	paper (can be in		maximum of 15 pages		80 %	
	2				naximum of g	30	20 %	
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:						
	Pres	sence (see part 3)	No 1			1.00 (P	
11			No 2		1.00 CP			
	Rele	evant Work (see part 8)	No 1		3.00 CP			
			No 2		1.00 CP			
	Tota	11				6 CP		
12	I	tht of the module grade for the 4 (3,45%)	he overall grade:					
13	Mod	ule Prerequisites:						
14		ence: ndance is recommended to w	rarrant learning su	cce				
15	Mob	ility/Acknowledgement:			_			
	Use	of the module for other cour	se programs Bac	che	lor Business	Admi	nistration	
16	-	oonsible Lecturer: essor Dr. Peter Kajüter		11	Department : School of Bu		s and Economics	
17	Misc	·:						

Corporate Strategy and Sustainability

Corporate Strategy and Sustainability Module Title english: Corporate Strategy and Sustainability								
				Corporate Strategy and	Sustainability			
Cou	ırse Pro	ogram:		Bachelor Econoimcs				
1	Mod	u le No: WPB	38	State: Compulsory	Language of Inst	lish		
2	Turn: seme	each sumn	ner	Duration: 1 semester	Semester: 3 or 4	CP: 6	Workload (h): 180	
	Mod	ule Structur	e:					
	No	Туре	Cour	se	State	Workload	oad (h)	
3						Presence (h + CH)	Self- Study (h)	
	1	Lecture	Corp	orate Strategy and Susta	Compulsory	30 h (2 CH)	60	
	2	Exercise Tutorial Corporate Strategy and Sustainability					30 h (2	60
	Purp This	module prov	vides a	integration into curriculuni introduction to strategion elated empirical-quantita	c management, w	rith a particula		of
4	Purporting This corporting Course mergy researched	ose of the module provorate strates; statistics. se content: module provors fundamenters and acquirch. At the stones of the ents also lear	vides and r vides funtal top uisition same ti e strate	n introduction to strategi	c management, wative research. It is the strategic management, growth iew of the currente fundamentals of re. In the contextodeling. The pract	rith a particular equires prior nagement of strategies, a state of strates of evaluating	ar focus on knowledge companies lliances as egic manag rking based strategic op	. It well as ement I on ke
5	Purportion of the purportion o	ose of the module provorate strates; statistics. se content: module provors fundamenters and acquired is illustrated in acquired in	vides and revides funtal top uisition same ties strate atted by evelop attempts the new the new tempts at empty at the new tempts at the n	n introduction to strategic elated empirical-quantita ndamental knowledge in ics such as portfolio man is and provides an overvi me, students acquire the gic management literatur basics of quantitative mo	c management, wative research. It is the strategic management, growth iew of the current efundamentals of re. In the context odeling. The practice studies. tanding of basic to stion the content practice the essemethodological k	rith a particular equires prior nagement of strategies, a state of stratescientific woof evaluating ical relevance covered and principle nowledge for	ar focus on knowledge companies. Iliances as egic manag rking based strategic ope of the contest and place it in the sof scientiquantitative.	. It well as rement I on ke otions, tent ne ffic
	Purportion of the corportion o	module provocate strates statistics. se content: module provocate statistics. se content: module provocate and acquires and acquire stones of the ents also leaded is illustrated is illustrated is illustrated in acquire ents will - decents of currents ing - acquire eling of strates in acquire eling of strate	vides and revides funtal top uisition same ties strate arn the ated by exercise temping the necession of the	n introduction to strategic elated empirical-quantital and amental knowledge in ics such as portfolio mands and provides an overvime, students acquire the gic management literature basics of quantitative more guest lectures and case a comprehensive understal comprehensive understal case ical research - learn and resessary theoretical and research are strategy - critically questical research - learn and research - learn and research and research - learn - learn	c management, wative research. It is the strategic management, growth iew of the current e fundamentals of re. In the context odeling. The practice studies. tanding of basic to stion the content practice the essemethodological kalired knowledge between the content practice the essemble the content practice the content practice the essemble the content practice the essemble the content practice	rith a particular equires prior nagement of strategies, a state of stratescientific woof evaluating ical relevance covered and principle nowledge for	ar focus on knowledge companies. Iliances as egic manag rking based strategic ope of the contest and place it in the sof scientiquantitative.	. It well as rement I on ke otions, tent ne ffic

