

Business Administration / Procurement and logistics

Semester 1

Semester 2

AQM1501 -

BIS1501 - Foundations in Business Information Systems

ID	BIS1501
Level	Entry Level
Credits	5 Credits
Hours per week	4
Frequency	Every Semester
Kind of Examination	PLV
Language	German
category	Course
Discipline	Business Information Systems
Pedagogical Approach	Lecture
Key words	Database Operating systems IT applications / information systems Data Modelling Computer networks
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>

GMT1501 - General Management: Foundation Course

ID	GMT1501
Level	Entry Level

Credits	6 Credits
Hours per week	4
Frequency	Every Semester
Language	German
category	Course
Discipline	Business Administration
Pedagogical Approach	Lecture
Catalog Entry	<p>These courses provide the 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. The first part, in the first semester, considers various general management aspects and consists of the following topics: the business system, the management process, planning systems, decision making, leadership, cost theory, selection of appropriate location for and legal constitution of the company.</p>

GMT1502 - Book Keeping	
ID	GMT1502
Level	Entry Level
Credits	3 Credits
Hours per week	2
Frequency	Once a Year
Kind of Examination	PLK
Examination time	60 minutes
Language	German
category	Course
Discipline	Business Administration
Pedagogical Approach	Lecture
Catalog Entry	<p>The course covered the legal regulations for book keeping and preparing the financial accounts. In particular the general systems used in practice are demonstrated: T-accounts, asset accounts, profit/loss accounts, etc. The typical versions of chart of account are considered and subsequently used to record the more typical business transactions. Accounting standards considered were</p>

	according to the German law.
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LAW1501 -

SSC1502 - Elective A: Political science 1

ID	SSC1502
Level	Entry Level
Hours per week	2
Frequency	Every Semester
Language	German
category	Course
Discipline	Crossfunctional Subjects
Pedagogical Approach	Lecture
Catalog Entry	This course covers the the political system of the Federal Republic of Germany, comparison of the political systems and the international relationships especially the foreign policy of Federal Republic of Germany.

SSC1503 - Elective A: Psychology 1

ID	SSC1503
Level	Entry Level
Hours per week	2
Frequency	Every Semester
Language	German
category	Course
Discipline	Crossfunctional Subjects
Pedagogical Approach	Lecture
Catalog Entry	This course makes the students familiar with the most important areas of psychology, which are relevant for economists (e.g. consumer behavior, industrial psychology, etc.).

SSC1504 - Elective A: Sociology 1

ID	SSC1504
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Level	Entry Level
Hours per week	2
Frequency	Every Semester
Language	German
category	Course
Discipline	Crossfunctional Subjects
Pedagogical Approach	Lecture
Catalog Entry	The main focus of this course ist the the study of social life, social change, and the social causes and consequences of human behavior.

Semester 3

AQM2501 -

GMT2501 - General Management: Key Functions

ID	GMT2501
Level	Entry Level
Credits	6 Credits
Hours per week	5
Frequency	Every Semester
Kind of Examination	PLK
Examination time	90 minutes
Language	German
category	Course
Discipline	Business Administration
Pedagogical Approach	Lecture
Catalog Entry	These courses provide the 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. In the second semester the various functions within the company are considered: Production, Marketing/Sales, Procurement, Human Resources Management.

GMT2502 - Management Accounting	
ID	GMT2502
Level	Advanced Level I
Credits	6 Credits
Hours per week	4
Frequency	Once a Year
Kind of Examination	PLK
Examination time	60 minutes
Language	German
category	Course
Discipline	Business Administration
Pedagogical Approach	Lecture
Catalog Entry	The course demonstrated the relationship between management and financial accounting. This course includes an appreciation of direct and indirect/overhead costs as well as various internal and opportunity costs. Approaches for allocating overhead costs to products and the definition of the internal costs are also considered. The differences and uses of absorbing costing and contribution margin methods are also demonstrated. The principles of current costing approaches are introduced, e.g. target costing, activity based costing, etc.

