

Business Administration / Purchase and Logistics

Semester 1

| AQM1011 - Mathematics 1 (Analysis/Lin. Algebra) | |
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| ID | AQM1011 |
| Level | Entry Level |
| Credits | 2 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM |
| Examination time | 45 minutes |
| Language | German |
| category | Course |
| Discipline | Quantitative Methods |
| Pedagogical Approach | Lecture |
| Key words | Linear equation Vector analysis Infinitesimal and integral calculus |
| Responsible: | Wüst, Kirsten; Kuppinger, Bernd; Cleff, Thomas |
| Catalog Entry | The content of this course is some basics of mathematics – analysis and linear algebra. |

AQM1012 - Mathematics 2 (Mathematics of Finance)

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| ID | AQM1012 |
| Level | Entry Level |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 45 minutes |
| Language | German |
| category | Course |
| Discipline | Quantitative Methods |
| Pedagogical Approach | Lecture |
| Key words | Investment appraisal Modern financial products Interest calculation |
| Responsible: | Wüst, Kirsten; Cleff, Thomas; Kuppinger, Bernd |
| Catalog Entry | This course covers the mathematics of Finance. This includes the calculation of interest, investment appraisal, calculation of annuities and loans as well as modern financial instruments and interest derivatives. |

BIS1011 - Computers in Business - Foundations

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| ID | BIS1011 |
| Level | Entry Level |
| Credits | 2 Credits |

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| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLL |
| Examination time | 60 minutes |
| Language | German |
| category | Course |
| Discipline | Business Information Systems |
| Pedagogical Approach | Lectures with lab exercises |
| Responsible: | Burkard, Werner |
| Catalog Entry | <p>Introductory course for all business students in Pforzheim which gives a general overview concerning "IT in business". Especially introduces basic concepts and keywords of computer science in business. In detail we discuss fundamentals of information and communication technology, we talk about hardware and operating systems, discover how computer networks work and learn how to build applications (includes several hands-on trainings) We talk about databases and how to build and manipulate them using SQL. Finally we discuss IT-security. The overall objective of the course is to introduce basic concepts and keywords and to get the students to a general understanding using formalized methods to describe solutions.</p> |
| Miscellaneous | |

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| BIS1012 - Computers in Business - Applications Hands-on-Training | |
| ID | BIS1012 |
| Level | Entry Level |

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| Credits | 2 Credits |
| Hours per week | 1 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLL |
| Examination time | 60 minutes |
| Language | German |
| category | Course |
| Discipline | Business Information Systems |
| Pedagogical Approach | Exercise Course |
| Responsible: | Burkard, Werner |

BIS1013 - Computers in Business - E-Learning Based Foundations for Applications

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| ID | BIS1013 |
| Level | Entry Level |
| Credits | 1 Credits |
| Hours per week | 1 |
| Frequency | Every Semester |
| Kind of Examination | PVL |
| Language | German |
| category | Course |

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| Discipline | Business Information Systems |
| Pedagogical Approach | e-learning-based |
| Responsible: | Burkard, Werner |
| Objectives | |
| Catalog Entry | <p>The course conveys foundations in applying Microsoft Excel and Microsoft Access. This is a pure virtual course. Presence dates are not intended. The course content is offered by using web-based teaching modules to be worked on autonomously by the students. Electronical means for communication can be used for tutorial support and as well as an opportunity for discussion. The focus in Microsoft Excel is on handling spreadsheets, formulas, cell formats, functions, and diagrams. The focus in Microsoft Access is on data updates, data search, sorting and filtering data, developing and planning databases, document creation, queries, and reports. The aim of the course is to learn the adequate handling of actual MS Office applications and employing them effectively in studies and in their jobs.</p> |
| Content | <p>This is a pure virtual course. Presence dates are not intended. The course content is offered by using web-based teaching modules to be worked on autonomously by the students. Electronical means for communication can be used for tutorial support and as well as an opportunity for discussion. The focus in Microsoft Excel is on handling spreadsheets, formulas, cell formats, functions, and diagrams. The focus in Microsoft Access is on data updates, data search, sorting and filtering data, developing and planning databases, document creation, queries, and reports.</p> |

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| ECO1011 - Introduction and Microeconomics | |
| ID | ECO1011 |
| Level | Entry Level |
| Credits | 5 Credits |

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| Hours per week | 4 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 60 minutes |
| Language | English and German |
| category | Course |
| Discipline | Economics |
| Pedagogical Approach | Lecture with exercises |
| Responsible: | Beck, Hanno |
| Objectives | <ul style="list-style-type: none"> • Students understand the importance of governmental regulations which are the framework for business activities. • They can handle supply and demand curves and they are able to apply this instrument to economic problems. • Students can evaluate the risks of governmental interventions on the formation of prices on the markets. • They know the functions of competition, the limits of freedom of competition and they understand the different parts of competition policy. |
| Content | <ul style="list-style-type: none"> • Basic economic concepts and methodological foundations • Economic systems (ideal types, real types), Ordoliberalism (German kind of economic liberalism) and “Social Market Economy” • Demand and supply on markets, and elasticity, production and cost functions • Functioning of the price system: perfect and imperfect competition, monopolistic price finding, and oligopolies. • State interventions in the development of market prices, price ceilings, taxes, and externalities. • Theory and reality of anti trust-policy |

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| Workload | 150 hours, Contact time 60 hours self-study 90 hours |
| Miscellaneous | This course is part of the International Study Program and it is offered in English. |

| GMT1011 - Foundations of Accounting | |
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| ID | GMT1011 |
| Level | Entry Level |
| Credits | 2 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 60 minutes |
| Language | German |
| category | Course |
| Discipline | Business Administration |
| Pedagogical Approach | Lecture |
| Key words | Accounting Financial Statement Balance Sheet Bookkeeping Income Statement / Profit and Loss Account |
| Responsible: | Foschiani, Stefan |
| Catalog Entry | The course covers the German laws relating to book keeping and preparing the financial accounts. In particular the general systems used in practice are demonstrated: T-accounts, asset account, profit/loss accounts, etc. The typical account |

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| | structures are considered and subsequently used to record the more typical business transactions. |
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| GMT1012 - Cost Accounting - Fundamentals | |
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| ID | GMT1012 |
| Level | Entry Level |
| Credits | 5 Credits |
| Hours per week | 4 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 90 minutes |
| Language | German |
| category | Course |
| Prerequisites | Foundations of Accounting |
| Discipline | Business Administration |
| Pedagogical Approach | Lecture |
| Key words | Cost Accounting Direct Costing Full Costing Calculation |
| Responsible: | Foschiani, Stefan |
| Catalog Entry | This course deals the meaning, methods and procedural steps of management accounting. It covers the basic terms of management accounting and introduces into the different costs concepts (e.g. direct costing, target costing, activity based costing etc.). In addition, the relationship between management and financial accounting is demonstrated. |