	Rele	vant Work:							
	No	Number and Type; Connecti	ion to Course	Dura	ation	Part of final mark in %			
8	1	Written exam		120	min.	75 %			
	2	written assignment		max	imum of 10 es	25 %			
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:							
	Prof	sence	No 1		1.00 (CP CP			
11	- Fie:	Sence	No 2		1.00 (CP			
	Rela	evant Work	No 1		3.00	CP			
			No 2		1.00 (<u> </u>			
	Tota	al			6 CP				
12	Weig 3.3%	ght of the module grade for th	ne overall grade	e:					
13	Mod none	ule Prerequisites:							
14		ence: ence is recommended to war	rant learning su	ıccess.					
	Mob	ility/Acknowledgement:							
15	Use	of the module for other cour	se programs		Bachelor Business Administration, Bachelor Information Systems				
16	Responsible Lecturer: Prof. Dr. David Bendig				Department: University of Münster, School Business and Economics				
17	Misc								

Supply Chain Logistics Management

Module Title english:		Supply Chain Logistics Management				
Cou	rse Program:	Bachelor Economics				
1 Module No: WPB 39		State: Elective	Language of Instruction: English			
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 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	Supply Chain Logistics Management	Compulsory	30 h (2 CH)	60
	2 Exercise Tutorial Supply Chain Logistics Management		Compulsory	30 h (2 CH)	60	

Module Profile:

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".

Course content:

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

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.

	_	stics and Supply Chain	To understand the dif	ferences and co	onnec	tions between logistics		
	Curr	rent Challenges and ds in Logistics		To learn current developments and trends in logistics in academia and practice.				
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	Desc none	ription of possible electi	ves within the module	es:				
7	Exam	nination: Examinations f	or every part of the mo	dule				
	Relev	vant Work: Number and Type; Coni	nection to Course	Duration Part of final mark in 9		Part of final mark in %		
8	1	written exam		max. 120 Min.		70 %		
	2	Case studies (can be in	group)	maximum of 10 pages		30 %		
9	Stud	y Work: none						
10	The c	equisites for Credit Point credit points will be grant oleted.		ork and study w	ork h	ave been successfully		
	CP As	ssignment:						
			No 1		1.00 CP			
11	Pres	sence (see part 3)	No 2	1.00 CP		CP .		
	Pole	evant Work (see part 8)	No 1	-	3.00 CP			
		vant work (see part 6)	No 2	- :	1.00 CP			
	Tota	ıl			6 CP			
12	Weight of the module grade for the overall grade: 6/174 (3,45%)							

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	lor Business Administration		
16	Responsible Lecturer: Prof. DrIng. Bernd Hellingrath		Department: University of Münster, School of Business and Economics		
17	Misc.: Track Operations & Supply Chain Management (additional subject).				

Taxation

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Мос	dule Title english:	Taxation				
Cou	rse Program:	Bachelor Economics				
1	Module No: WPB 40 State: Elective Language of Instruction: German		ın			
2	Turn: each semester	Duration: 1 semester	Semester: 4 or 5 or 6 CP: 6 Work		Workload (h): 180	

Module Structure:

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

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,
- to integrate and apply several concepts and tax rules,
- to apply the tax concepts and tax rules to individual cases.

Soft skills:

Students acquire knowledge through a combination of lecture, pre-processing and following up on lecture material, exercises. They are responsible for their own instructed search for information, including library, journals, internet etc. The solution of the exercises will be actively discussed in exercise sessions and moderated.

6 Description of possible electives within the modules:

7 Examination: Examinations for every part of the module

Relevant Work:

8

10

11

No	Number and Type; Connection to Course	Duration	Part of final mark in %
1	Written exam on Transaction Tax (No. 1)	60 min.	50 %
2	Written exam on Income Tax (No. 3)	60 min.	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	o.50 CP
Droconco (coo part a)	No 2	o.50 CP
Presence (see part 3)	No 3	o.50 CP
	No 4	0.50 CP
Polovent Work (see part 9)	No 1	2.00 CP
Relevant Work (see part 8)	No 2	2.00 CP
Total		6 CP

Weight of the module grade for the overall grade: 6/174 (3,45%)

Module Prerequisites:

Skills from the module "Principles of Col

Skills from the module "Principles of Corporate Taxation" are recommended.

14	Presence: Presence is strongly recommended to warrant learning success					
	Mobility/Acknowledgement:					
15	Use of the module for other course programs		elor Business Administration, Bachelor nation Systems			
16	Responsible Lecturer: Professor Dr. Christoph Watrin		Department: School of Business and Economics			
17	Misc.: Track: Accounting (core module).					

INTOP Business Simulation

Мо	dule Title english:	INTOP Business Simulation					
Cou	rse Program:	Bachelor Economics					
1	Module No: WPB 41	State: Elective	Language of Instruction: English				
2	Turn: each winter semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180		

Module Structure:

3

No	Туре	Course State Workload			
				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			
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: 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.			
objectives, formula their long-term stradecisions and their participants to app The student focus on the most representation. Based on explude the important important of simulation requires imagination.	s simulation has various objectives: The participants must determine finance accompanying strategies and make decisions each quarter according to attegy. The participants learn to establish the relationship between the consequences and new decisions. The learning-by-doing-effect enables the ly their prior knowledge. It is are encouraged to reduce the time for making decisions which helps to relevant decision criteria. In experience made throughout the course of the simulation, the students learn acce of relevant economic instruments. It is not relevant economic instruments, an advanced degree of analytical thinking, conceptual abilities and accordinate with peers.			

communication, presentation and conflict resolution skills.