LAW1502 -

PAL2501 - Introduction to procurement and logistics (D)

ID	PAL2501
Level	Entry Level
Hours per week	2
Frequency	Every Semester
Kind of Examination	PLL
Language	German
category	Course
Discipline	Procurement and Logistics
Pedagogical Approach	Lecture

Key words	Logistics Systems Value Chain Supply Chain Management Logistics Functions
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SSC2502 - Elective A: Political science 2 and 3	
ID	SSC2502
Level	Entry Level
Credits	4 Credits
Hours per week	4
Frequency	Every Semester
Kind of Examination	PLK
Examination time	90 minutes
Language	German
category	Course
Discipline	Crossfunctional Subjects
Pedagogical Approach	Lecture
Catalog Entry	This course covers the the political system of the Federal Republic of Germany, comparison ot the political systems and the international relationships especially the foreign policy of Federal Republic of Germany.

SSC2503 - Elective A: Psychology 2 and 3	
ID	SSC2503
Level	Entry Level
Credits	4 Credits
Hours per week	4
Frequency	Every Semester
Kind of Examination	PLK
Examination time	90 minutes
Language	German
category	Course
Discipline	Crossfunctional Subjects
Pedagogical Approach	Lecture
Catalog Entry	This course makes the students familiar with the most

	important areas of psychology, which are relevant for economists (e.g. consumer behavior, industrial psychology, etc.).
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SSC2504 - Elective A: Sociology 2 and 3

ID	SSC2504
Level	Entry Level
Credits	4 Credits
Hours per week	2
Frequency	Every Semester
Kind of Examination	PLK
Examination time	90 minutes
Language	German
category	Course
Discipline	Crossfunctional Subjects
Pedagogical Approach	Lecture
Catalog Entry	The main focus of this course ist the the study of social life, social change, and the social causes and consequences of human behavior.

TAX2501 -

Semester 4

AQM2502 -

AQM2503 -

ESR2501 - Elective C: Economic and Social History - Part 1

ID	ESR2501
Level	Advanced Level I
Hours per week	4
Frequency	Every Semester
Language	German
category	Course

Discipline	Economics
Pedagogical Approach	Interactive approach
Catalog Entry	The elective course Economic and Social History describe economic and social processes with the historic background.

ESR2502 - Elective C: European Economic Relations - Part 1

ID	ESR2502
Level	Advanced Level I
Hours per week	4
Frequency	Every Semester
Language	German
category	Course
Discipline	Economics
Pedagogical Approach	Interactive approach
Catalog Entry	The elective course European Economic Relations provides a fundamental introduction into the economic aspects of the European integration.

ESR2503 - Elective C: Environmental Economics - Part 1

ID	ESR2503
Level	Advanced Level I
Hours per week	4
Frequency	Every Semester
Language	German
category	Course
Discipline	Economics
Pedagogical Approach	Interactive approach
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.

ESR2504 - Elective C: Business and Corporate Ethics - Part 1

ID	ESR2504
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Level	Advanced Level I
Hours per week	4
Frequency	Every Semester
Language	German
category	Course
Discipline	Economics
Pedagogical Approach	Interactive approach
Catalog Entry	The first part of the elective course Business ethics covers the fundamentals of ethics, business ethics and the management of ethics.

GMT2503 - Financial Accounting and Analysis

ID	GMT2503
Level	Advanced Level I
Credits	4 Credits
Hours per week	2
Frequency	Every Semester
Kind of Examination	PLK/PLH/PLR
Examination time	90 minutes
Language	German
category	Course
Discipline	Business Administration
Pedagogical Approach	Interactive approach
Catalog Entry	The course encompasses 2 semesters. In the first semester the fundamentals of the financial accounts are considered. This includes the 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.

GMT2504 - Principles of Finance

ID	GMT2504
Level	Advanced Level I
Credits	6 Credits

Hours per week	4
Frequency	Every Semester
Kind of Examination	PLK/PLM/PLP
Examination time	90 minutes
Language	German
category	Course
Discipline	Business Administration
Pedagogical Approach	Interactive approach
Catalog Entry	The course encompasses 2 semesters. In the second semester the basics of investment decisions and financing a company are considered. This section includes: methods of evaluating investments, finance planing/budgeting, methods of internal and external financing, issuing shares, overview of modern finance instuments.