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| Miscellaneous | This course is offered in the 1st Semester, continuing Foundations of Accounting. |
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| GMT1021 - Managerial Processes, Functions and Decisions I | |
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| ID | GMT1021 |
| Level | Entry Level |
| Credits | 5 Credits |
| Hours per week | 4 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 60 minutes |
| Language | German or English |
| category | Course |
| Discipline | Business Administration |
| Pedagogical Approach | Lecture |
| Key words | Managerial Processes Business Management Management Functions Decisions |
| Responsible: | Foschiani, Stefan |
| Catalog Entry | Managerial Processes, Functions and Decisions is splitted into two lectures (Managerial Processes, Functions and Decisions I and II) being offered in sequence in the 1st and 2nd semester. The course provides students with an understanding of the fundamental problems facing a company together with the constituent parts of a company and their contribution to solving these problems. It covers the following topics: the business system, the mangement process, planning systems, decision |

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| | <p>making, leadership, cost theory, selection of appropriate location for and legal form of company and the various functions within a company (Production, Marketing/Sales, Procurement, Personell).</p> <p>The order of presentation of the aforementioned subjects is decided by the respective lecturer.</p> |
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| SIC1011 - Social and methodical competence | |
| ID | SIC1011 |
| Level | Entry Level |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | UPL |
| Language | German |
| category | Course |
| Discipline | Crossfunctional Subjects |
| Pedagogical Approach | Interactive approach |
| Key words | Teamwork Communication presentation skills Business Simulation |
| Responsible: | Liesegang, Eckart; Burkart, Brigitte; Bacher, Urban |
| Objectives | <p>1. Behavioral Training: Communication and Teamwork</p> <p>The students</p> <ul style="list-style-type: none"> - know how to conduct subject conversations effectively - know how to conduct conflict conversations effectively |

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| | <p>without losers</p> <ul style="list-style-type: none"> - recognize destructive, rigid communication patterns and practice successful alternatives - are able to observe group processes and estimate own behaviour - perceive own role within the group and the effect of its behaviour more consciously - know how to influence and control teamwork goal-orientedly <p>2. Management Simulation</p> <p>The students</p> <ul style="list-style-type: none"> - know how to analyze business problems - know business decision-making processes in connection with fundamental company functions - have an idea how to solve business problems <p>3. Presentation Skills</p> <p>The students</p> <ul style="list-style-type: none"> - gain an assured manner when speaking in front of the group - are able to build up and design presentations goal- and listener-oriented - know how to deploy media, stylistic devices and body language in an appropriate way |
| Catalog Entry | Social and methodological competence includes: Behavioral Training: Communication and Teamwork, Management Simulation, case studies and Presentation skills. |

Semester 2

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| AQM1021 - Descriptive Statistics | |
| ID | AQM1021 |
| Level | Entry Level |
| Credits | 2 Credits |

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| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM |
| Examination time | 45 minutes |
| Language | German |
| category | Course |
| Discipline | Quantitative Methods |
| Pedagogical Approach | Lecture |
| Key words | Data Collecting Redistribution Correlation Exploring Data Data Summarizing |
| Responsible: | Wüst, Kirsten; Schäfer, Wolfgang; Cleff, Thomas |
| Catalog Entry | This course provides the basic descriptive methods of univariate and bivariate statistics. |

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| AQM1022 - Methods of Quantitative Planning I | |
| ID | AQM1022 |
| Level | Advanced Level I |
| Credits | 2 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM |
| Examination time | 45 minutes |

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| Language | German |
| category | Course |
| Discipline | Quantitative Methods |
| Pedagogical Approach | Lecture |
| Key words | Linear Programming Methodologies of the decision making process game theory Revenue Management Operations Reseach |
| Responsible: | Cleff, Thomas; Schmidt, Mario |

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| ECO1012 - Macroeconomics | |
| ID | ECO1012 |
| Level | Entry Level |
| Credits | 5 Credits |
| Hours per week | 4 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 60 minutes |
| Language | English and German |
| category | Course |
| Prerequisites | Introduction and Microeconomics |
| Discipline | Economics |
| Pedagogical Approach | Lecture with exercises |

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| Responsible: | Beck, Hanno |
| Objectives | <ul style="list-style-type: none"> • Students understand the economic cycle and the basics of national accounts. • They know the Neoclassical and Keynesian macroeconomic theory and they are able to apply them to current economic topics. • Students realize the reasons for business fluctuations and they know the basics of the growth theory and structural changes and their influence on firms. • They can explain different approaches for unemployment. • Students know the different scopes and limits of the government to influence the macroeconomic development. • They are familiar with the basics of monetary theory and the monetary policy of the European Central bank including its influences on firms. |
| Catalog Entry | <p>Students learn the foundations of macroeconomic analysis of business cycles, economic growth, structural change, unemployment and inflation. They acquire an understanding of macroeconomic aggregates like GDP, its components, employment and inflation. They learn the differences between neoclassical and Keynesian macroeconomic theory and the policy implications of these. They get information about the foundations of monetary theory and the monetary policy strategy of the European Central Bank. Finally, the lecture enables students to analyze independently macroeconomic problems and evaluate macroeconomic policies.</p> |
| Content | <ul style="list-style-type: none"> • National accounts and circular flow model • Neoclassical and Keynesian macroeconomic theory • Explanation of macroeconomic phenomena like business cycle fluctuations, economic growth, structural change, unemployment and inflation • Scope and limits of government macroeconomic policy • Foundations of monetary theory and policy |
| Workload | <p>150 hours, Contact time 60 hours self-study 90 hours</p> |
| Miscellaneous | <p>This course is part of the International Study Program and is offered in English.</p> |

| GMT1022 - Managerial Processes, Functions and Decisions II | |
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| ID | GMT1022 |
| Level | Entry Level |
| Credits | 5 Credits |
| Hours per week | 4 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 60 minutes |
| Language | German or English |
| category | Course |
| Prerequisites | Managerial Processes, Functions and Decisions I |
| Discipline | Business Administration |
| Pedagogical Approach | Lecture |
| Key words | Managerial Processes Business Management Management Functions Decisions |
| Responsible: | Foschiani, Stefan |
| Catalog Entry | <p>Managerial Processes, Functions and Decisions is splitted into two lectures (Managerial Processes, Functions and Decisions I and II) being offered in sequence in the 1st and 2nd semester. The course provides students with an understanding of the fundamental problems facing a company together with the constituent parts of a company and their contribution to solving these problems. It covers the following topics: the business system, the mangement process, planning systems, decision making, leadership, cost theory, selection of appropriate location</p> |

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| | <p>for and legal form of company and the various functions within a company (Production, Marketing/Sales, Procurement, Personell).</p> <p>The order of presentation of the aforementioned subjects is decided by the respective lecturer. There is one final exam for the Managerial Processes, Functions and Decisions I and II covering all subjects dealt with at the end of Managerial Processes, Functions and Decisions II.</p> |
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| LAW1011 - Business Law I (General Principles) | |
| ID | LAW1011 |
| Level | Entry Level |
| Credits | 4 Credits |
| Hours per week | 4 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 60 minutes |
| Language | German |
| category | Course |
| Discipline | Business Law |
| Pedagogical Approach | Lecture |
| Responsible: | Schmitt, Ralph |
| Catalog Entry | Business students learn civil law basics and selected legal methods. |
| Class Size | about 70 students |

