

International Study Program (ISP)

→ Information Package Winter Semester 2009/2010

→ For exchange students, enrolling / taking subjects within the ISP

Dear Exchange Student,

This information package has the following objectives:

1. It provides you with information on the **ISP Welcome and Introduction Session** as well as on
2. **Information regarding offered courses and the time-table.**
3. Furthermore **we would like to give you orientation for course registration as you are required to sign up for the courses you are going to take.** You'll have to register at the ISP-office **within the first three weeks of the lecture period** using the form being provided on pages 18 and following.

Though the ISP is coordinating all of your course selections – independent of the language of instruction – this information package focuses on our course offers in English language.

Generally, you are free to choose from the whole variety of courses (“a la carte”). However, restrictions apply to follow-up courses of lectures taught in the past winter semester.

In addition, you are required to take two courses:

1. **“German as a Foreign Language”** at an appropriate level and
2. **“Cross-cultural Communication”.**

In order to provide you the opportunity to specialise in specific subjects, the ISP arranged pre-packed course offers (“Specializations”) such that time-table clashes are avoided.

Best regards and wishing you a good starting off at Pforzheim University!

Matthias Kropp & Jochen Ebert
ISP Business School

Guy Fournier & Henriette Wilhelm
ISP School of Engineering

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Agenda Welcome and Introduction Session Winter Semester 2009 /2010

→ For exchange students, enrolling / taking subjects within the ISP

MONDAY, 28TH SEPTEMBER 2009,
Campus Tiefenbronner Str. 65, Building W3, Room W3.2.04

- 10:30 *Reception Desk -*
ISP students pick up the ISP Information Package
- 10:45 *Rector's Welcome*
Prof. Dr. Martin Erhardt, Rector Pforzheim University
- 10:55 *Introduction to the International Study Program*
Prof. Dr. Matthias Kropp, Dean for Academic Affairs & Director ISP
Business School,
Prof Harald Schnell, School of Engineering
Henriette Wilhelm - Program Coordination ISP School of Engineering
Jochen Ebert - Program Coordination ISP Business School
- 12:00 *Welcome Address*
Wolfgang Schöllhammer, Director International Programs Pforzheim
University
- 12:05 *Information on courses "German as a Foreign Language" and "Cross-*
cultural Communication"
Mrs. Gabi Bender, Director Institute of Foreign Languages
- 12:20 *Meet with Student's Union (AStA) Representatives*
Lunch Break and tour through the Pforzheim University Business School
- 14:00 *Guided tour through the city of Pforzheim - "Goldstadt-Walk"*

TUESDAY, 29TH SEPTEMBER 2009
Campus Tiefenbronner Str. 65

- 9.45 – 11.15 **Building W1, Room W1.2.06**
*Placement Test ("Einstufungstest") for all courses "German as a Foreign
Language"*
- 11:30 - 13.00 **Building W3, Room W3.2.04**
Introduction course selection, course registration, online time table
Jochen Ebert - Program Coordination ISP Business School

**+++ No classes on Monday 28th September 2009. First lecture option: ECO1012E
Macroeconomics Tuesday, 29th September 13:45, Room W2.3.01+++**

Overview ISP

- Focus: Undergraduates
- Leading to a Certificate / Diploma (min. 30 / 60 ECTS Credits, irrespective of the language of instruction)
- Integration of Bachelor-courses and amendment of the existing course offers by pre-packaged, specialized sets of courses (“Specializations”)
- Integration of exchange students
- Additional lectures / seminars focused on German culture
- ISP-Website: www.hs-pforzheim.de/isp

General Remarks

- You are free to choose courses from all Business School’s Bachelor / Diplom Program offers, both in English and German, and in addition from the course offers of the Department of Business Administration and Engineering (BAE), Pforzheim University School of Engineering.
- Please check, however, for possible time-table clashes; you have to make sure that you have the necessary qualifications to take part in these courses (especially in higher semesters).
- Please note: we prepared offers of specializations (language of instruction: English) in order to avoid time-table clashes.
- You are not allowed to choose courses from our Master Programs
- Please note: Course registrations, representing a minimum number of 24 ECTS-Credits in total are expected. The ISP-Office will not accept registrations for more than 30 Credits (German as a Foreign Language, Cross-Cultural Communication and German Culture are added to this limit).

