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FACULTY OF MANAGEMENT,  
ECONOMICS AND SOCIAL  
SCIENCES

UNIVERSITY OF COLOGNE

VICE DEAN OF STUDIES  
DEPARTMENT



valid for students of the  
Examination  
Regulations 2015

(enrolment for  
summer semester 2021  
at the latest)

# MODULE CATALOGUE

BUSINESS ADMINISTRATION

BACHELOR OF SCIENCE

IN ACCORDANCE WITH THE EXAMINATION REGULATIONS FOR THE SINGLE MAJOR  
BACHELOR PROGRAMME IN BUSINESS ADMINISTRATION



|                           |   |
|---------------------------|---|
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**Lists of abbreviations**

|      |  |      |   |
|------|--|------|---|
| AM   | Advanced module                        | PR   | Project   |
| AS   | Assignment                             | PRES | Presentation                                      |
| C    | Course                                 | SI   | Studium Integrale                                 |
| CC   | Compulsory course                      | SM   | Specialisation module                             |
| CM   | Core module                            | SPM  | Supplementary module                              |
| CH   | Contact hours ( = time spent in class) | SPW  | Semester period per week                          |
| ECTS | Credit Points                          | SSt  | Self-study  |
| CS   | Case study                             | TP   | Term paper  |
| EC   | Elective course                        | TPF  | Time required for preparation and follow-up       |
| OE   | Oral Examination                       | TR   | Credit points transferred from another university |
| PRP  | Project report                         | WL   | Workload  |
| PCR  | Practical component report             | WT   | Written Test                                      |

## Table of Contents

|          |   |           |
|----------|---|-----------|
| <b>1</b> | <b>BUSINESS ADMINISTRATION</b> .....              | <b>1</b>  |
| 1.1      | Content and objectives of the programme.....      | 1         |
| 1.2      | Requirements.....                                 | 2         |
| 1.3      | Programme structure and sequence .....            | 3         |
| 1.4      | Study Abroad Option.....                          | 3         |
| 1.4.1    | The Faculty’s Study Abroad Programme (STAP) ..... | 4         |
| 1.4.2    | Credit transfer options from studies abroad.....  | 5         |
| 1.5      | Module study plan sequence.....                   | 5         |
| 1.5.1    | Study plans including a semester abroad.....      | 9         |
| 1.6      | Modules with mid-term examinations .....          | 9         |
| 1.7      | Calculation of the overall mark .....             | 10        |
| 1.8      | Modularity .....                                  | 10        |
| 1.9      | Rules for failed attempts .....                   | 12        |
| <b>2</b> | <b>SUPPORT FOR STUDENTS</b> .....                 | <b>13</b> |
| 2.1      | Course registration in KLIPS 2.0 .....            | 13        |
| 2.2      | Exam registration in KLIPS 2.0 .....              | 13        |
| 2.3      | Subject-specific and examination advice.....      | 13        |
| 2.4      | Academic Working .....                            | 14        |
| 2.5      | Other sources of information and advice .....     | 15        |
| <b>3</b> | <b>MODULE TABLES AND DESCRIPTIONS</b> .....       | <b>16</b> |
| 3.1      | Core and Advanced Section.....                    | 16        |
| 3.2      | Supplementary Section .....                       | 17        |
| 3.3      | Specialisation Section .....                      | 18        |
| 3.4      | Studium Integrale.....                            | 20        |
| 3.5      | Bachelor Thesis .....                             | 21        |
| 3.6      | Module Descriptions.....                          | 23        |
| 3.6.1    | Preparatory Module.....                           | 23        |
| 3.6.2    | Core and Advanced Section.....                    | 25        |
| 3.6.3    | Supplementary Section .....                       | 48        |
| 3.6.4    | Specialisation Section .....                      | 65        |
| 3.6.5    | Bachelor Thesis .....                             | 104       |

# 1 Business Administration

Business administration, a subset of the field of economics, deals with the business context within which individual companies operate and provides information about their structures and processes. The subject matter covered and researched is derived from issues that face the various areas of a company. The Bachelor in Business Administration programme gives students the knowledge and skills needed to find optimal solutions to those issues.

## 1.1 Content and objectives of the programme

Graduates have competences at level 6 of the German Qualifications Framework respectively the Bachelor level of the German Qualifications Framework for Higher Education Qualifications. Their specific formulation as *Intended Learning Outcome* is:

Graduates...

- ...understand basic methods and techniques of accounting.
- ...understand mathematical and statistical methods.
- ...understand theories and concepts in fundamental and adjoining fields, such as economics, social sciences or information systems.
- ...understand business theories and concepts.
- ...apply disciplinary knowledge to known and unknown problems.
- ...systemize and specify both literature and data and prepare independently an academic paper/thesis on a selected topic.
- ...reflect and evaluate managerial and economic assertions.
- ...work constructively and cooperatively in teams.
- ...discuss specific problems in German and English language.
- ...defend their independently acquired positions and solutions.
- ...develop an understanding for the effects of economic decisions regarding ecological, social and ethical aspects.
- ...independently organise their own work and learning process.
- ...evaluate their own action processes and identify development potential.

In addition to business administration, the programme includes aspects of economics, social sciences and other interdisciplinary areas (information systems, law, etc.) and qualifies graduates for demanding, high-level specialist jobs in business administration that provide opportunities for promotion to management positions. Job opportunities for graduates are to

be found direct or via trainee programmes in companies in all economic segments, including manufacturing, trade, logistics, energy, finance, the public sector and the entire service sector. Various areas of commercial activity in industry provide numerous graduate pathways into employment in case handling and project management after just a short period of induction training. Potential roles vary depending on functional area and company sector/size. Increasingly, they are very much project-based as a result of market dynamics. Graduates can be employed in a wide variety of positions along a company's business process chain though their individual skill set and, in some cases, professional experience in the area concerned play a key role in their ability to find their way around the job. Graduates can find appropriate employment opportunities in almost all economic sectors and forms of enterprise, assuming that any necessary specialised or job-specific abilities can be acquired "on the job", building on the skills learned on the bachelor programme. All graduates from the Cologne B.Sc. in Business Administration programme benefit from a strong foundation in theory and typical patterns of action, covering an exceptionally broad range of functions in the field of business administration. Analysis of interrelationships between functional areas of businesses and conceptual understanding of value chains in those areas are key components, which graduates are capable of expressing in quantitative form too. They are able to express, justify and discuss business decisions and their own standpoints and recommendations for action and to use them for problem-solving. In keeping with academic tradition, critical reflection on their own actions and those of others and the social relevance and responsibility of companies and business also feature strongly in the graduate profile. In addition, the programme gives students the opportunity to make choices based on their own future plans, particularly with regard to the subjects they choose to study.

In addition, students can deepen and expand their specialist knowledge scientifically in an advanced Master's programme and thus specialise specifically in certain occupational fields.

## 1.2 Requirements

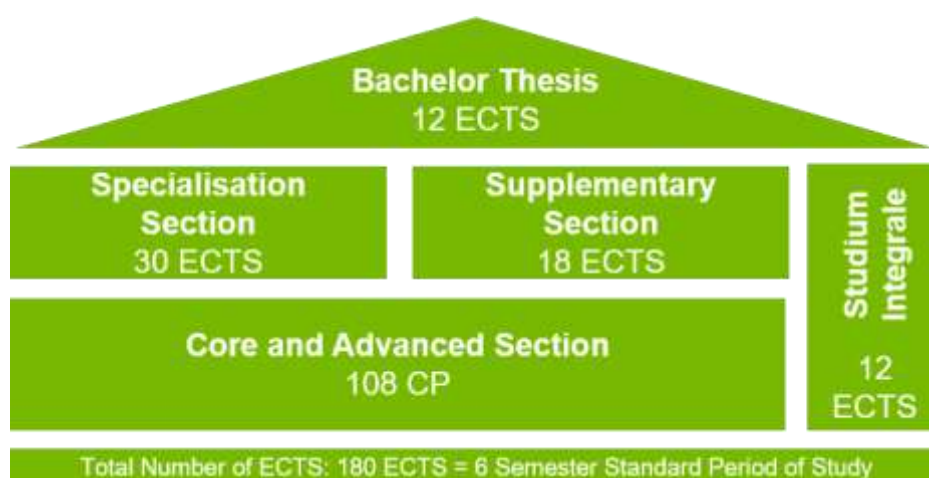
Successful students will have the following subject-related, methodical and personal strengths and aptitudes:

- good mathematical and analytical skills,
- ability to think abstractly and conceptually,
- good communication skills in German and English,
- ability to perform independent, goal-driven and result-oriented work,
- a keen interest in economic issues.