- Description of possible electives within the modules: 6 none
- **Examination:** Examinations for every part of the module

Relevant Work:

8

Part of final mark No Number and Type; Connection to Course Duration in %

	1	seminar paper on INTOP (su the beginning of the semest	8 - 10 բ	oages	40 %		
	2	2 INTOP Business Simulation Game: written paper on the management decisions			um of 15	40 %	
	3	Presention & defence (INTO	P)	45 min group	. per	20 %	
9	Stud	ly Work: none					
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.						
	СР А	ssignment:					
	Pre	sence (see part 3)	No 1		2.00 CP		
11			No 1		1.50 CP		
	Relevant Work (see part 8)		No 2		1.50 CP		
			No 3		1.00 CP		
	Tota	al		6 CP			
12		ght of the module grade for the 4 (3,45%)	ne overall grade:				
13	The	ule Prerequisites: knowledge of the second yea nce is expected. For the INTOR	The state of the s		_		
14		ence: ence is strongly recommende	ed to warrant learning su	ıccess			
15	Mobility/Acknowledgement:						
-5	Use	of the module for other cour	se programs Bachelo	or Busine	ss Admini	stration	
16		oonsible Lecturer: essor Dr. Christoph Watrin		Department: School of Business and Economics			
17	Misc.: Track: Accounting (additional module).						

Insurance Management

Мо	dule Title english:	Insurance Management					
Cou	rse Program:	Bachelor Economics					
1	Module No: WPB 42	State: Elective	Language of Instruction: German				
2	Turn: each summer semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180		

Module Structure:

No	Туре	Course		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:

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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.

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	Desc none	ription of possible electives	s within the mod	lules	:				
7	Exam	nination: Final Module Exan	n						
8	Relevant Work: No Number and Type; Connection to Course 1 Final written exam				Duration 90 min.		Part of final mark in %		
9	Stud	y Work: none							
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.								
	CP As	CP Assignment:							
	Presence (see part 3)		No 1			1.00 CP			
11			No 2		1.00 CP				
	Rele	evant Work (see part 8)	No 1			4.00 CP			
	Tota	l	6 CP						
12	_	tht of the module grade for the (3,45%)	the overall grade	e:					
13	Module Prerequisites:								
14	Prese Prese	ence: ence is strongly recommend	ed to warrant le	arnin	g success				
	Mobi	Mobility/Acknowledgement:							
15	Use of the module for other course programs Bachelor Business Administration, Bachelor Information Systems, Bachelor Mathematics, Master Business Administration, Master Mathematics					Bachelor Mathematics,			

16	Responsible Lecturer: Professor Dr. Martin Artz	Department: School of Business and Economics		
17	Misc.: The module isan additional module for the tracks accoun	nting, finance, management.		

Specialization in Finance

Мо	dule Title english:	Specialization in Finance					
Cou	rse Program:	Bachelor Economics					
1	Module No: WPB 43	State: Elective	Language of Instruction: English				
2	Turn: each summer semester	Duration: 1 semester	Semester: 4 or 5 or 6	CP: 6	Workload (h): 180		

Module Structure:

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:

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.

ThemesLearning objectivesInterest rates and bondsThorough 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.DerivativesKnowing several classes of derivatives and being able to clearly assess influence factors on derivative prices

	Structured Products						
	and	Investment tegies	structu		able to app		epts of derivative pricing
	Performance Estimate the risk-return trade-off from different points of view. measurement						nt points of view.
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:						
7	Exam	nination: Final Modu	le Exam				
8	Relevant Work: No Number and Type; Connect			on to Course	Duration		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:					
	Droc	sence (see part 3)		No 1		1.00	СР
11		ocince (see part 3)		No 2		1.00	CP
	Rele	evant Work (see part	8)	No 1		4.00	СР
	Total					6 CP	
12	Weight of the module grade for the overall grade: 6/174 (3,45%)						