Prepackaged Course Offers (“Specializations”)

Please find the details concerning the specializations in the ISP brochure (pages 18 – 23) as well as on the ISP website <http://www.hs-pforzheim.de/isp>.

Organizational Information on Specific Courses

General Information – Weekly Courses vs. Blocked Courses

Our course offerings are organized as

- Intensive courses, mostly on weekends. We call them “blocked courses”. and as
- “Weekly courses”, where you take classes every week during the semester

Important Introductory Sessions on Specific Courses

Introduction to Business Administration & Engineering /ISP School of Engineering:
Tuesday September 29th 8:30 am, building T1, room T1.2.24 | Wilhelm

Introduction to ESR4021 / ESR 4022 Sustainable Development
Wednesday Sept.30 15:30 building W1, room W1.3.03 | Strotmann

Introduction to ECO2012 Seminars in Economic Policy
Friday Oct. 2 13:45 – 15.15 building W2, room W2.2.01 | Strotmann

Introduction to GMT3014 - Management Seminar
Wednesday Oct 7 15:30 - 17:00 building W4, room W4.2.01 | Saldsieder

Introduction to GMT3025 Management Simulation
Wednesday, November 11th – 19:00 building W2, room W2.3.12 | Kuppinger

Courses offered twice

The following courses will be offered twice.

Subsequently, you'll choose either [A] or [B] sessions, indicated in the time table (see this package as from page 8).

- BAE2013 - Production Management
Groups [A] and [B] both offered by Prof. Weyer
- IBU1101 - Doing Business in Germany
 - [A] Prof. Manthey
 - [B] Dr. Thudium
- IBU1012 - Regional Studies
 - [A] Prof. Manthey
 - [B] Prof. Hartmann, Tec de Monterrey (*blocked seminar in December, sessions will be announced*)
- MCO2011 - Introduction Marketing Communication
Groups [A] and [B] both offered by Prof. Tropp
- LAN1002 - German 2 - CEFR-Level A2 / Basic User
(*For this course, our Institute of Foreign Languages will arrange for the groups*)
 - [A] Schnabel
 - [B] Kleinheinz

Further Course Information

ECO2012 Seminars in Economic Policy [Blocked course]

Two alternative seminars will be offered to you. You'll take either

- Seminar ECO2012 [A] | Lecturer Dr. Fan or
- Seminar ECO2012 [B] | Lecturer Dr. Scatasta

1) Seminar ECO2012 [A] | Lecturer Dr. Fan

The emerging economic power PRC China: the achievements and the impacts

Sessions

Friday December 18th, 9 – 17:00, W1.5.03

Saturday December 19th, 9 – 17:00, W1.3.04

Topics:

I. PRC China: achievements and impacts

- a) The economic reform since 1978 in China: its process and its characteristics
- b) The relationship between industrial development and economic growth in China since 1978
- c) The impact of trade and FDI on the structural change in China
- d) Income distribution and the poverty in China since the reform
- e) Environmental pollution and the Green-GDP in China
- f) China's hunger for natural resources and its impact on the world economy
- g) China's economy and the world financial crisis: which role could China play in the crisis?

II. India

- a) From "slumdog millionaire" observing the economic performance of India: How could India achieve its performance and which role does /will India play in the world economy?

III. Russia

- b) The reform process after the collapse of USSR: How has Russia restored its economy and which role does/will Russia play in the world economy?

2) Seminar ECO2012 [B] | Lecturer Dr. Scatasta

Green policies and economics: countries in comparison

Sessions

Saturday November 14th, 09:45 - 16:00 W1.2.05

Optional: December 12th

Topics

1. Approval and labeling of genetically modified ingredients in food products
2. Promoting the use of energy from renewable resources
3. Liability and clean-up costs
4. Increasing the availability and safety of drinking water
5. Improving air quality
6. Greening agricultural practices
7. Containing urban sprawl
8. Climate Change: Prevention or Mitigation?
9. Preserving ecosystems

GMT3025 Management Simulation | Kuppinger [Blocked course]

This course is strictly offered on a pass/fail basis. Subsequently you will not receive individual grades / marks.