Students with insufficient knowledge in mathematics (e.g. only basic course in high school) are recommended to attend a preparatory module in mathematics which is offered in blocked form before the regular lectures begin. For further information, have a look in the corresponding module description.

### 1.3 Programme structure and sequence

The Bachelor in Business Administration programme carries 180 credit points (CPs). The standard period of study is six terms and the programme comprises the following subject categories: The Core and Advanced Section (108 CPs), consisting of basic Business Administration, Economics and Methods modules, all of which are compulsory. The Supplementary Section (18 CPs) consists of supplementary and more in-depth modules in Business Administration and Economics and additional Information Systems and Social Science modules. The Specialisation Section (30 CPs) consists of the Specialisation Modules, which can be chosen from a wide range of options in the areas of Business Administration, Economics and Social Sciences, plus the bachelor seminar. The fourth component is the “Studium Integrale”, which all bachelor students take and which carries 12 CPs. At the end of the programme, students write a bachelor thesis (12 CPs).



### 1.4 Study Abroad Option

The WiSo Faculty offers a broad range of study abroad options within an excellent network of prestigious partner universities worldwide. The so-called Study Abroad Programme (STAP) includes ERASMUS exchanges and provides an opportunity for a single-term stay at one of the WiSo Faculty's partner universities. Successful STAP applicants benefit from direct contact and organisational support at the partner university as well as support in the organisation of the semester abroad by the International Relations Center (ZIB WiSo). Additionally, they are

exempt from paying tuition fees there. The range of universities available depends on the bachelor course in which the student is enrolled – the possible options are listed in the WiSo Exchange (WEX) (access through the student's UoC account only), along with detailed information on each university.

Every year, in addition to the STAP programme, the WiSo Faculty organises an exclusive short-term study option WiSo@NYC which takes place in New York City.

In addition to these options offered by the Faculty, bachelor students can also apply for a non-WiSo exchange, offered by Dezernat 9 – Internationales (Central International Office of the University of Cologne) within the 'fakultätsübergreifende Partnerschaften' framework. Further possibilities are going abroad as a freemover (i.e. as a student who organises his or her stay abroad individually) or participating in short courses or summer schools offered under separate terms and conditions.

### 1.4.1 The Faculty's Study Abroad Programme (STAP)

Bachelor students should plan their application for a term abroad at the beginning of their bachelor studies. The main selection round for STAP takes place once a year, ending on 15<sup>th</sup> January. It allows for an application either for fall term or spring term of the following academic year. Detailed information on the selection criteria and the best preparation for a STAP application can be found online.

If there are still places available after the main selection round has been completed, another small secondary selection round will be offered between April and June 1<sup>st</sup>. In this round, students can only apply for the following summer semester.

#### STAP Bachelor – main selection round (fall term and spring term)



\* Alternative offer: if no offer can be given at one of the five preferred universities and if slots at other universities are available.

\*\* End of main selection round. In case any exchange slots become available after 15 March, these slots will be made available in a secondary selection round.



### STAP Bachelor – secondary selection round (for spring term only)

Please note: there is no guarantee that a secondary selection round will take place every year, nor should a wide range of exchange opportunities be expected.



\* Deadline for handing in FOT/Facet results (if taken until 1 hour): 15 June. \*\* Alternative offer: if no offer can be given at one of the five preferred universities and if slots at other universities are available.

## 1.4.2 Credit transfer options from studies abroad

The WiSo Faculty has put a lot of emphasis on internationalisation in the design of its bachelor programmes, offering broad credit transfer options for all kinds of study abroad options. Each bachelor course includes at least one "Studies Abroad" module, with a broad range of courses suitable for credit transfer. In addition, a single course-to-course credit transfer can be considered. Moreover, students have the option of crediting courses from the semester abroad as part of their Studium Integrale.

For any questions regarding credit transfer, students can contact the [ZIB WiSo](#) or the [WiSo Credit Transfer Center](#).

## 1.5 Module study plan sequence

Due to several factors you need to plan your studies more and more individually. This is caused for example by the fact that some specialisation modules cannot be finished within one term or are solely offered in the winter or summer term. Thus, the following sequences are only recommendations, from which you can or have to diverge depending on your individual study plan.

MODULE CATALOGUE – BUSINESS ADMINISTRATION – BACHELOR OF SCIENCE

valid for students of the ER 2015 (enrolment for summer semester 2021 at the latest)

| <b>B.Sc. Business Administration (Start Winter Term)</b> |                   |   |                           |              |
|--|-------------------|---|---------------------------|--------------|
| <b>Term</b>  | <b>CC/<br/>EC</b> | <b>Module<br/>Winter term</b>                                       | <b>Section</b>            | <b>CP</b>    |
| 1  | CC                | Core Module Fundamentals of Accounting                              | Core and Advanced Section | 6            |
| 1  | CC                | Core Module Mathematics   | Core and Advanced Section | 6            |
| 1  | CC                | Core Module Statistics  | Core and Advanced Section | 6            |
| 1  | CC                | Core Module Civil Property and Economic Law                         | Core and Advanced Section | 6            |
| 1  | CC                | Core Module Fundamentals of Information Systems                     | Core and Advanced Section | 6            |
|  |                   |   |                           | <b>30</b>    |
| <b>Summer term</b>                                       |                   |   |                           |              |
| 2  | CC                | Core Module Financial Accounting                                    | Core and Advanced Section | 6            |
| 2  | CC                | Core Module Cost Accounting   | Core and Advanced Section | 6            |
| 2  | CC                | Advanced Module Microeconomics for Business Administration          | Core and Advanced Section | 9            |
| 2  | CC                | Advanced Module Statistics and Econometrics                         | Core and Advanced Section | 6            |
| 2  | CC                | Studium Integrale I   | Studium Integrale         | 3*           |
|  |                   |   |                           | <b>27/30</b> |
| <b>Winter term</b>                                       |                   |   |                           |              |
| 3  | CC                | Core Module Business Administration I**                             | Core and Advanced Section | 9            |
| 3  | CC                | Core Module Business Administration II**                            | Core and Advanced Section | 9            |
| 3  | CC                | Core Module Macroeconomics for Business Administration              | Core and Advanced Section | 9            |
| 3  | CC                | Studium Integrale II  | Studium Integrale         | 3/6*         |
|  |                   |   |                           | <b>30/33</b> |
| <b>Summer term</b>                                       |                   |   |                           |              |
| 4  | CC                | Core Module Business Administration III**                           | Core and Advanced Section | 9            |
| 4  | CC                | Core Module Business Administration IV**                            | Core and Advanced Section | 9            |
| 4  | EC                | Specialisation Module I (one 12 CPs-module or two 6 CPs-modules)    | Specialisation Section    | 12           |
|  |                   |   |                           | <b>30</b>    |
| <b>Winter term</b>                                       |                   |   |                           |              |
| 5  | EC                | Supplementary Module I  | Supplementary Section     | 6            |
| 5  | EC                | Specialisation Module II I (one 12 CPs-module or two 6 CPs-modules) | Specialisation Section    | 12           |
| 5  | CC                | Bachelor Seminar***   | Specialisation Section    | 6            |
| 5  | CC                | Core Module Corporate and Business Ethics                           | Core and Advanced Section | 6            |
|  |                   |   |                           | <b>30</b>    |
| <b>Summer term</b>                                       |                   |   |                           |              |
| 6  | EC                | Supplementary Module II   | Supplementary Section     | 6            |
| 6  | EC                | Supplementary Module III  | Supplementary Section     | 6            |
| 6  | CC                | Studium Integrale III   | Studium Integrale         | 6*           |
| 6  | CC                | Thesis Bachelor Business Administration                             | Thesis                    | 12           |
|  |                   |   |                           | <b>30</b>    |

\* SI courses are credited with 2, 3 or 6 ECTS.