PAL1011 - Logistics functions and systems

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| ID | PAL1011 |
| Level | Entry Level |
| Credits | 5 Credits |
| Hours per week | 4 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLH/PLR |
| Examination time | 60 minutes |
| Language | German |
| category | Course |
| Discipline | Purchasing and Logistics |
| Pedagogical Approach | Lab |
| Key words | Logistics Systems logistics service providers Logistics Functions Information- and communication-systems |
| Responsible: | Möller, Klaus |
| Catalog Entry | This course covers the function of logistics within a company and explains the systems used in transport, transshipment, and warehousing as well as logistics planning and controlling. |

PAL1012 - Business game on Value Chains

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| ID | PAL1012 |
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| Level | Entry Level |
| Credits | 2 Credits |
| Hours per week | 1 |
| Frequency | Every Semester |
| Kind of Examination | UPL |
| Language | German |
| category | Course |
| Discipline | Purchasing and Logistics |
| Pedagogical Approach | Exercise Course |
| Key words | Logistics Systems Value Chain Flow-orientation Task identity Market and customer orientation |
| Responsible: | Schottmüller, Reinhard |
| Catalog Entry | Within this course, the elements of the value added chain of a company are reproduced in a business game, and the instruments and means to increase the efficiency alongside the chain are explained. |

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| TAX1011 - Business Taxation | |
| ID | TAX1011 |
| Level | Entry Level |
| Credits | 5 Credits |
| Hours per week | 4 |
| Frequency | Every Semester |

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| Kind of Examination | PLK |
| Examination time | 90 minutes |
| Language | German |
| category | Course |
| Prerequisites | Foundations of Accounting |
| Discipline | Taxation and Auditing |
| Pedagogical Approach | Lecture |
| Responsible: | Stobbe, Thomas; Spohn, Patrick; Mink, Markus; Aßmann, Sabine; Erhardt, Martin |
| Objectives | <ul style="list-style-type: none"> • Students understand the different functions of tax law, finance and economic theory of taxation. • Using texts of law the students determine taxable facts and their tax base in different tax types. • They realise the effects of the system of value added tax (value added tax as item in transit or as cost component). • They can determine the burden from taxes on income (including tax base) for individuals (including cases on income tax assessment) and companies (especially partnerships and corporations) and entrepreneurs (partners). • They become aware of tax effects on decisions in business (certain entrepreneurs have the option for liability to pay taxes, choice of legal form, dividend policy, equity capital or debts). |
| Catalog Entry | This course introduces into the fundamentals of the general taxation system for enterprises according to the German tax laws. It gives an introduction to the most important taxes – Value Added Tax, Personal Income Tax, Trade Tax and Corporate Income Tax. |
| Content | <ul style="list-style-type: none"> • Fundamentals of taxation • Value added tax (liability to pay taxes, European single market, reporting of value added tax, deductible prior tax, value added tax as costs, options, declaration duties) |

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| | <ul style="list-style-type: none"> • Income tax (liability to pay taxes, sources of taxable income, determination of taxable income, wages tax, capital gains tax, determination of income tax burdens, tax assessment) • Trade tax (liability to pay taxes, determination) and trade tax imputation and its economic effects • Corporate income tax (liability to pay taxes, tax base, etc.) • Determination of the total burden from taxes on income with different case studies and exercises • Comparison of legal forms (partnerships and corporations) |
| Relationship with other courses | <ul style="list-style-type: none"> • Good knowledge of accounting from RW I (bookkeeping) is expected and is used for the determination of taxable income. • Connected to theory of public finance/ government budget (economics). • The choice of legal form (BWL I) is analysed in detail under tax aspects and the resulting tax burdens are compared. • Connected to preparation of a balance sheet (BWL II); contents are mainly differences between the determination of income in terms of tax law and in terms of commercial law. • The difference in taxation of the legal form has great impact on financing companies (BWL II). |

Semester 3

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| AQM2011 - Inferential Statistics | |
| ID | AQM2011 |
| Level | Advanced Level I |
| Credits | 2 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM/PLH/PLP |

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| Examination time | 45 minutes |
| Language | German |
| category | Course |
| Prerequisites | Descriptive Statistics |
| Discipline | Quantitative Methods |
| Pedagogical Approach | Lecture |
| Key words | Confidence Intervals Parametric statistical methods Sampling Distributions |
| Responsible: | Cleff, Thomas; Schäfer, Wolfgang; Wüst, Kirsten |
| Objectives | <p>The learning goals associated with this unit are to:</p> <ul style="list-style-type: none"> • understand inference statistics techniques, including the application of EX-CEL, SPSS or STATA • calculate and interpret elementary probabilities and use them in statistical applications; • apply the concept of Chi-Square, Binomial, Hypergeometric, Poisson, Student, Normal and F-probability distributions in statistical problems; • construct and interpret confidence interval estimates of population means, variances and proportions; • conduct and interpret one and two sample hypothesis tests concerning population means; • conduct and interpret the non-parametric chi square test. |
| Catalog Entry | This course introduces the basic methods of inductive statistics. |

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| AQM2012 - Methods of Quantitative Planning II | |
| ID | AQM2012 |
| Level | Advanced Level I |

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| Credits | 2 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM/PLH/PLP |
| Examination time | 45 minutes |
| Language | German |
| category | Course |
| Discipline | Quantitative Methods |
| Pedagogical Approach | Lecture |
| Key words | Corporate planning Sensivity Analysis Revenue Management Project Management transport- and allocation problem |
| Responsible: | Cleff, Thomas; Schäfer, Wolfgang; Wüst, Kirsten; Kuppinger, Bernd |
| Catalog Entry | |

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| ECO2011 - International Economics | |
| ID | ECO2011 |
| Level | Advanced Level I |
| Credits | 5 Credits |
| Hours per week | 4 |
| Frequency | Every Semester |

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| Kind of Examination | PLK |
| Examination time | 60 minutes |
| Language | English and German |
| category | Course |
| Prerequisites | Foundations of Economics |
| Discipline | Economics |
| Pedagogical Approach | Lecture with exercises |
| Responsible: | Beck, Hanno |
| Objectives | <ul style="list-style-type: none"> • The students understand main issues and mechanisms of economic globalization with respect to liberalized global markets for goods, services, and production factors. • They can analyze the possible benefits and risks due to globalization of markets. • They know about international economic institutions like the IMF or the WTO and can discuss their role in international economic relations. • They know about possible advantages and disadvantages of exchange rate systems with fixed and flexible exchange rates and about the determinants of exchange rates. |
| Catalog Entry | Students learn theoretically and empirically about the German economy and its relation to the world economy. Basic concepts of international trade theory, exchange rate theory and globalization are included. In addition to that, students get familiar with international organisations as the IMF, the World Bank Group, the WTO, and the European Union. |
| Content | <ul style="list-style-type: none"> • Balance of Payment Analysis • Exchange Rate Economics • Currency Crises • International Trade Theory and Policy • Effects of Protectionist Measures • International Flows of Capital and International Migration |