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

Advanced Management

Мо	dule Ti	tle english:		Advanced Managen	nent					
Cou	ırse Pro	ogram:		Bachelor Economics	5					
1	Modu	ıle No: WPB	44	State: Elective	Language of I	nstruct	ion: En	glis	sh	
2	Turn: each summer semester			Duration: 1 semester	Semester: 4 0	r 5 or	CP: 6		Workload	d (h): 180
	Modi	ule Structur	e:							
	No	Туре	Cour	se		State		W	orkload (h)
3				Presence (h + CH)						Self- Study (h)
	1	Lecture	Adva	nced Management		Comp	ulsory	30	h (2 CH)	60
	2	Seminar	Adva	nced Management		Comp	ulsory	30	h (2 CH)	60
4	Cours Strate found provi	dation and t des a coher	he inte ent the	s characterized by a r rdependencies betwe oretical framework th ers how firms can ach	en the different at combines the	model most i	s often mporta	get int t	lost. This theories of	course f strategi
4	Cours Strate found provi mana case withi gove	se content: egic Manage dation and t des a coher agement and studies and n this indus rnance struc	he interent the danswell exercistry, howertures.	rdependencies betwe oretical framework th	en the different at combines the ieve a sustainat w firms select a se core compete	model most i ole com suitab encies,	s often mporta petitiv le indus and ho	get int t e ac stry ow f	lost. This theories of dvantage. how firm irms creat	course f strategi Through s positic
5	Strate found provi mana case within gove imple Stude Stude Stude Stude prefer	se content: egic Manage dation and t des a coher agement and studies and n this indus rnance struce ementing su ning outcom emic: ents learn to ents learn he skills: onducting a ents learn he rences and	he interent the danswell exercistry, howetures. Introduce a series ow to e behaviorent to the control of the co	rdependencies betwe oretical framework th ers how firms can ach ses students learn ho v firms develop and u The students also lea	en the different at combines the ieve a sustainable with firms select a se core competern about the impension in the implementation at the implementation	model most in ole come suitable encies, portance s in strandan, of strengtan, how	s often mporta petitive le industand hore of lea	get unt t e ac stry ow f ader nan actic	lost. This theories of dvantage. The how firm firms created in the created in th	course f strategi Through s positic e efficien The
5	Strate found provi mana case within gove imple Stude Stude Stude Stude preferacili	se content: egic Manage dation and t des a coher agement and studies and n this indus rnance struct ementing su ning outcom emic: ents learn to ents learn he skills: onducting a ents learn he rences and tates or hind ription of po	he interent the danswell exercise try, howetures. In analyzow lead case strow to elected behavior to elected the ders tead and the ders te	rdependencies betwee oretical framework thers how firms can achoese students learn how firms develop and unthe students also lead actions in practice. The and assess the essulership influences the undy as a team, students in fluence the quality and effective ors influence the quality and effective or the quality and e	en the different at combines the ieve a sustainable with firms select a se core competern about the impension of the develop and ely work as a teality of team decision.	model most in ole come suitable encies, portance s in strandan, of strengtan, how	s often mporta petitive le industand hore of lea	get unt t e ac stry ow f ader nan actic	lost. This theories of dvantage. The how firm firms created in the created in th	course f strategi Through s positic e efficien The
5	Strate found provi mana case within gove imple stude stude Soft stude preferacili	se content: egic Manage dation and t des a coher agement and studies and n this indus rnance struct ementing su ning outcom emic: ents learn to ents learn to ents learn h rences and tates or hind ription of po	he interent the danswell exercised try, howetures. In analyzow lead case strow to each behavior to each behavior teach bessible	rdependencies betwee oretical framework thers how firms can achoes students learn how firms develop and unthe students also lead actions in practice. The and assess the essulership influences the udy as a team, studer afficiently and effective ors influence the quality am collaboration.	en the different at combines the ieve a sustainable with firms select a se core competern about the impendicular develop and ely work as a teality of team decision and the impendicular of team decision and the ievelop and ely work as a teality of team decision and the ievelop and ely work as a teality of team decision and the ievelop and in the ievelop and ely work as a teality of team decision and the ievelop and ievelop	model most in ole come suitable encies, portance s in strandan, of strengtan, how	s often mporta petitive le industand hore of lea	get unt t e ac stry ow f ader nan actic	lost. This theories of dvantage. The how firm firms created in the created in th	course f strategi Through s positio e efficier The Ils.
5 6 7	Strate found provi mana case within gove imple stude stude stude preferacili. Description	se content: egic Manage dation and t des a coher agement and studies and n this indus rnance struct ementing su ning outcome emic: ents learn to ents learn to ents learn ho rences and tates or hind ription of po ination: Ex vant Work:	he interest the danswell exercistry, howetures. Introduce analyzow leads case strow to elead behavious teaminat	rdependencies betwee oretical framework thers how firms can achoes students learn how firms develop and unthe students also lead actions in practice. The and assess the esselership influences the undy as a team, studer afficiently and effective ors influence the qualum collaboration. The students also lead actions in practice.	en the different at combines the ieve a sustainable with firms select a se core competern about the impendicular develop and ely work as a teality of team decision and the impendicular of team decision and the ievelop and ely work as a teality of team decision and the ievelop and ely work as a teality of team decision and the ievelop and in the ievelop and ely work as a teality of team decision and the ievelop and ievelop	model most in ole come suitable encies, portance s in strandan, of strengtan, how	s often mporta petitive le industand hore of lea	get ant te e ac stry ow f ader riou dua nd c	lost. This theories of dvantage. The how firm firms created in the created in th	course f strategi Through s positio e efficier The Ils. s, nication