Sessions:

1. Wednesday, November 11th – 19:00 (room W2.3.12)
2. Saturday, November 14th (9 - 16:00; room will be announced by lecturer)
3. Saturday, November 21th (9 - 16:00; room tba)
4. Saturday, December 12th (9 - 16:00; room tba)

++Please note++

- **Seat limit exchange students: 15 participants;**
- **Prerequisite: Reading of the “Participants’ Manual”**
- **Binding registration via E-Mail to bernd.kuppinger@hs-pforzheim.de (first come first served basis), registration deadline October 12th, 2009.**
- **Participation only possible if you have read the “Participants’ Manual”, on which you will get informed about after your registration.**

SIC2011 Cross-Cultural Communication [Blocked seminar]

- This course requires participation and active involvement in 6 classes of 90 minutes each. The classes are offered in English, French, Spanish and German groups
- You are required to attend this course on two days, during the time slots 1-3
 - Either on two Mondays
 - Or on two Tuesdays.
- Dates and groups will be announced by our Institute of Foreign Languages.
- Your sessions will be such arranged, that you won't have time table conflicts neither with classes German as a foreign language and nor with ISP Business School classes taught in English.
- Exchange students are required to join together with students from Pforzheim University to write an essay and prepare a presentation.
- Further details will be announced at the Welcome Session.

Time Table WEEKLY Courses Taught in English and Courses German as a Foreign Language

Time	Mon	Tue	Wed	Thu	Fri
(1) 08:00 to 9:30		LAN1002 Deutsch 2 [A] Schnabel W1.2.06 First Tuesday Session Oct.6	GMT3024 International Trade Operations Manthey W1.3.03 Start: Sept 30 - IBU2031 Introduction to International Business Sutton W3.2.04 Start: Sept 30	ECO1011 Foundations of Economics Kurz W1.5.04 Start: Oct 8 - GMT3024 International Trade Operations Manthey W1.4.06 Start: Oct 1 - LAW2024 International Business Law Gildeggen W1.5.06 First Thursday- session: Oct.15 - MCO2011 [A] Introduction Marketing Communication Tropp W1.5.05 First Thursday- session: Oct. 8 - MCO2031 Special Topics in Integrated Communication Pflaum W4.1.06 Start: Oct 1 ++Course will be finished before Christmas ++	LAN1002 Deutsch 2 [B] Kleinheinz W4.2.01 ++first session (Oct 2) in W2. 3.20++ - LAN1002 Deutsch 2 [A] Schnabel W4.2.04 Start: Oct 2 - LAN1005 Deutsch 5 Bender W4.1.06 Start: Oct 2
(2) 09:45 to 11:15	BAE2013 - Production Management [A] Weyer T1.2.07 Start: Sept 29 - LAN1003 Deutsch 3 Michelfeit W4.2.03 Start Tuesday Oct 6 - Deutsch Schreibwerkstatt Schnabel W4.201 ++ first session on Oct 5, in W1.4.01++	LAN1001 Deutsch 1 Schnabel W4.1.06 Start Oct6 - LAN1002 Deutsch 2 [B] Kleinheinz W4.2.02 First Tuesday Session Oct.6 - LAN1003 Deutsch 3 Michelfeit W4.2.03 Start Oct6 - LAN1004 Deutsch 4 Hiltwein W1.2.06 Start Oct6	GMT3024 International Trade Operations Manthey W1.3.03 Start: Sept 30	AUD1011 Internal Accounting Rade W1.2.06 Start: Oct 1 - ECO1011 Foundations of Economics Kurz W1.5.04 Start: Oct 8 - IBU1012 Regional Studies [A] Manthey W1.4.06 Start: Oct 1	LAN1002 Deutsch 2 [B] Kleinheinz W4.2.01 ++first session (Oct 2) in W2. 3.20++ - LAN1002 Deutsch 2 [A] Schnabel W4.2.04 Start: Oct 2 - LAN1005 Deutsch 5 Bender W4.1.06 Start: Oct 2