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| | <ul style="list-style-type: none"> • Global Governance |
| Relationship with other courses | <ul style="list-style-type: none"> • Basic knowledge on international economics will be acquired which the students will have to apply within the Economic Policy Seminar when they discuss topics of current policy debate. • The analysis of international economic relations is an integral part of business administration courses, since globalization has meanwhile reached all branches of economic activities, enterprise size and firm levels. Globalization is an important challenge for successful firms. |
| Usability in other courses | Applicable to Business Administration courses as well as Business Law and Industrial Engineering. |
| Workload | 150 hours, thereof Contact time 60 hours self-study 90 hours (for literature, exercises etc.) |
| Miscellaneous | This course is part of the International Study Program and it is offered in English. |

| GMT3011 - Financial Accounting, Investments and Finance I | |
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| ID | GMT3011 |
| Level | Advanced Level I |
| Credits | 4 Credits |
| Hours per week | 4 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 90 minutes |
| Language | German or English |
| category | Course |

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|----------------------|---|
| Prerequisites | Foundations of General Management Principles of Accounting |
| Discipline | Business Administration |
| Pedagogical Approach | Lecture |
| Key words | Accounting Financial Statement Accounting Investment Finance |
| Responsible: | Foschiani, Stefan |
| Catalog Entry | <p>The course Financial Accounting, Investments and Finance is splitted into two subsequent lectures (Financial Accounting, Investments and Finance I and II) over two semesters. It offers in insight into the fundamentals of financial accounts (structure of the balance sheet and profit & loss account, the contents of each position and the various methods available for evaluating them, the development of the fixed assets, cash flow statement and a general analysis of the accounts). It subsequently deals with the basics of investment decisions and financing a company (methods of evaluating investments, finance planing/budgeting, methods of internal and external financing). The order of presentation of the aforementioned subjects is decided by the respective lecturer. The course is graded on the basis of a final exam at the end of Financial Accounting, Investments and Finance II covering all subjects dealt with in both parts of the course.</p> |

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| LAW2011 - Business Law II (Contracts and Torts) | |
| ID | LAW2011 |
| Level | Advanced Level I |
| Credits | 4 Credits |
| Hours per week | 4 |
| Frequency | Every Semester |

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| Kind of Examination | PLK |
| Examination time | 90 minutes |
| Language | German |
| category | Course |
| Prerequisites | Law I |
| Discipline | Business Law |
| Pedagogical Approach | Interactive approach |
| Responsible: | Schmitt, Ralph |
| Catalog Entry | Business students learn business related key issues of the law of contract and extend their ability to apply legal methods. |
| Class Size | about 70 Students |

LAW2012 - Property Law and Law of Secured Transactions

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| ID | LAW2012 |
| Level | Advanced Level I |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 90 minutes |
| Language | German |

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| category | Course |
| Prerequisites | Law I |
| Discipline | Business Law |
| Pedagogical Approach | Interactive approach |
| Responsible: | Schmitt, Ralph |
| Catalog Entry | Business students acquire an overview of property and securities law. They understand the legal methods to solve reasonably complex legal questions. |
| Class Size | about 70 students |

PAL2011 - Purchase and Procurement Management

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| ID | PAL2011 |
| Level | Entry Level |
| Credits | 6 Credits |
| Hours per week | 4 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLH/PLR |
| Examination time | 60 minutes |
| Language | German |
| category | Course |
| Prerequisites | Basics of Logistics Management |
| Discipline | Purchasing and Logistics |

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| Pedagogical Approach | Interactive approach |
| Responsible: | Schottmüller, Reinhard |
| Catalog Entry | This course covers the function of purchasing as an element within the value adding chain and explains the strategies, methods and instruments in purchasing and procurement as well as the interrelationship of purchasing with logistics. |

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| PAL2012 - Techniques applied in logistics | |
| ID | PAL2012 |
| Level | Entry Level |
| Credits | 2 Credits |
| Hours per week | 1 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLH/PLR |
| Examination time | 60 minutes |
| Language | German |
| category | Course |
| Prerequisites | Basics of Logistics Management |
| Discipline | Purchasing and Logistics |
| Pedagogical Approach | Lectures with lab exercises |
| Key words | Business Process Management Production Logistics value benefit analysis Simulation visualization |
| Responsible: | Kuppinger, Bernd |

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| Catalog Entry | This course covers the logistics tools for design an analysis of the value adding process and explains quantitative as well as qualitative methods for decision making. |
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| SIC2011 - Intercultural competence | |
| ID | SIC2011 |
| Level | Advanced Level I |
| Credits | 2 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | UPL |
| Language | German, English, French or Spanish |
| category | Course |
| Discipline | Crossfunctional Subjects |
| Pedagogical Approach | Interactive approach |
| Key words | Communication intercultural competence |
| Responsible: | Bender, Gabriele |
| Objectives | <p>The students</p> <ul style="list-style-type: none"> • are able to handle communication situations in different cultural contexts • have an idea of the cultural differences • recognize and reflect own cultural background • acquire cultural awareness • communicate in English |
| Catalog Entry | The contents of a cross-cultural training consist of culturally-relevant standard situations such as greetings, dates, thanking, |

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| | opening a conversation, conversation strategies, etc. Besides, there is the question of understanding communication situations of the business world, e.g. negotiations, meetings, etc. |
| Content | <ul style="list-style-type: none"> • Training design in mixed groups (foreign and german students) • communication takes place in english oder other foreign language • work tasks are worked out in small groups • Topics are culturally-relevant standard situations such as greetings, dates, thanking, opening a conversation, conversation strategies, <p>communication situations of the business world, e.g. negotiations, meetings, etc.</p> |
| Miscellaneous | This course is part of the International Study Program and it is offered in English. |

Semester 4

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| BIS2021 - Methods of Business Process Management | |
| ID | BIS2021 |
| Level | Advanced Level I |
| Credits | 2 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLP |
| Examination time | 90 minutes |
| Language | German |

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| category | Course |
| Discipline | Business Information Systems |
| Pedagogical Approach | Lecture |
| Key words | Business Process Management Business Process |
| Responsible: | Morelli, Frank |
| Catalog Entry | This course offers a general overview about the “business process management” topic. Basic concepts as well as actual trends in this area are focused on the one hand. On the other methodologies for modeling, analysis, and optimization of business processes are conveyed. In detail the main topics comprise: foundations in process management, process modeling using eEPCs and BPMN, process analysis and process optimization, company-wide business process management. |

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| BIS2022 - Methods of Project Management | |
| ID | BIS2022 |
| Level | Advanced Level I |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLP |
| Examination time | 90 minutes |
| Language | German |
| category | Course |

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| Prerequisites | Computers in Business - Foundations Methods of Quantitative Planning I |
| Discipline | Business Information Systems |
| Pedagogical Approach | Lecture |
| Key words | Project planning Project Organisation Project Management Project Controlling |
| Responsible: | Morelli, Frank; Möller, Klaus |
| Catalog Entry | This course offers a general overview about the “project management” topic. Learning basic methods for planning and steering complex projects is in focus. Especially the following aspects are discussed: basics of project management, phase models within project management, project planning and project steering, project organization, project controlling, and multi project management (program management). |
| Content | |