PAL2502 - Distribution logistics 1 (D)	
ID	PAL2502
Level	Entry Level
Hours per week	2
Frequency	Every Semester
Kind of Examination	PLK
Examination time	90 minutes
Language	German
category	Course
Discipline	Business Administration
Pedagogical Approach	Lecture
Key words	distribution logistics Warehousing Systems Distribution Planning Transport Systems logistics service providers
Catalog Entry	Introductory course for the subject distribution logistics: Logistics functions, transport systems, warehousing systems, picking systems, distribution processes, distribution planning, logistics cost and controlling, market situation and logistics service provider, information and communication systems. The course has on the one side the objective to introduce the basic vocabulary of distribution logistics; on the other side, the objective is to create the

	understanding of defining a formal representation of logistics processes in planning and cost models.
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PAL2503 - Procurement management 1 (D)	
ID	PAL2503
Level	Entry Level
Hours per week	2
Frequency	Every Semester
Kind of Examination	PLK
Examination time	90 minutes
Language	German
category	Course
Discipline	Procurement and Logistics
Pedagogical Approach	Lecture
Key words	Procurement Process Supplier Coaching and Management Value Chain Sourcing Policies
Catalog Entry	Logistics and procurement, determination of demand, procurement process, research in supply markets, sourcing policies, supplier coaching and management, value chains, controlling in supply and procurement

Semester 5

AQM3503 -

ESR3501 - Elective C: Economic and Social History - Part 2	
ID	ESR3501
Level	Advanced Level I
Hours per week	2
Frequency	Every Semester
Kind of Examination	PLK
Examination time	90 minutes
Language	German
category	Course

Discipline	Economics
Pedagogical Approach	Interactive approach
Catalog Entry	The elective course Economic and Social History describe economic and social processes with the historic background.

ESR3502 - Elective C: European Economic Relations - Part 2

ID	ESR3502
Level	Advanced Level I
Hours per week	2
Frequency	Every Semester
Kind of Examination	PLK
Examination time	90 minutes
Language	German
category	Course
Discipline	Economics
Pedagogical Approach	Interactive approach
Catalog Entry	The elective course European Economic Relations provides a fundamental introduction into the economic aspects of the European integration.

ESR3503 - Elective C: Environmental Economics - Part 2

ID	ESR3503
Level	Advanced Level I
Hours per week	2
Frequency	Every Semester
Kind of Examination	PLK/PLP
Examination time	90 minutes
Language	German
category	Course
Discipline	Economics
Pedagogical Approach	Interactive approach
Catalog Entry	The second part of the elective course Environmental

	Economics covers the economic fundamentals and the topic environmental policy.
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ESR3504 - Elective C: Business and Corporate Ethics - Part 2	
ID	ESR3504
Level	Advanced Level I
Hours per week	2
Frequency	Every Semester
Kind of Examination	PLK/
Examination time	90 minutes
Language	German
category	Course
Discipline	Economics
Pedagogical Approach	Interactive approach
Catalog Entry	The second part of the elective course Business ethics covers the importance of the ethics and the global economic circumstances of the action of enterprises and entrepreneurs.

GMT3502 - Elective B: International Trade - Part 1	
ID	GMT3502
Level	Advanced Level II
Credits	5 Credits
Hours per week	4
Frequency	Every Semester
Kind of Examination	PLK
Language	English and German
category	Course
Discipline	Business Administration
Pedagogical Approach	Lecture
Key words	Foreign trade
Responsible:	Freitag, Ulrich; Manthey, Manfred
Catalog Entry	This course covers the process of internationalization for

	companies, international marketing and foreign trade financing.
Content	<p>The course contains the following main topics:</p> <ol style="list-style-type: none"> 1. The process of internationalization for companies: exporting, importing, license business, BOT-contracts, counter trade, forms of investment in foreign countries (joint venture, mergers, acquisitions), contract manufacturing, risk management in foreign trade 2. International Marketing: market research for foreign markets, international product, price, distribution, communication and service policy 3. Foreign trade financing: international payment transactions, documentary collection, letter of credit, bank guarantees in foreign trade, foreign exchange trade, hedging, forms of foreign trade financing, export credit insurance.