Time	Mon	Tue	Wed	Thu	Fri
(3a) 11:30 to 13.00	BAE2013 - Production Management [A] Weyer T1.2.07 Start: tba - BAE2093 Financial Control 2 Schnell T1.2.01 Start Oct 5 - LAN1003 Deutsch 3 Michelfeit W4.2.03 Start Tuesday Oct6	LAN1004 Deutsch 4 Hiltwein W1.2.06 Start Oct 6 - LAN1006 Deutsch 6 Michelfeit W4.2.03 Start Oct 6	LAW2024 International Business Law Gildeggen W1.5.06 Start Oct 7 - MAR2011 Consumer Behavior Walter W3.2.02 Start: Sept 30 ++Course will be finished before Christmas++ - MCO2031 Special Topics in Integrated Communication Pflaum W1.5.03 Nov. 11 - Dec. 23	BAE2012 - Business Administration 5 / Strategic Managemt. Weiblen T1.207 Start: Oct 1 - ECO1012 Macroeconomics Maurer W3.2.02 ++First session (Oct.1) in W1.3.06++ - ECO2011 International Economic Relations Volkert W1.5.06 Start: Oct 8	AUD3011 International Accounting – Fundamentals Scholz/Buhleier W1.2.05 Start: Oct 2 - IBU3011 Selected operational issues in IB Bremser W4.2.01 Start: Oct 9 - MAR2032 Data Analysis and Reporting I Cleff W2.1.14 Start: Oct 2 - ECO2011 International Economic Relations Volkert W3.2.04 Start: Oct 2
(3b) 12:00	-	-	-	-	-
(4) 13:45 to 15:15	MKT4012 International Marketing Walter W3.2.04 Start Oct 5 ++Course will be finished before Christmas++	BAE2013 - Production Management [B] Weyer T1.2.07 Start: Sept 29 - BAE3031 - International Business Mahadevan T1.3.01 Start Oct 6 - ECO1012 Macroeconomics Maurer W2.3.01 Start Sept 29 - IBU2031 Introduction to International Business Sutton W3.2.03 Start Oct 6	AQM3012 Computer-aided analysis of financial markets Wüst W2.1.14 Start: Sept 30 - BAE2112 - Production Engineering & Manufacturing 2 Saile T1.3.01 Start: Sept 30 - IBU1101 [A] Doing Business in Germany Manthey W1.4.06 Start: Sept 30	BAE2132 - Information Technology 2 Thimm T1.3.01 Start: Oct 1 - GMT1101 Production and Operations Management Manthey W1.2.05 Start: Oct 1 - IBU2031 Introduction to International Business Paul W3.2.02 Start: Oct 8	IBU3011 Selected operational issues in IB Bremser W3.2.03 Start Oct 9 - MKT2011 International Market Research Frank W1.5.05 Start: Oct 2