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| ECO2012 - Seminar in Economic Policy | |
| ID | ECO2012 |
| Level | Advanced Level I |
| Credits | 4 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLH+PLR |
| Language | English and German |
| category | Course |

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| Prerequisites | Foundations of Economics International Economics |
| Discipline | Economics |
| Pedagogical Approach | Interactive approach |
| Responsible: | Beck, Hanno |
| Objectives | <ul style="list-style-type: none"> • The students apply their economic knowledge to economic policy issues. • They learn how to do scientific literature survey and how to select relevant literature. • They learn how to write according to standards of academic writing. • They improve their ability to present and discuss research results. • The students acquire the ability to provide constructive criticism and to use criticism as a means of improvement. |
| Catalog Entry | Within this seminar, students have to work on current topics of economic policy debates. The students have to write a term paper according to the standards of academic research and writing, and they have to present and discuss their results in a classroom setting. |
| Class Size | Group size is limited to 24 students per seminar. |
| Content | Economic Policy Issues Workshop with Term Paper Presentation and Discussion |
| Relationship with other courses | <ul style="list-style-type: none"> • The students have to apply their knowledge of modules ECO1010 and ECO2010. • Depending on workshop topic, there are links to various subareas of Business Administration, Business Law and Industrial Engineering |
| Usability in other courses | Applicable to Business Administration courses as well as Industrial Engineering. |
| Workload | 120 hours , thereof Contact time 30 hours self-study 90 hours (for preparation of term paper and presentation) |

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| Miscellaneous | This course is part of the International Study Program and is offered in English. |
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| GMT3012 - Financial Accounting, Investments and Finance II | |
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| ID | GMT3012 |
| Level | Advanced Level I |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 90 minutes |
| Language | German or English |
| category | Course |
| Prerequisites | Foundations of General Management Principles of Accounting |
| Discipline | Business Administration |
| Pedagogical Approach | Lecture |
| Key words | Accounting Financial Statement Accounting Investment Finance |
| Responsible: | Foschiani, Stefan |
| Catalog Entry | The course Financial Accounting, Investments and Finance is splitted into two subsequent lectures (Financial Accounting, Investments and Finance I and II) over two semesters. It offers in insight into the fundamentals of financial accounts (structure of the balance sheet and profit & loss account, the contents of each position and the various methods available for evaluating |

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| | <p>them, the development of the fixed assets, cash flow statement and a general analysis of the accounts). It subsequently deals with the basics of investment decisions and financing a company (methods of evaluating investments.</p> <p>The order of presentation of the aforementioned subjects is decided by the respective lecturer. The course is graded on the basis of a final exam at the end of Financial Accounting, Investments and Finance II covering all subjects dealt with in both parts of the course.</p> |
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| GMT3013 - Strategic Management | |
| ID | GMT3013 |
| Level | Advanced Level I |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 60 minutes |
| Language | German or English |
| category | Course |
| Prerequisites | Financial Accounting, Investments and Finance I Financial Accounting, Investments and Finance II Managerial Processes, Functions and Decisions I Managerial Processes, Functions and Decisions II |
| Discipline | Business Administration |
| Pedagogical Approach | Lecture |

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| Key words | Value Chain Strategy Management Business Management Processes |
| Responsible: | Foschiani, Stefan |
| Catalog Entry | The course considers the basic strategic problems which a company has to address and the principles and instruments currently used to explain and solve these problems. The content of the course includes the following topics: Introduction to strategic management, the strategic options, the company audit, value-chain analysis, benchmarking, industry analysis, competitor analysis, evaluation of the strategic position, futures analysis, company culture and mission statement. |
| Miscellaneous | This course is part of the International Study Program and it is offered in English (beginning winter term 2007/08). |

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| HRM2021 - Organizational Behavior | |
| ID | HRM2021 |
| Level | Advanced Level I |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLH |
| Examination time | 60 minutes |
| Language | English and German |
| category | Course |
| Discipline | Human Resource Management |

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| Pedagogical Approach | Lecture |
| Key words | Behavior Conflicts Corporate Culture Organisational Development Communication |
| Responsible: | Bergmann, Günther; Gairing, Fritz |
| Catalog Entry | This lecture teaches individual-, social and organization-psychological basic knowledge. In particular, the topics of individual behavior and social dynamics in the context of organizational structures are dealt with. |

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| LAW2024 - International Business Law | |
| ID | LAW2024 |
| Level | Advanced Level II |
| Credits | 5 Credits |
| Hours per week | 4 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 90 minutes |
| Language | German or English |
| category | Course |
| Prerequisites | Law I Law II |
| Discipline | Business Law |
| Pedagogical Approach | Interactive approach |

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| Responsible: | Gildeggen, Rainer; Schmitt, Ralph; Willburger, Andreas |
| Objectives | Students have basic knowledge on how to manage crossborder legal issues. |
| Catalog Entry | Students learn key concepts and rules of international business law, learn how to solve simple international law cases and can read and understand typical contracts of the international business world. |
| Class Size | about 35 students |
| Content | <ul style="list-style-type: none"> • Unified Law and Conflicts of Laws • Conflicts of Laws rules for contracts, torts and property • Convention on Contracts for the International Sale of Goods (CISG) • INCOTERMS • International Product Liability • Documents • Securing Payment • International Contract for Works • Agency and Distributorship • International Licensing agreements • Dispute Settlement in an international Setting |

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| PAL2021 - Logistics Process Management | |
| ID | PAL2021 |
| Level | Advanced Level I |
| Credits | 7 Credits |
| Hours per week | 4 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLH/PLR |
| Examination time | 60 minutes |

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| Language | German |
| category | Course |
| Prerequisites | Basics of Logistics Management Purchase and Procurement Management |
| Discipline | Purchasing and Logistics |
| Pedagogical Approach | Interactive approach |
| Responsible: | Gottschalck, Jürgen |
| Catalog Entry | This course covers the resource optimization alongside the value adding chain. Strategies, methods and tools of the logistics process management are explained and are applied to example cases. |

Semester 5

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| GMT3025 - Management Simulation | |
| ID | GMT3025 |
| Level | Advanced Level II |
| Credits | 2 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | UPL |
| Language | German or English |
| category | Course |

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| Prerequisites | Foundations of General Management Managerial Decisions Principles of Accounting |
| Discipline | Business Administration |
| Pedagogical Approach | Project Course |
| Key words | Business Management Management Business Simulation Simulation |
| Responsible: | Liesegang, Eckart |
| Catalog Entry | This course aims at providing students with an integrated view of corporates. Students are managing a virtual firm being part of a management team during several business periods. In doing this, students get more familiar with the complexities of corporate planning processes and their subsequent consequences. They also get used to team decision making and decision making under stress and uncertainty. |
| Miscellaneous | This course is part of the International Study Program and it is offered in English (beginning summer term 2008). <u>Registration (Course in English):</u> Please send an email to Bernd Kuppinger to apply for this cours. |