GMT3504 - Elective B: Bank Management - Part 1

ID	GMT3504
Level	Advanced Level II
Credits	5 Credits
Hours per week	4
Frequency	Every Semester
Language	German
category	Course
Discipline	Business Administration
Pedagogical Approach	Lecture
Key words	Banking Investment fund Stocks Capital market Loan security
Catalog Entry	<p>Banking Management covers a broad field. The products of banking are often invisible and intangible, but have impacts on many different business areas (e.g. law and regulations, finance, marketing, organization). The continuous changes in banking with respect to technology, regulations, risks and competition present challenges which a bank manager must solve. A broad knowledge base and good skills are needed to meet these challenges. The course covers all relevant topics of banking business with strong emphasis on the risks, particularly interest and default risks. The</p>

	<p>course is subdivided in 4 parts:</p> <ul style="list-style-type: none"> • The Banking System (Structure and Functions of a Bank, Regulations of Money and Banking). • Bank Services (Payment Transactions; Deposit Services; Non-deposit Investment Products in Banking; Bank Lending – Policies, Procedure and Case Studies; Agency Business). • Banking Policy and Bank Marketing Strategy (Banking Policy; Bank Marketing Strategy). • Bank Performance, Risk Management and Portfolio Management.
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GMT3506 - Elective B: Management of the Industrial Enterprise - Part 1

ID	GMT3506
Level	Advanced Level II
Credits	5 Credits
Hours per week	4
Frequency	Every Semester
Language	German
category	Course
Discipline	Business Administration
Pedagogical Approach	Lecture
Key words	Production Planning Product program Procurement Process Product innovation Quality Management
Catalog Entry	The course contains the following main topics: a brief history of production, payment systems, methods of production, investment planning, material resource planning, capacity planning, industrial research and design, planning for innovation, program planning, outsourcing, productions planning and scheduling and quality management.

GMT3508 - Elective B: Management of the Retail Enterprise - Part 1

ID	GMT3508
Level	Advanced Level II
Credits	5 Credits
Hours per week	4

Frequency	Every Semester
Language	German
category	Course
Discipline	Business Administration
Pedagogical Approach	Lecture
Key words	Retail Wholesale Service Merchandising
Catalog Entry	This course includes, the basics of retailing in particular the company form and functions, problems relating to competition law, decision making in retail/wholesale (purchasing, warehousing, pricing, advertising, service provision), information and controlling systems.

LAW3501 -

PAL3501 - Logistics process management 1 (D)

ID	PAL3501
Level	Advanced Level I
Hours per week	2
Frequency	Every Semester
Kind of Examination	PLK
Examination time	90 minutes
Language	German
category	Course
Discipline	Procurement and Logistics
Pedagogical Approach	Lecture
Catalog Entry	

PAL3502 - Distribution logistics 2

ID	PAL3502
Level	Advanced Level I
Hours per week	4
Frequency	Every Semester
Kind of Examination	PLH+PLR

Language	German
category	Course
Discipline	Procurement and Logistics
Pedagogical Approach	Interactive approach
Key words	Distribution Planning distribution logistics Transport Systems Warehousing Systems logistics service providers
Catalog Entry	Seminar on the basis of the course in distribution logistics. For specific topics, reports have to be produced and presented stemming from the areas transport, warehousing, picking, distribution processes, distribution planning, logistics cost and controlling, market situation and logistics service provider as well as information and communication systems. The seminar has the three objectives (1) to work out defined topics by gathering information from different sources (literature, internet), company information, interviews and other contacts, (2) to structure the material and to write a report about and (3) to present the results in a plenary session.

PAL3503 - Procurement management 2 (D)	
ID	PAL3503
Level	Advanced Level I
Hours per week	4
Frequency	Every Semester
Kind of Examination	PLH+PLR
Language	German
category	Course
Discipline	Procurement and Logistics
Pedagogical Approach	Interactive approach
Key words	Supplier Coaching and Management Procurement Process Sourcing Policies Value Chain
Catalog Entry	Seminar on the basis of the course in procurement. For specific topics, reports have to be produced and presented stemming from the areas e-procurement, sourcing via internet, procurement information systems, outsourcing of procurement functions, c parts management, supply chain management, supply of investive goods, supply service provision. The seminar has the three objectives (1) to work