	1	Written exam		90 min.		60 %		
	2	Analysis and presentation o case study	f team	50 Powerpo 45 min. (ma	oint slides (max.) & ax.)	40 %		
9	Stud	dy Work: none						
10	The	requisites for Credit Points: credit points will be granted a pleted.	ıfter all rele	vant work ar	nd study work have l	peen successfully		
	СР А	Assignment:						
	Dro	conce (see next a)	No 1		1.00 CP			
11	Pre	sence (see part 3)	No 2		1.00 CP			
	Pal	evant Work (see part 8)	No 1		2.50 CP			
		evant work (see part o)	No 2		1.50 CP			
	Tota	al			6 CP			
12	· ·	ght of the module grade for th 74 (3,45%)	ne overall g	rade:				
13	Mod	Iule Prerequisites: e						
14		sence: sence is strongly recommende	d to warran	t learning su	ıccess			
	Mob	ility/Acknowledgement:						
15	Use	e of the module for other cour	se program	C	Bachelor Business Administration, Bachelor Information Systems			
16	Responsible Lecturer: Prof. Dr. Stephan Nüesch				Department: School of Business and Economics			
17		c.: ks: Management (Kernfach), (inzungsfach), Restrukturierun		_	ernfach), Special St	udies (Kern- oder		

Digital Transformation & Changing Markets

Mod	dule Title english:	Digital Transformation	igital Transformation & Changing Markets				
Cou	rse Program:	Bachelor Economics					
1	Module No: WPB45	State: Elective	Language of Instru	ction: Eng	lish		
2	Turn: each summer semester	Duration: 1 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	Digital Transformation & Changing Markets	Elective	2 h (o CH)	2
2	Exercise	Digital Transformation & Changing Markets (Ü)	Elective	2 h (o CH)	2

Module Profile:

3

Purpose of the module/integration into curriculum

The rapid development of digital technologies has led to profound changes in the economy that require an adaptation of business models and strategies. Companies need to be able to identify and exploit digital transformation opportunities in order to remain competitive. The module has been designed to provide students with the necessary knowledge and skills to understand and successfully respond to the challenges and opportunities of digital transformation. It is based on current research and best practices from the digital economy and enables students to familiarise themselves with the latest developments and trends.

4 | Course content:

The course focuses on the changes that modern technologies and the digital economy have on traditional business models, industries and markets. Students will learn how to recognise, evaluate and use digital technologies and innovations to gain competitive advantage. They will also become familiar with the basic concepts of digital marketing and e-commerce. The learning objectives of the module include understanding the drivers of digital transformation, the ability to analyse and adapt to changing markets, and the development of digital strategies and business models. Through case studies and practical exercises, in which guest lecturers from the private sector also teach, students are prepared to successfully master the challenges and opportunities of the digital economy.

Learning outcomes:

Academic:

Students learn the ability to evaluate and strategically use digital technologies to achieve competitive advantage. They also develop an understanding of digital marketing and ecommerce, including the planning and implementation of digital marketing strategies. Students will be able to analyse the impact of digital transformation on different industries and develop adaptation strategies. Case studies and practical exercises will prepare them to operate successfully and find innovative solutions in a rapidly changing digital economy.

Soft skills:

	Ī						
	relate innov	ents learn the ability to criticated to digital transformation. To ative and creative approach boration, communication ski	They also acquire t es. Through group	he sl work	kill to dev and tean	elop a	nd communicate
6	Desc none	ription of possible electives	within the module	s:			
7	Exam	nination: 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		90	min.		100 %
9	Study	y Work: none					
10	The c	equisites for Credit Points: redit points will be granted a pleted.	ifter all relevant wo	ork aı	nd study v	work h	ave been successfully
	CP As	ssignment:					
	Pres	sence	No 1			1.00 (CP .
11			No 2		-1.00 CP		
	Rele	evant Work	No 1	1 4		4.00 CP	
	Tota	l		6 CP		6 CP	
12	Weig 3.3%	ht of the module grade for th	ne overall grade:				
13	Modu none	ule Prerequisites:					
14	Prese Atten	ence: ndance is strongly recommen	ded.				
	Mobi	lity/Acknowledgement:					
15	Use	of the module for other cour	se programs Ba	chel	or Busine	ss Adr	ninistration
16	Responsible Lecturer: Professor Dr. Sebastian Hohenberg			Department: University of Münster, School of Business and Economics			
17	Misc	:					

Managing Radical Change and Innovation

Мос	dule Title english:	Managing Radical Change and Innovation				
Cou	rse Program:	Bachelor Economics				
1	Module No: WPB 46	State: Elective	Language of Instru	ction: Eng	lish	
2	Turn: each winter semester	Duration: 1 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	Managing Radical Change and Innovation	Compulsory	30 h (2 CH)	60	
2	Exercise	Managing Radical Change and Innovation	Compulsory	30 h (2 CH)	60	