MODULE CATALOGUE – BUSINESS ADMINISTRATION – BACHELOR OF SCIENCE

valid for students of the ER 2015 (enrolment for summer semester 2021 at the latest)

\*\* A choice from the Core Modules Supply Chain Management, Finance, Marketing or Corporate Development.

\*\*\* If a semester abroad is planned in the fifth semester, the Bachelor's seminar should already be taken in a previous semester.

MODULE CATALOGUE – BUSINESS ADMINISTRATION – BACHELOR OF SCIENCE

valid for students of the ER 2015 (enrolment for summer semester 2021 at the latest)

| <b>B.Sc. Business Administration (Start Summer Term)</b> |                   |   |                           |              |
|--|-------------------|---|---------------------------|--------------|
| <b>Term</b>  | <b>CC/<br/>EC</b> | <b>Module</b>   | <b>Section</b>            | <b>CP</b>    |
| <b>Summer term</b>                                       |                   |   |                           |              |
| 1  | CC                | Core Module Fundamentals of Accounting                            | Core and Advanced Section | 6            |
| 1  | CC                | Core Module Mathematics   | Core and Advanced Section | 6            |
| 1  | CC                | Core Module Statistics  | Core and Advanced Section | 6            |
| 1  | CC                | Core Module Civil Property and Economic Law                       | Core and Advanced Section | 6            |
| 1  | CC                | Core Module Fundamentals of Information Systems                   | Core and Advanced Section | 6            |
|  |                   |   |                           | <b>30</b>    |
| <b>Winter term</b>                                       |                   |   |                           |              |
| 2  | CC                | Core Module Financial Accounting                                  | Core and Advanced Section | 6            |
| 2  | CC                | Core Module Cost Accounting                                       | Core and Advanced Section | 6            |
| 2  | CC                | Core Module Microeconomics for Business Administration            | Core and Advanced Section | 9            |
| 2  | CC                | Advanced Module Statistics and Econometrics                       | Core and Advanced Section | 6            |
| 2  | CC                | Studium Integrale I   | Studium Integrale         | 3*           |
|  |                   |   |                           | <b>27/30</b> |
| <b>Summer term</b>                                       |                   |   |                           |              |
| 3  | CC                | Core Module Business Administration I**                           | Core and Advanced Section | 9            |
| 3  | CC                | Core Module Business Administration II**                          | Core and Advanced Section | 9            |
| 3  | CC                | Core Module Macroeconomics for Business Administration            | Core and Advanced Section | 9            |
| 3  | CC                | Studium Integrale II  | Studium Integrale         | 3/6*         |
|  |                   |   |                           | <b>30/33</b> |
| <b>Winter term</b>                                       |                   |   |                           |              |
| 4  | CC                | Core Module Business Administration III**                         | Core and Advanced Section | 9            |
| 4  | CC                | Core Module Business Administration IV**                          | Core and Advanced Section | 9            |
| 4  | EC                | Specialisation Module I (one 12 CPs-module or two 6 CPs-modules)  | Specialisation Section    | 12           |
|  |                   |   |                           | <b>30</b>    |
| <b>Summer term</b>                                       |                   |   |                           |              |
| 5  | EC                | Supplementary Module I  | Supplementary Section     | 6            |
| 5  | EC                | Supplementary Module II   | Supplementary Section     | 6            |
| 5  | EC                | Specialisation Module II (one 12 CPs-module or two 6 CPs-modules) | Specialisation Section    | 12           |
| 5  | CC                | Bachelor Seminar***   | Specialisation Section    | 6            |
|  |                   |   |                           | <b>30</b>    |
| <b>Winter term</b>                                       |                   |   |                           |              |
| 6  | CC                | Core Module Corporate and Business Ethics                         | Core and Advanced Section | 6            |
| 6  | EC                | Supplementary Module III  | Supplementary Section     | 6            |
| 6  | CC                | Studium Integrale III   | Studium Integrale         | 6*           |
| 6  | CC                | Thesis Bachelor Business Administration                           | Thesis                    | 12           |
|  |                   |   |                           | <b>30</b>    |

\* SI courses are credited with 2, 3 or 6 ECTS.

\*\* A choice from the Core Modules Supply Chain Management, Finance, Marketing or Corporate Development.

\*\*\* If a semester abroad is planned in the fifth semester, the Bachelor's seminar should already be taken in a previous semester.

### 1.5.1 Study plans including a semester abroad

#### a) Beginning of Studies: Winter Term

The fifth semester is mostly suitable for studying abroad.

In view of the model study plan sequence and the credit transfer options in the Specialisation Section (12 CP), in the Studium Integrale (12 CP) as well as in the Supplementary Section (6 CP) the 12 CP Studium Integrale should be positioned in the fifth semester in the case of an **exemplary** stay abroad. The Core Module Corporate and Business Ethics can be moved to the third semester. The Bachelor Seminar is to be planned according to the individual curriculum. If you are planning a semester abroad in the fifth semester, you should already attend a Bachelor's seminar in a previous semester.

#### b) Beginning of Studies: Summer Term

The fourth semester is mostly suitable for studying abroad.

In view of the model study plan sequence and the credit transfer options in the Specialisation Section (12 CP), in the Studium Integrale (12 CP) as well as in the Supplementary Section (6 CP) the 12 CP Studium Integrale as well as the Supplementary Module III should be positioned in the fourth semester in the case of an **exemplary** stay abroad. The Core Module Business Administration III could be moved to the second or third semester whereas the Core Module Business Administration IV could be placed in the sixth semester.

#### c) General remarks

For questions about studying abroad the [ZIB WiSo](#) is at your disposal.

Additionally, it is always possible not to request a semester on leave (*Urlaubssemester*) if you spend a semester abroad such that examinations can be taken upon return to the University of Cologne (if it is individually feasible).

### 1.6 Modules with mid-term examinations

Some modules have courses that only run for half a term and usually with twice the normal number of classes. For these modules, the term is divided into two roughly equal halves. In the fall, the mid-term usually ends at the beginning of December; in the spring, it is usually in the middle or at the end of May. Often, the examinations for these courses are held mid-term, enabling students to reduce their examination load at the end of term.

The information in the campus management system (KLIPS) regarding the dates of courses and examinations is relevant in this context.

### 1.7 Calculation of the overall mark

The marks for each examination are determined by the respective examiners. The overall mark for the bachelor degree combines the marks for the various sub-categories, weighted based on the respective number of credit points attainable and each sub-category's contribution towards the overall mark for the examinations for which marks are given. The marks for the sub-categories are calculated as the mean of the examination results in line with the weighting for each examination in terms of the credit points it contributes to the overall mark for the examinations in the respective category for which marks are given. If the result of a module examination is calculated based on several components, the mark is calculated based on a weighting given in the module description. The overall mark for the degree is calculated as the weighted arithmetic mean of the marks for the subject categories and the mark for the bachelor thesis. On the Business Administration programme, the weighting for the contributions to the overall mark are as follows:

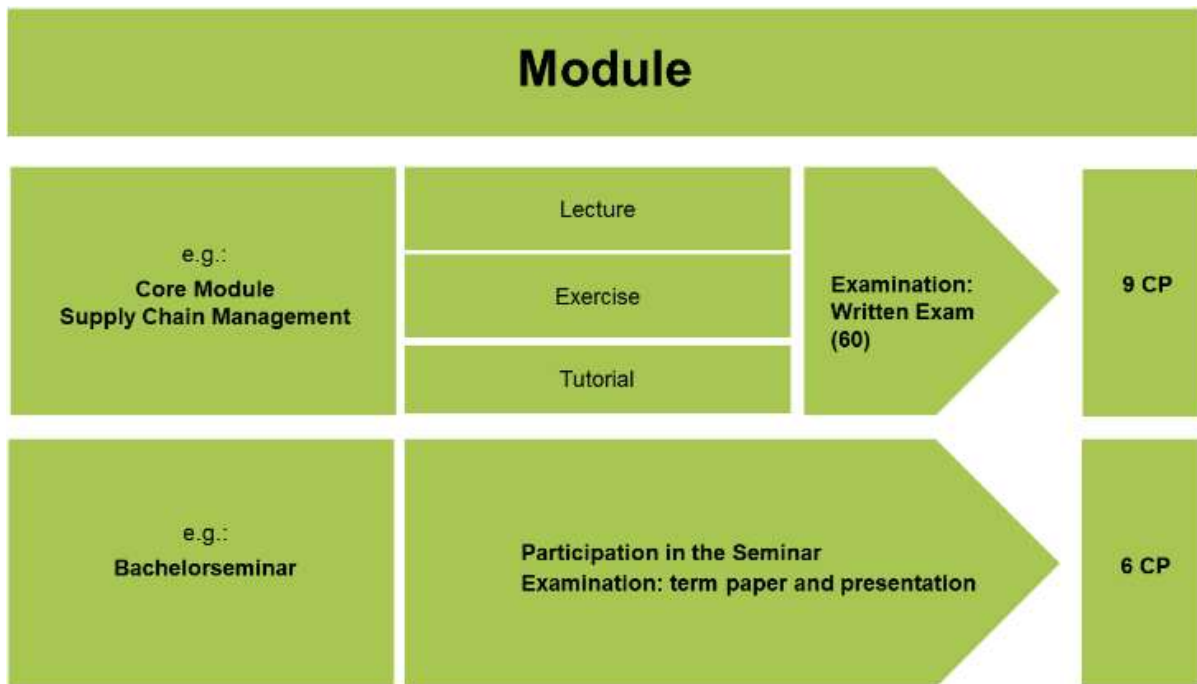
- a) Mark for Core and Advanced Section: 108 of 168 CPs
- b) Mark for Supplementary Section: 18 of 168 CPs
- c) Mark for Specialisation Section: 30 of 168 CPs
- d) Mark for Bachelor Thesis: 12 of 168 CPs.

### 1.8 Modularity

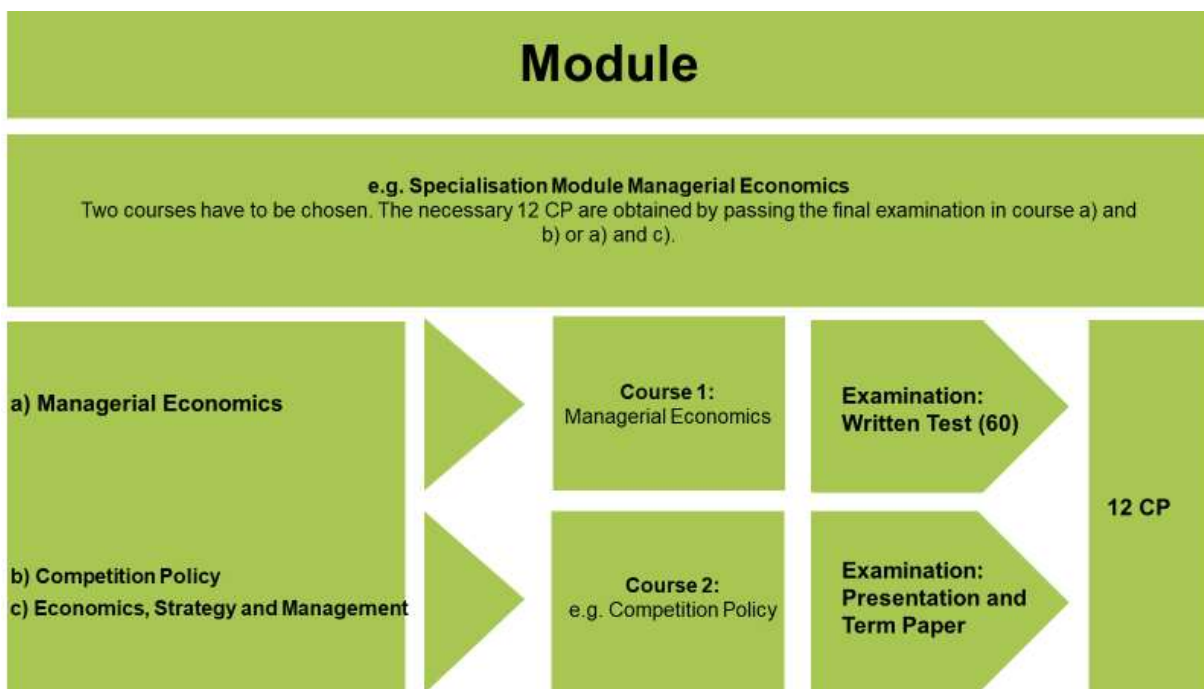
The subject categories on the bachelor programmes are divided into modules, the contents of which are presented in the module descriptions. The bachelor module catalogue can be viewed in the [download section](#) of the WiSo Student Services ("WiSo-Studienberatungszentrum") website. Students who pass the necessary examinations are awarded credit points as proof of their successful participation in a module. The module examinations are taken at regular intervals during the programme. Each module consists of various parts and can usually be completed in one or two terms (see the "Duration" section in the module description). A module can consist of lectures, exercises and/or tutorials on the same subject. There are also modules that only comprise one type of class, e.g. a seminar. In some cases, modules offer students a choice between various courses and they are required to take one or more of them. In these cases, the examination can consist of two components (written test in course 1 and a term paper in course 2) or take the form of one, combined examination (a written test covering the content of courses 1 and 2).

When planning your studies, please remember that not every module is offered every term. To find out whether a module is being offered, refer to the "Module availability" section of the module description.

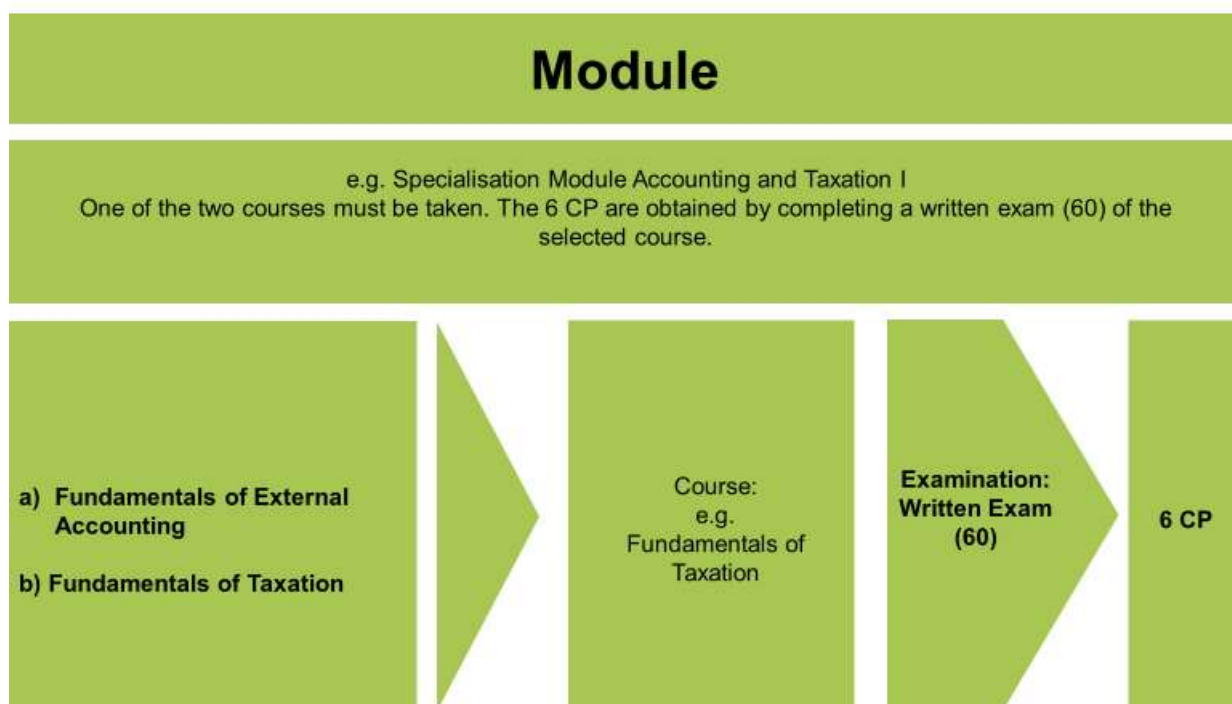
The following examples are to be understood exclusively as illustrations of the individual scenarios; they do not necessarily include modules of the present study programme.