Time	Mon	Tue	Wed	Thur	Fri
(5) 15:30 to 17:00	ESR4014 Europ. Integration II Wentzel W2.3.15 Europ. Integration II: Start Oct. 5 ++Course will be finished before Christmas ++ - ESR4022 Sustainable Development Corp. Global Perspectives Kurz / W1.3.06 ++Intrduct. Session Wed Sept.30 W1.3.03++ First Monday session Oct. 5	BAE2013 - Production Management [B] Weyer T1.2.07 Start: Sept 29 - BAE 2102 Marketing 2 Mahadevan T1.3.03/04 Start Oct6 - GMT3013 Strategic Management Sutton W2.2.01 Start Oct 6 - MKT2021 Product and Price Management Walter W3.2.04 Start Oct 6	BAE2122 - Logistics 2 Weyer T1.3.01 Start: Sept 30 - ESR4021 Sustainable Development: Challenges and Respons. Strotmann W1.3.03 Start: Sept 30 ++Sept.30: Intrduct. Session for ESR4021 & ESR4022++ - GMT3014 Management Seminar Saldsieder W4.2.04 18.11.2009 - 20.01.2010 - MCO2011 [B] Introduction Marketing Communication Tropp W3.2.04 Start Oct. 7 - ESR4013 Europ. Integration I Wentzel W3.2.03 Start: Sept 30	AUD3011 International Accounting – Fundamentals Scholz/Buhleier W1.5.05 First Thursday session: Oct. 8 ++No sessions on: 01.10.2009 05.11.2009 12.11.2009 19.11.2009 26.11.2009 03.12.2009 10.12.2009 17.12.2009++ - IBU1101E [B] Doing Business in Germany Thudium W1.4.06 Start: Oct 1 Course will be finished before Christmas	
(6) 17:15 to 18:45	ESR4014 Europ. Integration II Wentzel W2.3.15 Start Oct. 5 ++Course will be finished before Christmas ++ - ESR4022 Sustainable Development Corp. Global Perspectives Kurz W1.3.06 Start Monday Oct.5	HRM2021 Organizational Behavior Janovsky W1.2.06 Start Oct 6 - MKT2021 Product and Price Management Walter W3.2.04 Start Oct 6	ECO1102 International Financial Markets Maurer W3.2.02 Start: Sept 30 - GMT3014 Management Seminar Saldsieder W4.2.04 18.11.2009 - 20.01.2010 - MCO2011 [A+B] Introduction Marketing Communication Tropp W3.2.04 Start Oct. 7	AUD3011 International Accounting – Fundamentals Scholz/Buhleier W1.5.05 First Thursday session: Oct. 8 ++No sessions on: 01.10.2009 05.11.2009 12.11.2009 19.11.2009 26.11.2009 03.12.2009 10.12.2009 17.12.2009++ - IBU1101 [B] Doing Business in Germany Thudium / W1.4.06 Start: Oct 1 ++Course will be finished before Christmas ++	
(7) 19:00 to 20:30		SSC1102 History of German Art Fischer W4.2.04 Start Oct 6	GMT3014 Management Seminar Saldsieder W4.2.04 18.11.2009 - 20.01.2010	SSC1101 The History of Post- War-Germany Zeitler W4.1.06 Start: Oct 1	

Annotations to Time Table WEEKLY Courses Taught in English and Courses German as a Foreign Language

1. **[A] / [B]** = These courses are offered alternatively; please choose either [A] or [B] sessions

2. Additional Sessions for individual classes

- a. MCO2011 [A] Introduction Marketing Communication /Tropp 12:30 – 14:00
W1.3.02
- b. MCO2011 [B] Introduction Marketing Communication /Tropp 9 – 10:30
W1.3.02
- c. MCO2011 [A+B] Introduction Marketing Communication /Tropp 10.45 – 12:15 W1.3.02

3. **IBU2031 Introduction to International Business |Prof. Paul, Sutton**
is consisting of 3 slots of 90 minutes each per week. If you take this course you subsequently participate at the sessions of Prof. Sutton and Prof. Paul

Sessions BLOCKED Courses Taught in English

GMT3025 - Management Simulation | Lecturer: Kuppinger

Sessions:

- Wednesday, November 11th (19:00 - 20:30 room W2.3.12)
- Saturday, November 14th (9 - 16:00; room will be announced by lecturer)
- Saturday, November 21th (9 - 16:00; room tba)
- Saturday, December 12th (9 - 16:00; room tba)

ECO2012 - Seminar in Economic Policy | Lecturers: Fan, Scatasta

- Introductory Session: Friday, October 2, 2009 13:45, room W2.2.01
- ECO2012 - Seminar in Economic Policy [A] | Lecturer: Fan
 - Friday December 18th, 9 – 17:00, W1.5.03
 - Saturday December 19th, 9 – 17:00, W1.3.04
- ECO2012 - Seminar in Economic Policy [B] | Lecturer: Scatasta
 - Saturday November 14th, 09:45 - 16:00 W1.2.05
 - Optional: December 12th