Module Profile:

3

Course content:

Organizations need to cope with and manage the radical societal and technological changes they are facing to successfully transform their business. To achieve a successful transformation, people (i.e., leaders, employees, etc.) play a key role as they are an organization's most critical resources. Their experience, knowledge, and skills, along with their creativity, effort, and engagement, form the basis for an organization's ability to adapt and achieve sustainable success. People need to propose new ideas or improvements to current products and processes, and they are actively involved in driving or hindering change. Therefore, the focus of this module is on the human side of change and innovation. This module offers in-depth insights into change management, innovation management, and organizational behavior by examining the nature of individual and team behaviors in work environments facing times of radical change and by discussing how behaviors, emotions, and cognition affect the drive for change, creativity, and innovation. The course will discuss and explore different topics at the individual, team, and organizational levels in class. For instance, it focuses on topics related to assessing and fostering change, managing digital transformations, and innovator's resilience after failure experiences. Participants are encouraged to explore the interconnected nature of the various topics to be covered and to develop a holistic and critical understanding of the subject. A variety of different teaching and learning methods will be applied (e.g., presentations, case studies, simulations, reflective exercises) and participants are encouraged to be actively involved in classes.

Learning outcomes:

Academic:

The objective of this course is to increase your understanding and abilities of how to effectively manage radical change and innovation in today's work environments and develop organizations to remain competitive and innovative in today's fast changing world. On completion of this course you should be able to:

1. Demonstrate an ability to critically discuss contents of the course and demonstrate how it is applicable to modern organizations.

Diagnose the need for change and innovation within organizations and be able to apply appropriate diagnostic techniques. Explain how to foster creativity and innovation in teams and organizations. Understand the key challenges faced while driving change and innovation in organization 4. and of how to deal with them. Appreciate the role of leadership, culture, and conflict within interventions and be able to identify appropriate frameworks for overcoming resistance to change and innovate. Description of possible electives within the modules: 6 **Examination:** Final Module Exam 7 **Relevant Work: Number and Type; Connection to Course** Duration Part of final mark in % 8 Final 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 completed. **CP Assignment:** 1.00 CP No 1 **Presence** 11 No 2 1.00 CP **Relevant Work** No 1 4.00 CP **Total** 6 CP Weight of the module grade for the overall grade: 12 3.3% **Module Prerequisites:** 13 none Presence: 14 none **Mobility/Acknowledgement:** 15 Use of the module for other course programs **Bachelor Business Administration Department: Responsible Lecturer:** 16 University of Münster, School of Professor Dr. Julia Backmann **Business and Economics**

Misc.:

Other Electives

Linear Algebra

Мо	dule Title english:	Linear Algebra					
Course Program: Bachelor Economics							
1	Module No: WPS 1	State: Elective	Language of Instruction	ı: English			
2	Turn: each summer semester	Duration: 1 semester	Semester: 2 or 3 or 4 or 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	Linear Algebra	Elective	30 h (2 CH)	60
2	Exercise	Tutorial Linear Algebra	Elective	30 h (2 CH)	60

Module Profile:

Purpose of the module/integration into curriculum:

This module is the foundation of quantitative methods where linear algebra is used as a tool. The module is particularly recommended for students who intend to attend elective modules in econometrics etc.

4 Course content:

Linear equation systems; matrices and matrix operations; matrix multiplication; rules for matrix multiplication; transpose; vectors; determinants; inverse matrix; Cramer's rule; eigenvalues and eigenvectors. Learning aims are a deep understanding of the mathematical tools and the ability to apply them in economic and econometric contexts.

Learning outcomes:

Academic:

The course enables students to deal adequately with the fundamental concepts of linear algebra. They recognize the importance and value of linear algebra as a problem solving tool. They are familiar with a variety of examples and situations where linear algebra helps to accurately explain and structure abstract phenomena. They can recognize and appreciate the connections between theory and applications. Students learn to independently read economic literature where linear algebra appears as a tool.