	out defined topics by gathering information from different sources (literature, internet), company information, interviews and other contacts, (2) to structure the material and to write a report about and (3) to present the results in a plenary session.
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PAL3504 - Techniques applied in procurement and logistics 1 (D)	
ID	PAL3504
Level	Advanced Level I
Hours per week	2
Frequency	Every Semester
Kind of Examination	PLK
Examination time	70 minutes
Language	German
category	Course
Discipline	Procurement and Logistics
Pedagogical Approach	Lecture
Key words	Simulation Queuing Theory Storage Strategies Route Planning Problem Warehouse Location Problem
Catalog Entry	<p>Discrete and stochastic simulation, discrete simulation applied to materials flow.</p> <p>Stochastic processes: Arrival and production processes, queuing theory, monte carlo simulation.</p> <p>Statistical data analysis and production simulation.</p> <p>Stochastic warehouse simulation, storage strategies and interactive optimisation using simulation.</p> <p>Optimisation problems in transport logistics: transport problem, warehouse location problem with ADD and DROP algorithms, software for warehouse location optimisation, round trip optimisation with SWEEP and SAVINGS algorithms, software solutions.</p>

Semester 6

ECO3504 - Economics Workshop	
ID	ECO3504
Level	Advanced Level I
Credits	4 Credits

Hours per week	2
Frequency	Every Semester
Kind of Examination	PLH+PLR
Language	German
category	Course
Discipline	Economics
Pedagogical Approach	Interactive approach
Responsible:	Wienert, Helmut
Catalog Entry	Within this seminar the students have to work on current economic issues. The students have to submit a term paper and they have to make a presentation about it in classroom.
Usability in other courses	

GMT3501 - Strategic Management

ID	GMT3501
Level	Advanced Level I
Credits	3 Credits
Hours per week	2
Frequency	Every Semester
Kind of Examination	PLK/PLM/PLR/PLH
Examination time	60 minutes
Language	German
category	Course
Discipline	Business Administration
Pedagogical Approach	Interactive approach
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.
Content	The term "Strategy" means different things to different

	<p>people depending upon the size of a company, prevalent time horizon, environmental situation etc. Nonetheless, a starting situation, an end scenario and the way in which these two situations are bridged remain the essentials of the strategic management process. We will approach the overall problem from a processual standpoint. The main question in the strategic development process - formulation, communication, implementation and review - will be addressed in a chronological sequence. The answers to the ensuing questions will be developed with the assistance of a number of analytical instruments which structure and simplify the situation, thus enabling alternative solutions to be found and evaluated. These instruments constitute a tool-kit which can be applied to all possible combinations of companies and environments. However, it should be recognised that because of complexity of the strategic management task no "standard solutions" are available</p>
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GMT3503 - Elective B: International Trade - Part 2	
ID	GMT3503
Level	Advanced Level II
Credits	5 Credits
Hours per week	4
Frequency	Every Semester
Kind of Examination	PLK
Examination time	90 minutes
Language	English and German
category	Course
Discipline	Business Administration
Pedagogical Approach	Lecture
Key words	Foreign trade
Responsible:	Freitag, Ulrich; Manthey, Manfred
Catalog Entry	This course covers the process of internationalization for companies, international marketing and foreign trade financing.
Content	<p>The course contains the following main topics:</p> <ol style="list-style-type: none"> 1. The process of internationalization for companies: exporting, importing, license business, BOT-

	<p>contracts, counter trade, forms of investment in foreign countries (joint venture, mergers, acquisitions), contract manufacturing, risk management in foreign trade</p> <ol style="list-style-type: none"> 2. International Marketing: market research for foreign markets, international product, price, distribution, communication and service policy 3. Foreign trade financing: international payment transactions, documentary collection, letter of credit, bank guarantees in foreign trade, foreign exchange trade, hedging, forms of foreign trade financing, export credit insurance.
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GMT3505 - Elective B: Bank Management - Part 2

ID	GMT3505
Level	Advanced Level II
Credits	5 Credits
Hours per week	4
Frequency	Every Semester
Kind of Examination	PLK
Examination time	90 minutes
Language	German
category	Course
Discipline	Business Administration
Pedagogical Approach	Lecture
Key words	Banking Investment fund Stocks Capital market Loan security
Catalog Entry	<p>Banking Management covers a broad field. The products of banking are often invisible and intangible, but have impacts on many different business areas (e.g. law and regulations, finance, marketing, organization). The continuous changes in banking with respect to technology, regulations, risks and competition present challenges which a bank manager must solve. A broad knowledge base and good skills are needed to meet these challenges. The course covers all relevant topics of banking business with strong emphasis on the risks, particularly interest and default risks. The course is subdivided in 4 parts:</p> <ul style="list-style-type: none"> • The Banking System (Structure and Functions of a