Scenario 1: The module consists of complementary classes on the same topic.



Scenario 2: Students are required to take a combination of courses, each of which ends with its own examination. The CP are awarded once both examinations have been passed.



Scenario 3: Students have to choose one course from a selection and take the exam.

### 1.9 Rules for failed attempts

Students may retake module examinations that they have failed. The number of attempts is limited to three per module.

In addition, additional three resit attempts can be granted to students at any point of the programme. Students who have accumulated at least 140 credit points are granted a further additional attempt. If a student fails an examination in the three additional attempts and the extra attempt for students with 140 points or more, they are deemed to have failed the programme at the final attempt. However, students may only be eligible for additional attempts beyond the initial three attempts if none of the first three examination attempts were failed due to cheating or to an offence. If the candidate fails a module examination three times, he or she will receive a written notification informing him or her of the options available. We recommend all students who fail the initial three attempts to seek advice from WiSo Student Services (“WiSo-Studienberatungszentrum”) before embarking upon an additional attempt.

Where a module examination consists of several components, the candidate must obtain a “bestanden” (pass) mark, or at least an “ausreichend (4,0)” (sufficient) mark, in all of the examination components. All components marked “mangelhaft (5,0)” or “nicht bestanden” (fail) must be retaken.

It is not possible to retake module examinations that have already been passed.



A failed bachelor thesis can be retaken once, with a new topic. Students must register for their second attempt within six months of the result of their first attempt being announced.

## 2 Support for students

### 2.1 Course registration in KLIPS 2.0

KLIPS 2.0 is the central campus management system of the University of Cologne. At the WiSo faculty, KLIPS 2.0 serves as a student organization tool. Students should use it as an online course catalogue, for registration and deregistration of courses and examinations, as well as an overview of the complete study programme and calendar. Information on current dates and deadlines of the WiSo faculty, as well as video tutorials and FAQs about KLIPS can be found on the homepage of WiSo-KLIPS-Support. If you have further questions, feel free to contact WiSo-KLIPS-Support via e-mail ([klips-wiso@uni-koeln.de](mailto:klips-wiso@uni-koeln.de)). For account questions, contact the central KLIPS support.

### 2.2 Exam registration in KLIPS 2.0

Examinations on the various programmes are always managed via KLIPS 2.0. Students must register for them within specified deadlines. Please note that registration for courses without restriction on participation via KLIPS and registration for the corresponding module examinations are two completely separate processes. In the case of courses which are subject to a restriction on participation, an examination registration is generally only possible if a registration for the course has been submitted beforehand. Most examinations in written test form are offered twice per term. Often, this will be to “space out” the dates, i.e. students can choose the date that best fits their examination schedule. In some cases, however, the second examination may be a genuine repetition of the first, depending on the department/institute concerned.

All WiSo Faculty examination candidates are entitled to see their examination papers after they have been marked. For more information, please visit the WiSo Examination Office website.

### 2.3 Subject-specific and examination advice

General advice for students, especially regarding study options and programme requirements, is available from WiSo Student Services (“**WiSo-Studienberatungszentrum**”) for all programmes at the WiSo Faculty. The WiSo Student Services also offer subject-specific recommendations for students’ study plans for the first semester plus information on how the

individual programmes are structured. The WiSo Student Services are also the first place students should turn to if they have any other questions or problems concerning their studies. The centre can be contacted by telephone, in person or by email. The opening hours and contact data can be found on the corresponding webpage.

**Subject-specific advice** is provided during the designated times by the University's faculty members and associated teaching staff ("akademische Mitarbeiterinnen und Mitarbeiter") involved in the teaching on the programme. The designated times are announced by means of notices in the institutes and on the departments'/institutes' websites.

Legally binding information concerning examinations and examination procedures is provided by the WiSo Faculty Examination Office. It also issues transcripts of records in German and English, ranking certificates and letters of assignment to the appropriate term of the programme. All the necessary information, contact details and opening hours can be found on the corresponding webpage.

## 2.4 Academic Working

To support the academic writing of term and final papers, the University of Cologne offers various courses to practice the process of academic writing by students. These include:

### a) Writing advice/consultation

The Kompetenzzentrum Schreiben, the Professional Center, the Kölner Studierendenwerk and the programme SchreibArt offer advice as well as courses related to the issues that arise when writing an academic paper.

### b) Literature research

The university library offers various courses especially for researching literature.

### c) Text processing and literature administration

The Regionales Rechenzentrum provides courses regarding text processing and literature administration.

Students can register for the courses of the Professional Center and the SchreibArt programme in the **Studium Integrale** under „Kompetenzen für das Studium“ (competencies for studies). There are even more offers made by the WiSo Faculty that can be elected in the **Studium Integrale**. Hence, these courses can be credited for your studies.

## 2.5 Other sources of information and advice

International students who study at the WiSo Faculty for part of their programme can turn to the International Relations Centre (“Zentrum für Internationale Beziehungen” or “ZIB”) for help with any questions they have. Cologne University students preparing to study abroad can also contact the ZIB for support. The Centre also runs a variety of summer schools, short programmes and Business English courses. The services, courses and people to contact can be found on the corresponding webpage.

The Faculty’s Credit Transfer Centre (“Zentrum für die Anrechnung auswärtiger Leistungen”) is responsible for recognising credits accumulated in other institutions. This applies both to credits students have gained at other higher education institutions in Germany or abroad prior to studying at the WiSo Faculty, and to (advance) transfer of credits that students plan to accumulate abroad or have already accumulated abroad as part of a WiSo Faculty programme. This system eliminates the need to make individual inquiries to departments/institutes and examination offices. Students can find out everything they need to know about the transfer process on the corresponding webpage.

The WiSo Career Service offers advice and support for students from the WiSo Faculty looking for an internship or profession that is right for them. It also helps them as they plan their career and apply for jobs. In addition, the WiSo Career Service organises seminars, presentations and special events in cooperation with employers and external and internal experts. It also works with other partners in the Faculty and the University to support and guide students as they decide on a career path.

The WiSo IT Service runs regular courses dealing with standard software and field-specific programs.

In case of study-related or personal difficulties, the psychosocial counselling (“Psycho-Soziale Beratung”) of the Kölner Studierendenwerk can be called upon. In addition to psychological and social counselling, it also offers writing and learning counselling and support for pregnant women and students with children.

As a further offer, there is Nightline Cologne, the listening and information telephone of students for students. It is available to all students at Cologne universities and colleges.

The WiSo student council represents the interests of all students from the WiSo faculty. In addition to advice from fellow students it also provides a variety of useful services for studying at the WiSo faculty. Any information can be found at [wiso-buero.uni-koeln.de](http://wiso-buero.uni-koeln.de) or by directly writing an email to [wiso-buero@uni-koeln.de](mailto:wiso-buero@uni-koeln.de).

### 3 Module tables and descriptions

#### 3.1 Core and Advanced Section

In accordance with Section 29(1), No. 1 of the Examination Regulations, students must accumulate 108 CPs in the Core and Advanced Section.

| Group     | Module                                      | CP | C/EC | Reqd. CP |
|-----------|---|----|------|----------|
|           | CM Accounting I <sup>1, 2</sup>             | 6  | C    | 60       |
|           | CM Accounting II <sup>3</sup>               | 6  | C    |          |
|           | Core Module Corporate Development           | 9  | C    |          |
|           | Core Module Finance                         | 9  | C    |          |
|           | Core Module Marketing                       | 9  | C    |          |
|           | Core Module Supply Chain Management         | 9  | C    |          |
|           | CM Corporate and Business Ethics            | 6  | C    |          |
|           | CM Fundamentals of Information Systems      | 6  | C    |          |
| Economics | CM Microeconomics (Business Administration) | 9  | C    | 18       |
|           | CM Macroeconomics (Business Administration) | 9  | C    |          |
| Methods   | Core Module Fundamentals of Accounting      | 6  | C    | 30       |
|           | CM Mathematics                              | 6  | C    |          |
|           | CM Civil Property and Economic Law          | 6  | C    |          |
|           | CM Statistics                               | 6  | C    |          |
|           | AM Statistics and Econometrics <sup>4</sup> | 6  | C    |          |

<sup>1</sup> Not possible if the examination for the compulsory module "Basic Module Accounting" (12 LP) has been successfully completed.