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 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 empirical methods 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 empircal methods to non-experts. They can justify choices made during problem solving and interpretation of results. The students present the results and assessment of a problem solving strategy. They communicate logical arguments, both orally and in writing, to a range of audiences.								
6	Description of possible electives within the modules: none								
7	Examination: Final Module Exam								
8	Relevant Work: No Number and Type; Connection	ion to Course	D	uration	Part of final mark in %				
	1 Final written exam		12	o min.	100 %				
9	Study Work: none								
10	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.								
	CP Assignment:								
	Presence (see part 3)	No 1		1.00	СР				
11		No 2		1.00	CP				
	Relevant Work (see part 8)	No 1		4.00	СР				
	Total			6 CP					
12	Weight of the module grade for the 6/174 (3,45%)	ne overall grade	e:						
13	Module Prerequisites:								
14	Presence: Presence is strongly recommende	ed to warrant le	arning s	success.					
	Mobility/Acknowledgement:	Mobility/Acknowledgement:							
15	Use of the module for other cour	se programs	Bache	lor Business Ad	ministration				
16	Responsible Lecturer: Prof. Dr. Mark Trede, Professor Dr.	. Bernd Wilfling		Department: University of N Business and	Nünster, School of Economics				

17 Misc.:

Law

Mο	dule Tit	tle english:		Law							
COL	ırse Pro			Bachelor Economic	1						
1	Modu	ı le No: WPS	2	State: Elective	Language of Instruction:		: Germ	nan			
2	Turn:	each summ ester	ner	Duration: 1 semester	Semeste or 5 or 6	e r: 2 or 3	or 4	CP: 6	CP: 6 Workload (h):		
	Modu	ıle Structur	e:								
	No	Туре	Cou	rse			State		Wo	rkload (h)
3										esence + CH)	Self- Study (h)
	1	Lecture	Civi	l Law			Compu	ulsory	60	h (4 CH)	120
4	Introduced obligation their when	ations, and potential re it comes to	sales futatio mino	w, specifically the ge law. The lecture will on. In addition, the le r's law and legal rep	essentially ecture will resentation	/ deal wit provide t n issues.	th the f the stud . Furthe	ormati dents v ermore	ion o with , the	of contract broad kreal law of ol	cts and nowledge bligation
4	Introduction obligation their when part of	se content: duction to C ations, and potential re it comes to of the lectur	sales futatio mino e focu	law. The lecture will on. In addition, the le	essentially ecture will resentation hts. Eventu	/ deal wit provide t n issues.	th the f the stud . Furthe	ormati dents v ermore	ion o with , the	of contract broad kreal law of ol	cts and nowledge bligation
	lntrodoblig their when part of sales Learr Acad Basic facts are retrans	se content: duction to C ations, and potential re it comes to of the lectur law which i law which i ming outcom emic: as of legal m of a certain equired in or fer their the skills:	sales futation mino e foculis substitutes: ethodo case a rder to oretical	law. The lecture will on. In addition, the le r's law and legal rep sses on warranty rig	essentially ecture will resentation hts. Eventucontexts. These incomplete in of the relactice-orientatice	y deal with provide to a superstance of the provided the evant and tain case ented case	th the f the stude Furthe studer close a d corre e. The s	formation dents with the second secon	ion owith, the l be i	of contract broad krelaw of old introduce ive work work work work work work work work	ets and nowledge bligation ed to with the ms whic
5	Learr Acad Basic facts are re trans Soft s	se content: duction to C ations, and potential re it comes to of the lectur law which i law which i sequired in or fer their the skills: tudents will	sales futation mino e foculis substantial formation in the following substantial formation in th	law. The lecture will on. In addition, the lear's law and legal repsets on warranty rightstantial in business of cology will be taught, and the identification solve the problems al knowledge onto problems.	essentially ecture will resentation hts. Eventucontexts. These incomplete in of the release of that cerractice-ories esults in a second esults in	y deal with provide to a sure of the lands the lands and t	th the f the stude Furthe studer close a d corre e. The s	formation dents with the second secon	ion owith, the l be i	of contract broad krelaw of old introduce ive work work work work work work work work	ets and nowledge bligation ed to with the ms which
5	Learr Acad Basic facts are retrans Soft sonone	se content: duction to C ations, and potential re it comes to of the lectur law which i law which i sequired in or fer their the skills: tudents will	sales futation mino e foculis substitutes: ethod case a refer to oretical be about the sales and the sales are sale	law. The lecture will on. In addition, the lear's law and legal repsets on warranty right and the identification of solve the problems al knowledge onto pole to present their receleted.	essentially ecture will resentation hts. Eventucontexts. These incomplete in of the release of that cerractice-ories esults in a second esults in	y deal with provide to a sure of the lands the lands and t	th the f the stude Furthe studer close a d corre e. The s	formation dents with the second secon	ion owith, the l be i	of contract broad krelaw of old introduce ive work work work work work work work work	ets and nowledge bligation ed to with the ms which
5	Introdoblig their when part of sales Learr Acad Basic facts are retrans Soft: The s Desc none Exam	se content: duction to C ations, and potential re it comes to of the lecture law which i ning outcome emic: cs of legal m of a certain equired in or fer their the skills: tudents will ription of po	sales futation mino e foculis substitutes: ethod case a refer to oretical be about the sales and the sales are sale	law. The lecture will on. In addition, the lear's law and legal repsets on warranty right and the identification of solve the problems al knowledge onto pole to present their receleted.	essentially ecture will resentation hts. Eventucontexts. These incomplete in of the release of that cerractice-ories esults in a second esults in	y deal with provide to a sure of the lands the lands and t	th the f the stude Furthe studer close a d corre e. The s	formation dents with the second secon	ion owith, the l be i	of contract broad krelaw of old introduce ive work work work work work work work work	ets and nowledge bligation ed to with the ms which
6	Introdoblig their when part of sales Learr Acad Basic facts are retrans Soft: The s Desc none Exam	se content: duction to C ations, and potential re it comes to of the lectur law which i law which i law it comes of a certain equired in or fer their the skills: tudents will ription of po	sales futation mino e focus is substantial mes: lethod case a rder to oretical be about the sale and mal Mo	law. The lecture will on. In addition, the lear's law and legal repsets on warranty right and the identification of solve the problems al knowledge onto pole to present their receleted.	essentially ecture will resentation hts. Eventucontexts. These incomposition of the relactice-orien esults in a second esults	y deal with provide to a sure of the lands the lands and t	th the f the stude Furthe studer close a d corre e. The s ses.	ermati dents v ermore nts wil	ion c with , the l be ensi	of contract broad krelaw of old introduce ive work work work work work work work work	ets and nowledge bligation ed to
5	Learr Acad Basic facts are retrans Soft some Exam	se content: duction to C ations, and potential re it comes to of the lectur law which i law which i law it comes of a certain equired in or fer their the skills: tudents will ription of po	sales futation mino e focus is substantial mes: lethod case a refer to oretical be about the ab	law. The lecture will on. In addition, the lear's law and legal repsets on warranty rights and the identification of solve the problems al knowledge onto pole to present their recelete electives within the dule Exam	essentially ecture will resentation hts. Eventucontexts. These incomposition of the relactice-orien esults in a second esults	y deal with provide to a supervise the provide the lude the evant and tain case ented case coherent.	th the f the stude Further studer close and corre e. The s ses.	ermatidents vermore nts wil	ion c with , the l be ensi	of contract broad kreelaw of old introduce ive work welegal nor ill be able	ets and nowledge bligation ed 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:	CP Assignment:							
11	Presence (see part 3)	No 1		2.00 CP					
	Relevant Work (see part 8)	No 1		4.00 CP					
	Total			6 CP					
12	Weight of the module grade for t	the overall grad	e:						
13	Module Prerequisites:								
14	Presence: Presence is strongly recommend	ed to warrant le	arning s	success					
	Mobility/Acknowledgement:								
15	Use of the module for other cou	rse programs	Bache	elor Business Administration					
16	Responsible Lecturer: Professor Dr. Peter Kajüter			Department: School of Business and Economics					
17	Misc.:								