	<p>Bank, Regulations of Money and Banking).</p> <ul style="list-style-type: none"> • Bank Services (Payment Transactions; Deposit Services; Non-deposit Investment Products in Banking; Bank Lending – Policies, Procedure and Case Studies; Agency Business). • Banking Policy and Bank Marketing Strategy (Banking Policy; Bank Marketing Strategy). • Bank Performance, Risk Management and Portfolio Management.
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GMT3507 - Elective B: Management of the Industrial Enterprise - Part 2

ID	GMT3507
Level	Advanced Level II
Credits	5 Credits
Hours per week	4
Frequency	Every Semester
Kind of Examination	PLK
Examination time	90 minutes
Language	German
category	Course
Discipline	Business Administration
Pedagogical Approach	Lecture
Key words	Production Planning Product program Procurement Process Product innovation Quality Management
Catalog Entry	The course contains the following main topics: a brief history of production, payment systems, methods of production, investment planning, material resource planning, capacity planning, industrial research and design, planning for innovation, program planning, outsourcing, productions planning and scheduling and quality management.

GMT3509 - Elective B: Management of the Retail Enterprise - Part 2

ID	GMT3509
Level	Advanced Level II
Credits	5 Credits
Hours per week	4

Frequency	Every Semester
Kind of Examination	PLK
Examination time	90 minutes
Language	German
category	Course
Discipline	Business Administration
Pedagogical Approach	Lecture
Key words	Retail Wholesale Service Merchandising
Catalog Entry	This course includes, the basics of retailing in particular the company form and functions, problems relating to competition law, decision making in retail/wholesale (purchasing, warehousing, pricing, advertising, service provision), information and controlling systems.

GMT3511 - Management Seminar

ID	GMT3511
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
Discipline	Business Administration
Pedagogical Approach	Project Course

PAL3505 - Optimisation and simulation models 2

ID	PAL3505
Level	Advanced Level I
Hours per week	4
Frequency	Every Semester
Kind of Examination	PLL
Language	German

category	Course
Discipline	Business Administration
Pedagogical Approach	Interactive approach
Key words	Simulation Warehouse Location Problem Route Planning Problem Queuing Theory Stroage Strategies
Catalog Entry	<p>Application of models from the course in optimisation and simulation models 1: Discrete and stochastic simulation, discrete simulation applied to materials flow. Stochastic processes: Arrival and production processes, queuing theory, monte carlo simulation. Statistical data analysis and production simulation. Stochastic warehouse simulation, storage strategies and interactive optimisation using simulation. Optimisation problems in transport logistics: transport problem, warehouse location problem with ADD and DROP algorithms, software for warehouse location optimisation, round trip optimisation with SWEEP and SAVINGS algorithms, software solutions.</p>

PAL3506 - Logistics process management 2 (D)	
ID	PAL3506
Level	Advanced Level I
Hours per week	4
Frequency	Every Semester
Kind of Examination	PLH+PLR
Language	German
category	Course
Discipline	Procurement and Logistics
Pedagogical Approach	Interactive approach
Key words	Logistics Chain Production Types Supply Chain Management Production Planning Production Logistics
Catalog Entry	<p>Seminar on the basis of the course in logistics process planning. For specific topics, reports have to be produced and presented stemming from the areas production planning, production logistics, production types, logistics chain, supply chain management, logistics controlling as well as information and communication systems. The seminar has the three objectives (1) to work out defined topics by gathering information from different sources</p>

	(literature, internet), company information, interviews and other contacts, (2) to structure the material and to write a report about and (3) to present the results in a plenary session.
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PAL3507 - Conduct of Negotiations (D)	
ID	PAL3507
Level	Advanced Level I
Hours per week	2
Frequency	Every Semester
Kind of Examination	PLK
Examination time	60 minutes
Language	German
category	Course
Discipline	Procurement and Logistics
Pedagogical Approach	Lecture
Key words	Moderation Negotiation
Catalog Entry	Course to introduce management of negotiation meetings in procurement and logistics; preparation and realization of negotiations, definition and achievement of objectives; strategical and psychological elements; conflict management, moderation of meetings