<sup>2</sup> The registration for the examination is not possible if the examination for both compulsory modules "Core Module Financial Accounting" and "Core Module Cost Accounting" have already been successfully completed.

<sup>3</sup> The registration for the examination is only possible if the examination for none of the following compulsory modules has already been passed: "Basic Module Accounting (12 CP)", "Core Module Financial Accounting", "Core Module Cost Accounting"

<sup>4</sup> The registration for the examination is not possible if the examination for the compulsory module "Advanced Module Statistics" has already been successfully completed.

### 3.2 Supplementary Section

In accordance with Section 29(1), No. 2 of the Examination Regulations, students must accumulate 18 CPs in the Supplementary Section.

| Group                 | Module   | CP | CC/EC | Reqd. CP |
|-----------------------|--|----|-------|----------|
| Supplementary Section | CM Decision Analysis   | 6  | EC    | 18       |
|                       | SuM Business Analytics Methods                                 | 6  | EC    |          |
|                       | SpM Media and Technology Management I                          | 6  | EC    |          |
|                       | Studies Abroad in Management                                   | 6  | EC    |          |
|                       | AM Microeconomics (Conflict, Cooperation and Competition)      | 6  | EC    |          |
|                       | Supplementary Module International Economics                   | 6  | EC    |          |
|                       | AM Public Economics  | 6  | EC    |          |
|                       | SpM Empirical Methods and Data Analysis                        | 6  | EC    |          |
|                       | SuM Innovation and Sustainable Development in the Global South | 6  | EC    |          |
|                       | SuM Management of the Co-operative                             | 6  | EC    |          |
|                       | CM Introduction to Psychology                                  | 6  | EC    |          |
|                       | CM Information Systems I                                       | 6  | EC    |          |
|                       | CM Information Systems II                                      | 6  | EC    |          |
|                       | SuM Entrepreneurship   | 6  | EC    |          |

### 3.3 Specialisation Section

In accordance with Section 29(1), No. 3 of the Examination Regulations, students must accumulate 30 CPs in the specialisation category.

| Group                     | Module  | CP | CC/EC | Reqd. CP   |
|---------------------------|---|----|-------|------------|
| Specialisation Modules I  | SpM Accounting and Taxation I <sup>1</sup>                | 6  | EC    | Min.<br>12 |
|                           | SpM Accounting and Taxation II <sup>1</sup>               | 6  | EC    |            |
|                           | SpM Corporate Development I <sup>2</sup>                  | 6  | EC    |            |
|                           | SpM Corporate Development II <sup>2</sup>                 | 6  | EC    |            |
|                           | SpM Finance I <sup>3</sup>                                | 6  | EC    |            |
|                           | SpM Finance II <sup>3</sup>                               | 6  | EC    |            |
|                           | SpM Marketing I <sup>4</sup>                              | 6  | EC    |            |
|                           | SpM Marketing II <sup>4</sup>                             | 6  | EC    |            |
|                           | SpM Supply Chain Management I <sup>5</sup>                | 6  | EC    |            |
|                           | SpM Supply Chain Management II <sup>5</sup>               | 6  | EC    |            |
| Specialisation Modules II | SpM Project/Seminar Empirical Methods and Data Analysis   | 12 | EC    | Max.<br>12 |
|                           | SpM Economic Psychology                                   | 12 | EC    |            |
|                           | SpM Economic Geography I                                  | 6  | EC    |            |
|                           | SpM Economic Geography II                                 | 6  | EC    |            |
|                           | AM Ecological Economics                                   | 6  | EC    |            |
|                           | AM Macroeconomics <sup>6, 7</sup>                         | 6  | EC    |            |
|                           | AM Economic History <sup>8, 9</sup>                       | 6  | EC    |            |
|                           | SpM Economics and Business                                | 6  | EC    |            |
|                           | SpM Current Topics in Economics                           | 12 | EC    |            |
|                           | Selected Topics in Economics I                            | 6  | EC    |            |
|                           | Selected Topics in Economics II                           | 6  | EC    |            |
|                           | Specialisation Module Studies Abroad                      | 12 | EC    |            |
| Bachelor Seminar          | Bachelorseminar Accounting and Taxation                   | 6  | EC    | 6          |
|                           | Bachelorseminar Corporate Development                     | 6  | EC    |            |
|                           | Bachelorseminar Finance                                   | 6  | EC    |            |
|                           | Bachelorseminar Marketing                                 | 6  | EC    |            |
|                           | Bachelorseminar Supply Chain Management                   | 6  | EC    |            |
|                           | Bachelorseminar Interdisciplinary Business Administration | 6  | EC    |            |

<sup>1</sup> Not possible if the examination for "Specialisation module Accounting and Taxation I" (12 CP) or "Specialisation module Accounting and Taxation II" (12 CP) has been successfully completed.

<sup>2</sup> Not possible if the examination for "Specialisation module Strategy, Organization and Human Resources" (12 CP) has been successfully completed.

<sup>3</sup> Not possible if the examination for "Specialisation module Finance" (12 CP) has been successfully completed.

<sup>4</sup> Not possible if the examination for "Specialisation module Marketing" (12 CP) has been successfully completed.

<sup>5</sup> Not possible if the examination for "Specialisation module Supply Chain Management (1271SMSC01)" (12 CP) has been successfully completed.

<sup>6</sup> The registration for the examination is no longer possible if the examination for the compulsory module "Advanced Module Quantitative Methods" has been successfully completed beforehand.

<sup>7</sup> The registration for the examination is not possible if the examination for the compulsory module "Advanced Module for Institutions and Applied Economic Research" or "Advanced Module Quantitative Methods" has already been successfully completed.

<sup>8</sup> The registration for the examination is no longer possible if the examination for the compulsory module "Advanced Module International and Monetary Economics" has been successfully completed beforehand.

<sup>9</sup> The registration for the examination is not possible if the examination for the compulsory module "Advanced Module for Institutions and Applied Economic Research" or "Advanced Module Quantitative Methods" or "Advanced Module Institutions" has already been successfully completed.

### 3.4 Studium Integrale

All of the Faculty's bachelor programmes include an interdisciplinary component, known as the Studium Integrale, in which students accumulate 12 credit points. The Studium Integrale is a university-wide and interdisciplinary component of the courses of study in which academic and professional competences are imparted. The Studium Integrale has both theoretical and practical content, enabling students to focus on more academic aspects or topics related to their future careers enhancing their employability. It aims to teach and develop skills that go beyond subject-specific knowledge or that are related to basic academic and personal traits: scientific curiosity, systematic and analytical thinking, and ability to deal with complexity, a solution-minded outlook plus other abilities such as teamwork and foreign language skills.

The Studium Integrale courses are run jointly by the faculties and the University's Professional Centre. They enable students to pursue their own interests in more depth, gain an insight into other subjects and departments, attend courses dealing with issues of relevance to society, acquire skills relevant to their future careers and attend language classes. The "Universitas" segment offers formats especially designed for the Studium Integrale, such as lecture series on societal issues with related workshops. In addition, the Studium Integrale offers students assistance with their learning and studying, helping them with such questions as how to write an academic paper or how to conduct literature reviews. Periods of training abroad and work experience can also be credited in the Studium Integrale. The Studium Integrale carries 12 credit points in total and formally counts as a module. There is no restriction on the number of attempts possible for Studium Integrale examinations.

Any credit points attained in the Studium Integrale over and above the 12 credit points specified in the study structure are shown on the transcript of records.