INS3021 - Internship

INS3022 - Accompanying course of the internship

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| ID | INS3022 |
| Level | Advanced Level I |
| Credits | 2 Credits |

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| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | Teilnahme |
| Language | German, English, French or Spanish |
| category | Course |
| Discipline | Crossfunctional Subjects |
| Pedagogical Approach | Interactive approach |
| Catalog Entry | 2 Credits |
| ID | INS3022 |
| Level | Advanced Level I |
| Credits | 2 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | Teilnahme |
| Language | German, English, French or Spanish |
| category | Course |
| Discipline | Crossfunctional Subjects |
| Pedagogical Approach | Interactive approach |
| Catalog Entry | 2 Credits |

Semester 6

| AQM3016 - Computer-aided quality and process control | |
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| ID | AQM3016 |
| Level | Advanced Level I |
| Credits | 4 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM/PLH/PLP |
| Examination time | 45 minutes |
| Language | German |
| category | Course |
| Prerequisites | Descriptive Statistics Inferential Statistics Methods of Quantitative Planning I Methods of Quantitative Planning II Techniques applied in logistics |
| Discipline | Quantitative Methods |
| Pedagogical Approach | Lab |
| Key words | Simulation stochastics Production Logistics Process Management |
| Responsible: | Kuppinger, Bernd |
| Catalog Entry | This course covers the analysis of questions in the area of manufacturing logistics using simulation. |

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| BIS3011 - Transaction Processing Systems Foundations |
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| ID | BIS3011 |
| Level | Advanced Level I |
| Credits | 2 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 60 minutes |
| Language | German |
| category | Course |
| Prerequisites | Methods of Business Process Management and Project Management |
| Discipline | Business Information Systems |
| Pedagogical Approach | Interactive approach |
| Key words | ERP Systems Business Process Transaction Processing Systems |
| Responsible: | Schuler, Joachim |
| Catalog Entry | <p>This course offers a general overview about architecture and integration of ERP-, CRM-, SRM-,SCM- and PLM-software from the viewpoint of an end-user for special business process requirements. Applications and customizing options for these types of software as well as actual trends in this area are also covered. In detail the main topics comprise: features and modules of Enterprise Resource Planning-Systems, classification of ERP-systems and other enterprise applications and their integration, software solutions for sophisticated business processes types as sales, order processing and after sales as well as selection, customizing and use for specific business</p> |

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| | requirements. |
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| BIS3012 - Transaction Processing Systems in Logistics | |
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| ID | BIS3012 |
| Level | Advanced Level I |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLP/PLL |
| Language | German |
| category | Course |
| Prerequisites | Methods of Business Process Management and Project Management |
| Discipline | Business Information Systems |
| Pedagogical Approach | Project Course |
| Responsible: | Schuler, Joachim |
| Catalog Entry | This course offers an overview about die main business processes in the field of logistics as well as description, customizing and use of the SAP ERP system in this field. The main focus of the course is to illustrate a detailed business process in logistics implemented in the ERP system an the solution handling using a representative example. |

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| ESR4011 - Elective: Economic and Social History I |
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| ID | ESR4011 |
| Level | Advanced Level I |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM/PLP/PLH/PLR |
| Examination time | 45 minutes |
| Language | German |
| category | Course |
| Prerequisites | Advanced Studies and Applications Foundations of Economics |
| Discipline | Economics |
| Pedagogical Approach | Lecture |
| Responsible: | Volkert, Jürgen |
| Objectives | Student perceive economic and social challenges and issues from a historic perspective and its complexity and differentiate several problem solving strategies. |
| Catalog Entry | This course covers an overview over economic systems (feudalism, absolutism, liberalism, organized capitalism), colonialism and imperialism and structural changes of economic and social systems. |
| Content | <ul style="list-style-type: none"> • overview over economic systems (feudalism, absolutism, liberalism, organized capitalism) until the end of the 19th century • colonialism and imperialism • structural changes of economic systems • structural changes of social systems |

| ESR4013 - Elective: European Integration I | |
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| ID | ESR4013 |
| Level | Advanced Level I |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM/PLP/PLH/PLR |
| Examination time | 45 minutes |
| Language | English and German |
| category | Course |
| Discipline | Economics |
| Pedagogical Approach | Lecture |
| Responsible: | Wentzel, Dirk; Volkert, Jürgen |
| Objectives | To put across a fundamental understanding of the economical, political and cultural aspects of the European Integration from Treaties of Rome in 1957 till the current presence. |
| Catalog Entry | In part 1 of the European Integrations class, students learn the most important economic perspectives to understand economic integration (trade theory, political economy, international relations). Students learn the most important economic and political steps from the foundation of the European Community up until the introduction of the Euro. A special focus will deal with the European institutions and with European monetary policy and the EURO. |

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| Content | <ul style="list-style-type: none"> • Historical development of the European integration • Integration of domestic markets • European institutions (Parliament, Commission, European Council, Council of Ministers) • European Constitution |
| Workload | 90 hours, therefor Contact time 30 hours (2 x 15) self-study 60 hours |

| ESR4015 - Elective: Business Ethics | |
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| ID | ESR4015 |
| Level | Advanced Level I |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM/PLP/PLH/PLR |
| Examination time | 45 minutes |
| Language | German |
| category | Course |
| Prerequisites | Advanced Studies and Applications Foundations of Economics |
| Discipline | Economics |
| Pedagogical Approach | Interactive approach |
| Responsible: | Volkert, Jürgen |
| Catalog Entry | The first part of the elective course Business ethics covers the fundamentals of ethics, business ethics and the management of |

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| | ethics. |
| Workload | 90 hours, therefor Contact time 30 hours (2 x 15) self-study 60 hours |

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| ESR4017 - Elective: Enviromental Management I | |
| ID | ESR4017 |
| Level | Advanced Level I |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM/PLP/PLH/PLR |
| Examination time | 45 minutes |
| Language | German |
| category | Course |
| Discipline | Quantitative Methods |
| Pedagogical Approach | Lecture |
| Responsible: | Volkert, Jürgen |
| Catalog Entry | The first part of the elective course Environmental Economics provides an introduction into the topic environmental protection and describes the most important aspects. |
| Workload | 90 hours, therefor Contact time 30 hours (2 x 15) self-study 60 hours |

| ESR4021 - Elective: Sustainable Development I | |
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| ID | ESR4021 |
| Level | Advanced Level I |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM/PLP/PLH/PLR |
| Examination time | 45 minutes |
| Language | English and German |
| category | Course |
| Prerequisites | Advanced Studies and Applications Foundations of Economics |
| Discipline | Economics |
| Pedagogical Approach | Interactive lecture with discussion |
| Responsible: | Volkert, Jürgen |
| Objectives | <ul style="list-style-type: none"> • The lecture provides insights into socioeconomic processes and challenges due to the necessity of sustainable development. • The focus of this lecture is on economic and social aspects of sustainability and their interrelations. • Students shall perceive opportunities, challenges and responsibilities resulting from good governance, society as well as for corporations and the economy. • A further aim is to enable them to respond to globalization critique in a competent way. |