Bachelor Thesis

		tle english		Bachelor Thesis								
Module Title english:												
Course Program:			Bachelor Economics									
1	Modu	ule No: BA	State: Compulsory	Language of Ins	nguage of Instruction: German or English							
2	Turn: seme	each ester	Duration: 1 semester	Semester: 6	CP: 12	Workload (h): 360						
3	Module Structure:											
	No	Туре	Course	Course			Workload (h)					
					Presence (h + CH)	Self- Study (h)						
	1		Bachelor Thesis		Compulsory	o h (o CH)	360					
5	Learning outcomes: Academic: Students will gain experiences by applying the learned contents. Moreover they will learn to work with scientific literature and to formulate academic texts. Soft skills:											
5	To write a scientific text, time- and self-management. Description of possible electives within the modules:											
	none											
_	Examination: Final Module Exam											
	Relev No	vant Work: Number and	Type; Connection to Cou	rse Duratio	n P	Part of final mark in %						
8	1	1 Bachelor Thesis		approx pages	. 40	100 %						
•	Study	Study Work: none										
ιο	The c	Prerequisites for Credit Points: The credit points will be granted after all relevant work and study work have been successfully completed.										

11	CP Assignment:							
	Presence (see part 3)	No 1			0.00 CP			
	Relevant Work (see part 8)	No 1			12.00 CP			
	Total				12 CP			
12	Weight of the module grade for the overall grade: 6.7% (12 of 174 CP)							
13	Module Prerequisites: Students have to prove, that a Seminar in one of the elective courses in Economics or Business Administraion is completed. The seminar must be finished before starting the Bachelor Thesis.							
14	Presence: none							
15	Mobility/Acknowledgement:							
	Use of the module for other course programs Bachelor Economics							
16	Responsible Lecturer: Professor Dr. Gernot Sieg			Departmen School of B	nt: Business and Economics			
17	Misc.: The bachelor thesis will be supervised and graded by an examiner in accordance with §13 of the examination regulations (the examiner has to regularly hold events about the subject which the bachelor thesis relates to). The student has a right of proposal concerning the examiner and also the topic of the bachelor thesis. If the examiner rejects the proposed supervision, the candidate will be assigned to a different supervisor by the examination board.							