### 3.5 Bachelor Thesis

In accordance with Section 21(2) of the Examination Regulations, students must accumulate 12 CPs in the Bachelor Thesis.

| Module   | CP | CC/EC | Reqd. CP |
|--|----|-------|----------|
| Bachelorthesis Accounting & Taxation                     | 12 | EC    | 12       |
| Bachelorthesis Corporate Development                     | 12 | EC    |          |
| Bachelorthesis Finance                                   | 12 | EC    |          |
| Bachelorthesis Marketing                                 | 12 | EC    |          |
| Bachelorthesis Supply Chain Management                   | 12 | EC    |          |
| Bachelorthesis Interdisciplinary Business Administration | 12 | EC    |          |
| Bachelorthesis General Business Administration           | 12 | EC    |          |

The bachelor thesis carries 12 CPs and is written at the end of the programme. Its aim is to illustrate that the candidate is capable of working and reflecting independently on a specific problem related to the subject matter covered on the programme, using the necessary methods and within a specified period. On the Business Administration programme, the topic of the bachelor thesis must reflect the content learned during the programme in one of the specialisation modules. From the summer semester 2019 onwards, students who have successfully completed the corresponding Bachelor's seminar in a previous semester will be considered for the allocation of the Bachelor's thesis. The Bachelor's thesis will then be written in the same area in which the Bachelor's seminar was taken.

Group bachelor theses can also be permitted if a clear distinction between and assessment of each candidate's contribution is possible. Objective criteria that make a clear distinction possible, such as sections, page numbers or topics, are used to indicate which student made which contribution. The total workload required of each group member must exceed the requirements for individual bachelor theses to an appropriate extent. The difficulty and content of a group thesis must meet the same requirements as for theses undertaken individually and independently. The contribution made by each individual must meet the requirements for bachelor theses.

To be allowed to register for the bachelor thesis component, candidates must have acquired at least 100 credit points; additionally, the Bachelor's Seminar must be successfully completed. In line with the number of credit points it carries, the workload allotted for the thesis is 360 hours, i.e. 12 weeks. Bachelor theses should not be more than 40 pages long. Candidates who have earned all of the necessary credit points, except for the bachelor thesis, must register within a period of one year to write their bachelor thesis. Further and more detailed information concerning bachelor theses can be found in the examination regulations.

### 3.6 Module Descriptions

#### 3.6.1 Preparatory Module

| <b>Preparation Module Mathematics</b> |   |   |                                  |  |                                  |
|---------------------------------------|---|---|----------------------------------|--|----------------------------------|
| <b>Module code</b>                    | <b>Workload</b><br>180  | <b>ECTS credits</b><br>none, school's<br>additional offer | <b>Module language</b><br>German | <b>Module availability</b><br>every term | <b>Duration</b><br>1 term        |
| <b>1</b>                              | <b>Courses</b><br>Preparation Course for<br>Mathematics   |   | <b>Contact hours</b><br>60 h     | <b>Self-Studies</b><br>120 h             | <b>Course Language</b><br>German |
| <b>2</b>                              | <b>Module Content</b> <ul style="list-style-type: none"> <li>• formal/technical calculating/arithmetic</li> <li>• vector and matrix algebra</li> <li>• functions, sequences and marginal values</li> <li>• differential calculus for functions of one variable</li> <li>• integral calculus for functions of one variable</li> </ul>  |   |                                  |  |                                  |
| <b>3</b>                              | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>...repeat and apply the essential learning content of mathematics, which they have learned in school and is essential for the Bachelor programme.<br>...complement their school's knowledge relating to topics that were not part of exams or the schedule and apply that knowledge. |   |                                  |  |                                  |
| <b>4</b>                              | <b>Teaching and learning methods</b><br>lecture with integrated exercise  |   |                                  |  |                                  |
| <b>5</b>                              | <b>Module entry requirements</b><br>No recommendations  |   |                                  |  |                                  |
| <b>6</b>                              | <b>Mode of end-of-module examination</b><br>none  |   |                                  |  |                                  |
| <b>7</b>                              | <b>Prerequisites for awarding of credit points</b><br>no awarding of ECTS credits, school's additional offer  |   |                                  |  |                                  |
| <b>8</b>                              | <b>Other programmes that use the module</b><br>Bachelor of Science Business Administration:<br>Core and Advanced Section<br>Bachelor of Science Economics:<br>Core and Advanced Section<br>Bachelor of Science Economics and Social Sciences:<br>Core and Advanced Section<br>Bachelor of Science Social Sciences:<br>Core and Advanced Section   |   |                                  |  |                                  |

|                  |  |
|------------------|--|
| <p><b>9</b></p>  | <p><b>Module Manager</b><br/>Dr. Christoph Scheicher</p>   |
| <p><b>10</b></p> | <p><b>Miscellaneous</b></p> <ul style="list-style-type: none"> <li>• The participation in the preparation course is optional and is recommended to students who chose basic course in Mathematics in school or did not gain good results in the advanced course.</li> <li>• The preparation course normally takes place as block course in the month before the lecture starts</li> <li>• An application is not required.</li> </ul> |

## 3.6.2 Core and Advanced Section

| CM Accounting I |   |              |                             |                             |                                  |
|-----------------|---|--------------|-----------------------------|-----------------------------|----------------------------------|
| Module Code     | Workload  | ECTS Credits | Module Language             | Module Availability         | Duration                         |
| 1016BBMAT1      | 180h  | 6            | German                      | every term                  | 1 Term                           |
| 1               | <b>Courses</b><br>Accounting I  |              | <b>Contact Hours</b><br>60h | <b>Self-Studies</b><br>120h | <b>Course Language</b><br>German |
| 2               | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Introduction to Accounting</li> <li>• Fundamentals in Financial Accounting</li> <li>• Fundamentals in Managerial Accounting</li> <li>• Book Keeping</li> <li>• Case Studies</li> </ul>   |              |                             |                             |                                  |
| 3               | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories.<br>... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way.<br>... know and understand common methods.<br>... use methods in pre-structured contexts in a solution-oriented way.<br>... analyse (current) questions and challenges within the framework of pre-structured contexts. |              |                             |                             |                                  |
| 4               | <b>Teaching and Learning Methods</b><br>lecture<br>practice<br>tutorial   |              |                             |                             |                                  |
| 5               | <b>Module Entry Requirements</b><br>none  |              |                             |                             |                                  |
| 6               | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |              |                             |                             |                                  |
| 7               | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |              |                             |                             |                                  |
| 8               | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre:<br>Supplementary Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Core and Advanced Section  |              |                             |                             |                                  |
| 9               | <b>Module Manager</b><br>Area Accounting and Taxation   |              |                             |                             |                                  |
| 10              | <b>Miscellaneous</b><br>Courses take place in first part of the semester (1. midterm). From the academic year 2022/23 students can study this module if they have not yet successfully completed the Core Module Financial Accounting and/or the Core Module Cost Accounting or the Core Module Accounting (12 CP).   |              |                             |                             |                                  |