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| Catalog Entry | The lecture provides insights into socioeconomic processes and challenges due to the necessity of sustainable development. The focus of this lecture is on economic and social aspects of sustainability and their interrelations. |
| Content | <ul style="list-style-type: none"> • Sustainable development as a multidimensional process: economic growth, human rights and development • Current Challenges of globalization and sustainable development • Millennium Development Goals • Economic approaches (external effects; optimal resource allocation) • Sustainable Development and economic growth • Globalization and ecological sustainability • Strategies to achieve sustainable development • Democracy, Good Governance, human rights and the fight against corruption • Ways out of poverty and inequality • Global trade: its impacts on economic growth, development and poverty • NGOs: alternatives of state and market failure in development policy? • Current challenges of development aid • Corporate Responsibility for Sustainable Development: CSR strategies and standards |
| Workload | 90 hours, therefor Contact time 30 hours (2 x 15) self-study 60 hours |

| GMT3021 - Management of the Industrial Enterprise | |
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| ID | GMT3021 |
| Level | Advanced Level II |
| Credits | 7 Credits |
| Hours per week | 5 |
| Frequency | Every Semester |

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| Kind of Examination | PLK |
| Examination time | 90 minutes |
| Language | German |
| category | Course |
| Prerequisites | Financial Accounting, Investments and Finance I Financial Accounting, Investments and Finance II Managerial Processes, Functions and Decisions I Managerial Processes, Functions and Decisions II Strategic Management |
| Discipline | Business Administration |
| Pedagogical Approach | Lecture |
| Responsible: | Foschiani, Stefan; Haugrund, Stefan |
| Catalog Entry | The course contains the following main topics: Research and development in industry as a key function of further competitiveness and production and logistics against the background of the increasing globalization. |

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| GMT3022 - Management of the Retail Enterprise | |
| ID | GMT3022 |
| Level | Advanced Level II |
| Credits | 7 Credits |
| Hours per week | 5 |
| Frequency | Every Semester |
| Kind of Examination | PLK |

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| Examination time | 90 minutes |
| Language | German |
| category | Course |
| Prerequisites | Financial Accounting, Investments and Finance I Financial Accounting, Investments and Finance II Managerial Processes, Functions and Decisions I Managerial Processes, Functions and Decisions II Strategic Management |
| Discipline | Business Administration |
| Pedagogical Approach | Lecture |
| Key words | Service Wholesale Brand Management Retail Merchandising |
| Responsible: | Niedetzky, Hans; Trauzettel, Volker; Foschiani, Stefan |
| Objectives | <p>Students are familiar with</p> <ul style="list-style-type: none"> - typical institutional properties of retailers as service providers, - managerial problems like site selection and location, building customer-oriented assortments, branding, management of employees especially in sales, - and have a good overview of the market and current competition in national and international markets |
| Catalog Entry | <p>This course deals with the fundamentals of retailing: marketing, buying, logistics, personnel management and strategic retailing management. Examples from real world an case studies introduce into the management of a retail business.</p> <p>This course adresses to students who seek positions at retailers as well as students who want to become sales or marketing managers of companies selling to retailers. As the course also adresses problems of service companies it also is a valuable source for insights into the services business.</p> |
| Content | <p>Brief contents: retailing management - marketing - management of assortment - private labels - pricing - promotions - site selection - buying - logistics - strategic</p> |

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| | management in retailing |
| Workload | 75 hours lecture, 135 hours of individual studies (readings, problems) |

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| GMT3023 - Bank Management | |
| ID | GMT3023 |
| Level | Advanced Level II |
| Credits | 7 Credits |
| Hours per week | 5 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 90 minutes |
| Language | German |
| category | Course |
| Prerequisites | Financial Accounting, Investments and Finance I Financial Accounting, Investments and Finance II Managerial Processes, Functions and Decisions I Managerial Processes, Functions and Decisions II Strategic Management |
| Discipline | Business Administration |
| Pedagogical Approach | Lecture |
| Key words | Banking Stocks Investment fund Capital market Loan security |
| Responsible: | Bacher, Urban; Foschiani, Stefan |

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| Catalog Entry | This course covers all relevant topics of banking business starting with the characteristics of credit institutions and the banking system in Germany. The course subsequently covers the different forms of investments (deposits, loans/bonds, stocks, ect.) and loan transactions, placing a strong emphasis on the risks, particularly interest and default risks. |
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| GMT3024 - International Trade Operations | |
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| ID | GMT3024 |
| Level | Advanced Level II |
| Credits | 7 Credits |
| Hours per week | 5 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 90 minutes |
| Language | English |
| category | Course |
| Prerequisites | Financial Accounting, Investments and Finance I Financial Accounting, Investments and Finance II Foundations of General Management Strategic Management |
| Discipline | Business Administration |
| Pedagogical Approach | Lecture |
| Key words | Foreign trade |
| Responsible: | Manthey, Manfred; Foschiani, Stefan |

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| Catalog Entry | This course covers the process of internationalization for companies, international marketing, foreign trade financing and the legal framework of foreign activities. |
| Miscellaneous | This course is part of the International Study Program and it is offered in English (beginning summer term 2009). |

GMT3026 - Distribution Management

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| ID | GMT3026 |
| Level | Advanced Level II |
| Credits | 7 Credits |
| Hours per week | 5 |
| Frequency | Every Semester |
| Kind of Examination | PLK |
| Examination time | 90 minutes |
| Language | German |
| category | Module |
| Prerequisites | Financial Accounting, Investments and Finance I Managerial Processes, Functions and Decisions I Managerial Processes, Functions and Decisions II Sustainable Development I - Challenges and Responsibilities |
| Discipline | Business Administration |
| Pedagogical Approach | Lecture |
| Responsible: | Terporten, Michael; Haugrund, Stefan; Foschiani, Stefan |
| Catalog Entry | |

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| Class Size | ca. 20-30 |
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| PAL3011 - Information networks in purchasing and logistics | |
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| ID | PAL3011 |
| Level | Advanced Level II |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLL/PLR/PLH |
| Language | German |
| category | Course |
| Prerequisites | Basics of Logistics Management Logistics Process Management Methods of Business Process Management and Project Management Purchase and Procurement Management |
| Discipline | Purchasing and Logistics |
| Pedagogical Approach | Interactive approach |
| Key words | eProcurement Information Network eBusiness eLogistics |
| Responsible: | Schottmüller, Reinhard |
| Catalog Entry | This course explains the importance of a continuous information flow alongside the value adding chain and shows the co-operation of partners by means of their information systems in networks, on the basis of standards in Electronic Data Interchange. |

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| PAL3021 - Project | |
| ID | PAL3021 |
| Level | Advanced Level II |
| Credits | 8 Credits |
| Hours per week | 4 |
| Frequency | Every Semester |
| Kind of Examination | PLR/PLH/PLP |
| Language | German |
| category | Course |
| Prerequisites | Basics of Logistics Management Logistics Process Management Methods of Business Process Management and Project Management Purchase and Procurement Management |
| Discipline | Purchasing and Logistics |
| Pedagogical Approach | Project Course |
| Responsible: | Möller, Klaus |
| Catalog Entry | This course contains a project which is accomplished under conditions of industrial practice; the interrelationships of logistics projects are experienced and the management tools acquired are applied to a real world problem. |