IBU1012 - Regional Studies [B] | Lecturer Prof. Dr. Hartmann, Tec de Monterrey

- Sessions to be announced

Information for ISP students, planning to extend their stay at Pforzheim University

In case you intend to stay for a second semester at Pforzheim University, please be aware of the necessary procedure:

1. Official Nomination by your home university at the International Office (Akademisches Auslandsamt) of Pforzheim University for the next semester.
2. Deadline for the nomination:
 - a. For continuing in a Summer semester: December 1
 - b. For continuing in a Winter semester: May 1
3. After having received the official Acceptance Letter, issued by the International Office of Pforzheim University, you would have to arrange for your re-registration ("Rückmeldung") at Pforzheim University

How to Access Grades via the Internet, Transcripts of Records

- At <https://hic.hs-pforzheim.de/qispos/> you may access your grades and print provisional transcripts.
- Official Transcripts will be issued and send off to your Home Universities as soon as your records are completed.
- Deadline for lecturers to submit grades are for the
 - Summer semesters: end of August;
 - Winter semesters: end of February.Hereafter we need approximately two weeks to finalize and post your Official Transcripts of Records as well as your ISP certificates and ISP diplomas.
- Resits:

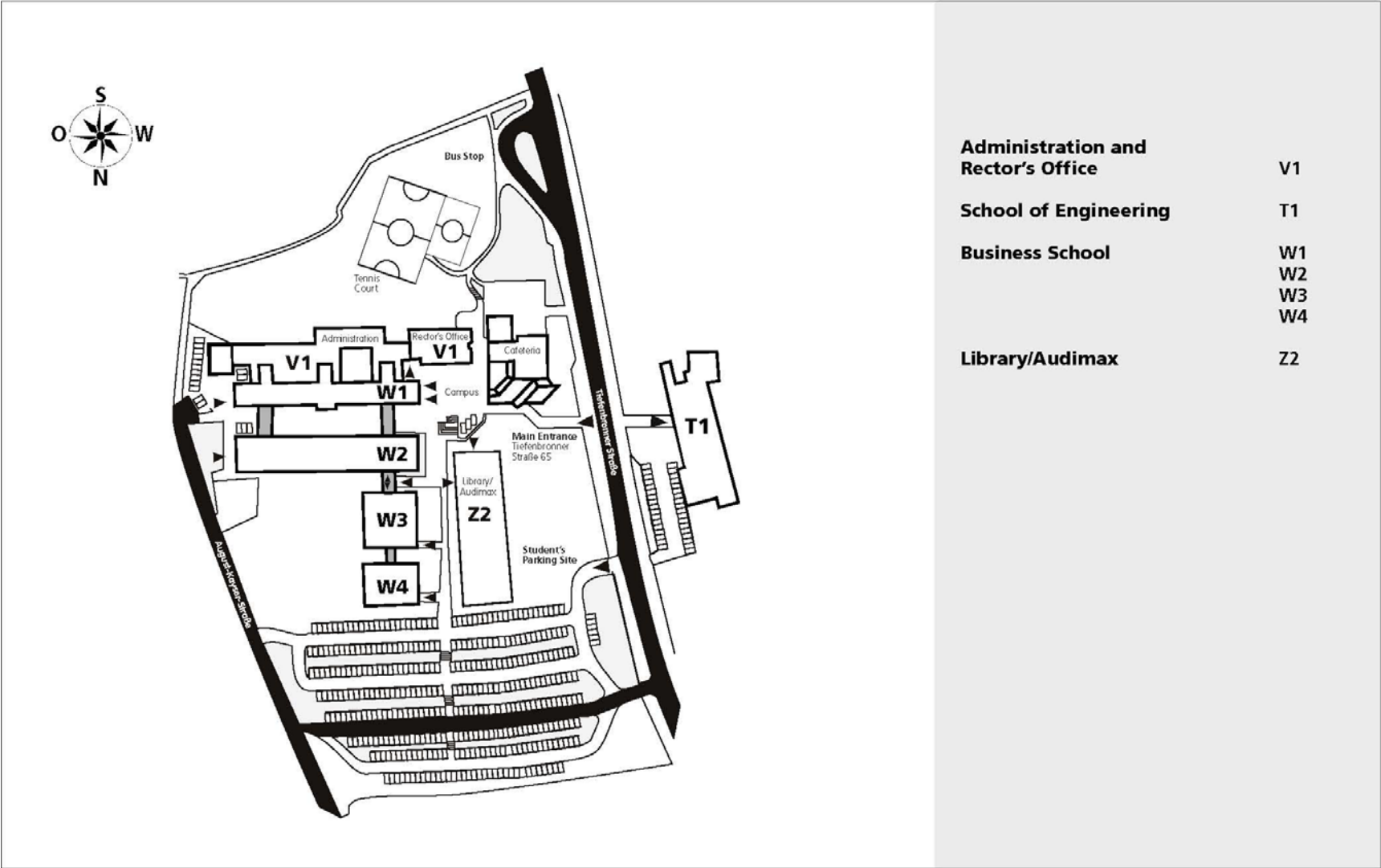
What we do not hope, however it may happen that some students do not pass an examination.