Semester 7

Semester 8

COL4999 - Scientific Colloquium

ORA4997 - Oral Examination

PAL4501 - Systems analysis and design (D)	
ID	PAL4501
Level	Advanced Level II
Hours per week	4
Frequency	Every Semester

Kind of Examination	PLH+PLR
Language	German
category	Course
Discipline	Procurement and Logistics
Pedagogical Approach	Interactive approach
Key words	Redistribution Waste Management Recycling Life Cycle Assessment
Catalog Entry	Course for deepening the understanding of complex systems as to the different ecological and economical effects in the case of redistribution systems of used packaging and products. Case studies: End-of-Life Vehicle Directive, Electronic Equipment Directive, Packaging Ordinance

PAL4502 - Projects/case studies (D)	
ID	PAL4502
Level	Advanced Level II
Hours per week	4
Frequency	Every Semester
Kind of Examination	PLH+PLR
Language	German
category	Course
Discipline	Procurement and Logistics
Pedagogical Approach	Project Course
Key words	Teamwork Project Co-ordination Information Management Business Process Integration
Catalog Entry	Project seminar for deepening the knowledge in information management. Case studies are formulated in co-operation with software providers and system users (companies) for practical software applications within the area of procurement and logistics. Project teams are formed to work together for the semester. The project seminar has the four objectives (1) to understand the integration of the two levels of physical logistics operation and information flow, (2) to gather the experiences from the practical application from the end users during a stage at the real life company, (3) to report on the system concept and the real life experiences and (4) to present the results in a plenary session.

PAL4503 - WPF - Distribution logistics 3 (D)	
ID	PAL4503
Level	Advanced Level II
Hours per week	4
Frequency	Every Semester
Kind of Examination	PLH+PLR
Language	German
category	Course
Discipline	Procurement and Logistics
Pedagogical Approach	Project/Lecture
Key words	Project Management Project Co-ordination Teamwork
Catalog Entry	<p>Project seminar on the basis of the course and the seminar in distribution logistics. Project teams are formed to work together for a half year on a real practical problem of a company. The project seminar has the four objectives (1) to work self oriented within the project team on a real life problem, (2) to co-ordinate the work with the company containing the phases problem definition, status quo and bottleneck analysis and action concept, (3) to define and to operate an appropriate work distribution as well as (4) to present the problem related results in an appropriate way (presentation, report, flow chart, simulation system, ...).</p>

PAL4504 - WPF - Procurement management 3	
ID	PAL4504
Level	Advanced Level II
Hours per week	4
Frequency	Every Semester
Kind of Examination	PLH+PLR
Language	German
category	Course
Discipline	Procurement and Logistics
Pedagogical Approach	Project/Lecture
Key words	Project Management Project Co-ordination Teamwork

Catalog Entry	<p>Project seminar on the basis of the course and the seminar in procurement. Project teams are formed to work together for a half year on a real practical problem of a company. The project seminar has the four objectives (1) to work self oriented within the project team on a real life problem, (2) to co-ordinate the work with the company containing the phases problem definition, status quo and bottleneck analysis and action concept, (3) to define and to operate an appropriate work distribution as well as (4) to present the problem related results in an appropriate way (presentation, report, flow chart, simulation system, ...).</p>
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PAL4505 - WPF - Logistics process management 3 (D)	
ID	PAL4505
Level	Advanced Level II
Hours per week	4
Frequency	Every Semester
Kind of Examination	PLH+PLR
Language	German
category	Course
Discipline	Procurement and Logistics
Pedagogical Approach	Project/Lecture
Catalog Entry	<p>Project seminar on the basis of the course and the seminar in logistics process management. Project teams are formed to work together for a half year on a real practical problem of a company. The project seminar has the four objectives (1) to work self oriented within the project team on a real life problem, (2) to co-ordinate the work with the company containing the phases problem definition, status quo and bottleneck analysis and action concept, (3) to define and to operate an appropriate work distribution as well as (4) to present the problem related results in an appropriate way (presentation, report, flow chart, simulation system, ...).</p>

THE4997 - Thesis