Semester 7

COL4999 - Scientific Colloquium**ESR4012 - Elective: Economic and Social History II**

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| ID | ESR4012 |
| Level | Advanced Level I |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM/PLP/PLH/PLR |
| Examination time | 45 minutes |
| Language | German |
| category | Course |
| Prerequisites | Elective: Economic and Social History I |
| Discipline | Economics |
| Pedagogical Approach | Lecture |
| Responsible: | Volkert, Jürgen |
| Catalog Entry | This course covers the political and economical disasters of the first half of the 20th century, the development of the Federal Republic of Germany and the economic tendencies in the context of the European and international globalization. |

ESR4014 - Elective: European Integration II

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| ID | ESR4014 |
| Level | Advanced Level I |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM/PLP/PLH/PLR |
| Examination time | 45 minutes |
| Language | English and German |
| category | Course |
| Prerequisites | Elective: European Integration I |
| Discipline | Economics |
| Pedagogical Approach | Lecture |
| Responsible: | Volkert, Jürgen; Wentzel, Dirk |
| Objectives | To put across a fundamental understanding of the economical, political and cultural aspects of the European Integration from Treaties of Rome in 1957 till the current presence. |
| Catalog Entry | The 2nd part of the course covers the principles of the European Monetary Integration, the European Currency System, Maastricht Treaties, Convergence criteria and stability pact and the European Central Bank. |
| Content | <ul style="list-style-type: none"> • Principles of the European Monetary Integration • European Currency System • Maastricht Treaties • Convergence criteria and stability pact • Theoretical and empiric performance of the European Central Bank |

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| Workload | 90 hours, therefor Contact time 30 hours (2 x 15) self-study 60 hours |
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ESR4016 - Elective: Ethics, Business and Society

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| ID | ESR4016 |
| Level | Advanced Level I |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM/PLP/PLH/PLR |
| Examination time | 45 minutes |
| Language | German or English |
| category | Course |
| Prerequisites | Elective: Business Ethics |
| Discipline | Economics |
| Pedagogical Approach | Interactive approach |
| Responsible: | Volkert, Jürgen |
| Catalog Entry | The second part of the elective course Business ethics covers the importance of the ethics in particular in the context of the globalisation. |
| Workload | 90 hours, therefor Contact time 30 hours (2 x 15) self-study 60 hours |

ESR4018 - Elective: Environmental Management II

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| ID | ESR4018 |
| Level | Advanced Level I |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM/PLP/PLH/PLR |
| Examination time | 45 minutes |
| Language | German |
| category | Course |
| Prerequisites | Elective: Environmental Management I |
| Discipline | Quantitative Methods |
| Pedagogical Approach | Lecture |
| Responsible: | Volkert, Jürgen |
| Catalog Entry | The second part of the elective course Environmental Economics covers the economic fundamentals and the topic environmental policy. |
| Workload | 90 hours, therefor Contact time 30 hours (2 x 15) self-study 60 hours |

ESR4022 - Elective: Sustainable Development II

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| ID | ESR4022 |
| Level | Advanced Level II |
| Credits | 3 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLK/PLM/PLP/PLH/PLR |
| Examination time | 45 minutes |
| Language | English and German |
| category | Course |
| Prerequisites | Elective: Sustainable Development I |
| Discipline | Economics |
| Pedagogical Approach | Interactive approach |
| Responsible: | Volkert, Jürgen |
| Objectives | This seminar shall deepen the insights provided in Sustainable Development I with a pronounced focus on ecological challenges and issues (ca. 2/3) accompanied by further central sustainability issues like good governance, human rights, transparency and integrity and the scope of corporate responsibilities in these fields and companies' ways to take account of their responsibility. |
| Catalog Entry | This seminar shall deepen the insights provided in Sustainable Development I with a pronounced focus on ecological challenges and issues (ca. 2/3) accompanied by further central sustainability issues like good governance, human rights, transparency and integrity and the scope of corporate responsibilities in these fields and companies' ways to take account of their responsibility. |

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| Content | <p>A selection of potential topics (depending on current debates):</p> <ul style="list-style-type: none"> • External effects and Internalization • Optimal resource allocation • Economic instruments and side effects • Sustainable development and economic growth (Sustainable Growth) • Eco-Innovation (factor 4 etc.) • Lifestyle(s) – sufficiency: principles, empirical evidence, strategies • Free trade, globalization and ecological sustainability • Corporate influence on politics and development in globalization • The challenges of human rights and corruption • Responsibility of politics: Good Governance • Global CSR: corporate challenges, strategies and standards |
| Workload | <p>90 hours, therefor Contact time 30 hours (2 x 15) self-study 60 hours</p> |

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| GMT3014 - Management Seminar | |
| ID | GMT3014 |
| Level | Advanced Level II |
| Credits | 4 Credits |
| Hours per week | 2 |
| Frequency | Every Semester |
| Kind of Examination | PLM/PLP/PLH/PLR |
| Language | German or English |
| category | Course |
| Prerequisites | Cost Accounting - Fundamentals Financial Accounting, Investments and Finance I |

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| | Financial Accounting, Investments and Finance II Foundations of Accounting Managerial Processes, Functions and Decisions I Managerial Processes, Functions and Decisions II Strategic Management Strategic Management |
| Discipline | Business Administration |
| Pedagogical Approach | Project Course |
| Responsible: | Foschiani, Stefan; Terporten, Michael |
| Catalog Entry | <p>The seminar covers topics of general interest in business administration. It is offered by several lecturers in parallel, thereby offering students some choice with respect to the respective subjects. It may involve either a more classical seminar form or integrated business projects being done in cooperation with firms.</p> <p>In either case, the seminar is fostering team work using joint presentations and often already joint essays on academic level, thereby also giving students guidance in preparing their subsequent bachelor theses.</p> <p>++Management Seminar taught in the English Language++ We are currently offering the English taught Management Seminar exclusively as "Management Seminar in International Trade Operations", subsequent to the course "GMT3024 International Trade Operations".</p> |

ORA4999 - Oral Examination

PAL4011 - Value Chain Management

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| ID | PAL4011 |
| Level | Advanced Level II |
| Credits | 6 Credits |

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| Hours per week | 4 |
| Frequency | Every Semester |
| Kind of Examination | PLR/PLH/PLP |
| Language | English and German |
| category | Course |
| Prerequisites | Basics of Logistics Management Logistics Process Management Methods of Business Process Management and Project Management Purchase and Procurement Management |
| Discipline | Purchasing and Logistics |
| Pedagogical Approach | Interactive approach |
| Responsible: | Gottschalck, Jürgen |
| Catalog Entry | This course covers the integration of a company in production and supply networks on international level; the levels of process flow and information flow are considered and the different views are developed in cases. |

THE4999 - Thesis