 - Subsequent resits are offered only within the examination period of the NEXT semester (please see next page: Academic Year Details)
 - Additional resit appointments cannot be offered.
 - Please note that resit candidates
 - would have to be nominated for the NEXT semester by the home university at the International Office of Pforzheim University,
 - would have to enrol and,
 - strongly recommended, follow the subject again at Pforzheim University.
 - If candidates cannot take the resits in Pforzheim or the subjects are not offered in the next semester, we recommend that failed courses are covered at the home university.
- German Grades and European Grading Scale: please see the ISP-Brochure (page 12).

Academic Year Details including Examination and Vacation Dates

	Winter 2009/2010 Semester	Summer 2010 Semester
Beginning of semester	September 28, 2009	March 15, 2010
Welcome Meeting	September 28, 2009	March 15, 2010
Application deadline for exchange students	May 1, 2009	December 1, 2009
Date by which exchange students are expected to arrive	September 25, 2009	March 12, 2010
Deadline for the registration of the courses	October 16, 2009	April 2, 2010
Deadline for the submission of countersigned Learning Agreement	October 16, 2009	April 2, 2010
Final Examinations Registration Period	tba	Tba
End of lecturing period	January 22, 2010	July 2, 2010
Examinations period	January 23 until February 3, 2009 inclusively	July 5 until July 16, 2010 inclusively
No lectures during	December 23, 2009 until January 8, 2010 inclusively	<ul style="list-style-type: none"> • Ascension Day: May 13, 2010 • Corpus Christi: June 3, 2010 • Pentecost Break: tba

Campus Map Business School and School of Engineering



Course Offerings and ISP-Student Course Registration Form Winter 2009/2010

Your Pforzheim University Student-ID-No.: _____

1) Your Personal Data

Last Name(s): _____

First Name(s): _____

2) Data Concerning Your Studies at Your Home University

a) Name of your home university & country: _____

b) Name of study program you are studying at your home university:
(e.g.: *Bachelor in Marketing*) _____

c) Degree you'll be awarded at your home university upon completion of your studies
(e.g.: *Bachelor of Science in Marketing*)

d) In which semester you are studying now / what is the total duration of your study program at your home university? (for example: *semester 4 out of 8*)

Please note:

- In selecting your courses taught in English, please clarify with the indicative timetable that your choice will not produce time-table clashes. If you are selecting courses from one of our Specializations, these pre-packaged courses are arranged such that time-table clashes are avoided.
- Course registrations, **representing a minimum number of 24 ECTS-Credits in total are expected.** The **ISP-Office will not accept registrations for more than 30 Credits.** The following courses however can be added to the limit of 30 ECTS Credits: German as a Foreign Language, Cross-Cultural Communication and German Culture classes.
- **There are two compulsory courses which you are required to enrol in: German as a Foreign Language and Cross-cultural Communication.**

Courses signed with an asterisk (*) are only available to students continuing their studies in Pforzheim within the corresponding specialization. Individual access for other students is only available by permission of the respective lecturer.

ISP- Student Course Registration Form (cont.)

Your Pforzheim University Student-ID-No.: _____

Course No.	Course Title	Contact Hours per week [45 min.]	ECTS Credits	PLEASE INDICATE YOUR CHOICE „X“
AQM3012	Computer-aided Analysis of Financial Markets (Value at risk)	2	4	
AUD1011	Internal Accounting / Intermediate Management Accounting	2	3	
AUD3011	International Accounting – Fundamentals	2	4	
BAE2012	Business Administration 5 /Strategic Management and Business Policy	2	2	
BAE2013	Production Management	4	5	
BAE2112	Production Engineering & Manufacturing 2	2	2	
BAE2132	Information Technology 2	2	2	
BAE3031	International Business	2	2	
New: BAE2122	Logistics 2	2	2	
New: BAE2093	Financial Control 2	2	2	
New: BAE2102	Marketing 2	2	2	
BAE2210	Interdisciplinary Project please note: only accessible for exchange students studying industrial engineering at their home university	4	4	
ECO1011	Foundations of Economics / Microeconomics	4	5	
ECO1012	Macroeconomics	4	5	
ECO1102	International Financial Markets	2	3	
ECO2011	International Economic Relations / International Economics	4	5	
ECO2012	Seminar in Economic Policy [A, Fan]	2	4	
ECO2012	Seminar in Economic Policy [B, Scatasta]	2	4	
ESR4013	European Integration I	2	3	
ESR4014	European Integration II	2	3	
ESR4021	Sustainable Development: Challenges and Responsibilities	2	3	
ESR4022	Sustainable Development: Corporate and Global Perspectives	2	3	
GMT1101	Production and Operations Management	2	3	
GMT3013	Strategic Management	2	3	
GMT3014	Management Seminar	2	4	
GMT3024	International Trade Operations	5	7	
ECTS-Credits Subtotal I				X

ISP- Student Course Registration Form (cont.)

Your Pforzheim University Student-ID-No.: _____

Course No.	Course Title	Contact Hours per week [45 min.]	ECTS Credits	PLEASE INDICATE YOUR CHOICE „X“
GMT3025	Management Simulation	2	2	
HRM2021	Organizational Behavior	2	3	
IBU1012	Regional Studies [A, Manthey]	2	3	
IBU1012	Regional Studies [B, Hartmann]	2	3	
IBU1101	Doing Business in Germany [A, Manthey]	2	3	
IBU1101	Doing Business in Germany [B, Thudium]	2	3	
IBU2031	Introduction to International Business	6	6	
IBU3011	Selected Operational Issues in International Business	4	8	
LAW2024	International Business Law	4	5	
MAR2011	Consumer Behavior	2	3	
MAR2032	Data Analysis & Reporting I	2	3	
MCO2011	Introduction to Marketing Communication	2	3	
New: MCO2031	Special Topics in Integrated Communication	2	4	
MKT2011	Advanced Market Research	2	2	
MKT2021	Product and Price Management	4	6	
MKT4012	International Marketing	2	4	
SIC2011	Cross-cultural communication (mandatory)	2	2	X
SSC1101	The History of Post-War-Germany	2	3	
SSC1102	The History of German Art	2	3	

German as a Foreign Language (one course is mandatory; level depending on placement test)

Course No.	Course Title	Contact Hours	ECTS Credits	PLEASE INDICATE YOUR CHOICE „X“
LAN1101	German 1 Presemester-Course - CEFR-Level A1 / Basic User	full day	4	
LAN1001	German 1 - CEFR-Level A1 / Basic User	4	4	
LAN1002	German 2 - CEFR-Level A2 / Basic User [A, Schnabel]	6	5	
LAN1002	German 2 - CEFR-Level A2 / Basic User [B, Kleinheinz]	6	5	
LAN1003	German 3 - CEFR-Level B1 / Independant User	4	4	
LAN1004	German 4 - CEFR-Level B2 / Independant User	4	5	
LAN1005	German 5 - CEFR-Level B2 Business	4	5	
LAN1006	German 6 - CEFR-Level C1 Proficient User	4	5	

ECTS-Credits Subtotal II