| <b>CM Accounting II</b> |   |                     |                             |                             |                                  |
|-------------------------|---|---------------------|-----------------------------|-----------------------------|----------------------------------|
| <b>Module Code</b>      | <b>Workload</b>   | <b>ECTS Credits</b> | <b>Module Language</b>      | <b>Module Availability</b>  | <b>Duration</b>                  |
| 1016BBMAT2              | 180h  | 6                   | German                      | every term                  | 1 Term                           |
| <b>1</b>                | <b>Courses</b><br>Accounting II   |                     | <b>Contact Hours</b><br>60h | <b>Self-Studies</b><br>120h | <b>Course Language</b><br>German |
| <b>2</b>                | <b>Module Content</b><br>Profound analysis of advanced topics in <ul style="list-style-type: none"> <li>• Financial Accounting</li> <li>• Managerial Accounting</li> </ul> on the basis of case studies and using IT-Tools (in relatively small groups).  |                     |                             |                             |                                  |
| <b>3</b>                | <b>Learning Objectives</b><br>Students... <ul style="list-style-type: none"> <li>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.</li> <li>... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way.</li> <li>... know and understand common methods.</li> <li>... use methods in pre-structured contexts in a solution-oriented way.</li> <li>... analyse (current) questions and challenges within the framework of pre-structured contexts.</li> <li>... communicate continuously and purposefully within teaching and learning groups.</li> <li>... present and/or discuss results with teaching staff and other students.</li> <li>... reflect their own performance and implement feedback constructively.</li> </ul> |                     |                             |                             |                                  |
| <b>4</b>                | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                     |                             |                             |                                  |
| <b>5</b>                | <b>Module Entry Requirements</b><br>Recommendation: CM Accounting I   |                     |                             |                             |                                  |
| <b>6</b>                | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                     |                             |                             |                                  |
| <b>7</b>                | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                     |                             |                             |                                  |
| <b>8</b>                | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre:<br>Supplementary Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Core and Advanced Section  |                     |                             |                             |                                  |
| <b>9</b>                | <b>Module Manager</b><br>Area Accounting and Taxation   |                     |                             |                             |                                  |
| <b>10</b>               | <b>Miscellaneous</b><br>Courses take place in second part of the semester (2. midterm). From the academic year 2022/23 students can study this module if they have neither successfully completed the Core Module Financial Accounting nor the Core Module Cost Accounting nor the Core Module Accounting (12 CP).  |                     |                             |                             |                                  |

| <b>Core Module Corporate Development</b> |  |                          |                                  |  |                                  |
|--|--|--------------------------|----------------------------------|--|----------------------------------|
| <b>Module Code</b><br>1253BMCD01         | <b>Workload</b><br>270h  | <b>ECTS Credits</b><br>9 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term        |
| <b>1</b>                                 | <b>Courses</b><br>Corporate Development I (2. Midterm)   |                          | <b>Contact Hours</b><br>60h      | <b>Self-Studies</b><br>210h              | <b>Course Language</b><br>German |
| <b>2</b>                                 | <b>Module Content</b><br>This course first introduces foundations of Corporate Governance and Corporate Strategy. Building on this, concepts of Organizational Design and Instruments of Human Resource Management are presented and analysed.   |                          |                                  |  |                                  |
| <b>3</b>                                 | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories in the area of corporate governance, business strategy, organizational design and HR-management.<br>... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way.<br>... analyse (current) questions and challenges within the framework of pre-structured contexts.<br>... establish and evaluate independently developed positions.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria. |                          |                                  |  |                                  |
| <b>4</b>                                 | <b>Teaching and Learning Methods</b><br>lecture<br>tutorial  |                          |                                  |  |                                  |
| <b>5</b>                                 | <b>Module Entry Requirements</b><br>none   |                          |                                  |  |                                  |
| <b>6</b>                                 | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)  |                          |                                  |  |                                  |
| <b>7</b>                                 | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the written test.  |                          |                                  |  |                                  |
| <b>8</b>                                 | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre:<br>Supplementary Section<br>Bachelor of Science Wirtschaftsinformatik:<br>Supplementary Section<br>Bachelor of Arts Lehramt:<br>Core Section<br>Bachelor of Arts Medienwissenschaft:<br>Media Management and Economics<br>Bachelor of Science Betriebswirtschaftslehre:<br>Core and Advanced Section<br>Bachelor of Science Gesundheitsökonomie:<br>Supplementary Section<br>Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre:<br>Business Administration Regional Studies China  |                          |                                  |  |                                  |
| <b>9</b>                                 | <b>Module Manager</b><br>Univ.-Prof. Dr. ' Anne Burmeister<br>Univ.-Prof. Dr. Matthias Heinz   |                          |                                  |  |                                  |

|           |   |
|-----------|---|
|           | Univ.-Prof. Dr. Bernd Irlenbusch<br>Univ.-Prof. Dr. Dirk Sliwka |
| <b>10</b> | <b>Miscellaneous</b>  |



| <b>Core Module Finance</b>       |  |                          |                                  |  |                                  |
|----------------------------------|--|--------------------------|----------------------------------|--|----------------------------------|
| <b>Module Code</b><br>1259BMFi01 | <b>Workload</b><br>270h  | <b>ECTS Credits</b><br>9 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term        |
| <b>1</b>                         | <b>Courses</b><br>Investition und Finanzierung   |                          | <b>Contact Hours</b><br>60h      | <b>Self-Studies</b><br>210h              | <b>Course Language</b><br>German |
| <b>2</b>                         | <b>Module Content</b><br>Fundamentals of capital budgeting <ul style="list-style-type: none"> <li>• Fundamental questions related to terminology and decision theory</li> <li>• Capital budgeting under certainty</li> <li>• Prospects of capital budgeting under uncertainty</li> </ul> Fundamentals of financing <ul style="list-style-type: none"> <li>• Internal financing</li> <li>• External financing</li> </ul>  |                          |                                  |  |                                  |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories in the area of finance.<br>... apply theories in the area of finance in pre-structured contexts (e.g. case studies) in a solution-oriented way.<br>... know and understand common methods in the area of finance.<br>... use methods in the area of finance in pre-structured contexts in a solution-oriented way.<br>... design their learning and working processes independently. |                          |                                  |  |                                  |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>practice  |                          |                                  |  |                                  |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>none   |                          |                                  |  |                                  |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)  |                          |                                  |  |                                  |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the written test.  |                          |                                  |  |                                  |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre:<br>Supplementary Section<br>Bachelor of Science Wirtschaftsinformatik:<br>Supplementary Section<br>Bachelor of Arts Lehramt:<br>Core Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Core and Advanced Section<br>Bachelor of Science Gesundheitsökonomie:<br>Supplementary Section<br>Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre:<br>Business Administration Regional Studies China  |                          |                                  |  |                                  |
| <b>9</b>                         | <b>Module Manager</b><br>Univ.-Prof. Dr. Alexander Kempf   |                          |                                  |  |                                  |

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|           | Dr. Alexander Pütz<br>Univ.-Prof. Dr. Heinrich R. Schradin |
| <b>10</b> | <b>Miscellaneous</b>                                       |

| <b>Core Module Marketing</b>     |   |                          |                                  |  |                                  |
|----------------------------------|---|--------------------------|----------------------------------|--|----------------------------------|
| <b>Module Code</b><br>1266BMMa00 | <b>Workload</b><br>270h   | <b>ECTS Credits</b><br>9 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term        |
| <b>1</b>                         | <b>Courses</b><br>Einführung ins Marketing (1. Midterm)   |                          | <b>Contact Hours</b><br>60h      | <b>Self-Studies</b><br>210h              | <b>Course Language</b><br>German |
| <b>2</b>                         | <b>Module Content</b><br>The module covers theories and methods to analyse key marketing decision problems and to develop sound recommendations how to solve these decision problems. To this end, it looks at (i) consumers' responses to marketing activities and the underlying psychological mechanisms (consumer behaviour), (ii) the collection and analysis of data about markets and key stakeholders (e.g., consumers) which serves as the empirical basis for decision-making (market research), (iii) the marketing planning process (strategic marketing decisions), and (iv) marketing mix decisions (e.g., brand/product, price, etc.). |                          |                                  |  |                                  |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories of a market-oriented management of businesses.<br>... know and understand common marketing planning methods, including strategic marketing decisions and marketing mix decisions.   |                          |                                  |  |                                  |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                          |                                  |  |                                  |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>none  |                          |                                  |  |                                  |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                          |                                  |  |                                  |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the written test.   |                          |                                  |  |                                  |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre:<br>Supplementary Section<br>Bachelor of Science Wirtschaftsinformatik:<br>Supplementary Section<br>Bachelor of Arts Lehramt:<br>Core Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Core and Advanced Section<br>Bachelor of Science Gesundheitsökonomie:<br>Supplementary Section<br>Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre:<br>Business Administration Regional Studies China   |                          |                                  |  |                                  |
| <b>9</b>                         | <b>Module Manager</b><br>Univ.-Prof. Dr. Werner Reinartz<br>Univ.-Prof. Dr. Franziska Völckner  |                          |                                  |  |                                  |
| <b>10</b>                        | <b>Miscellaneous</b>  |                          |                                  |  |                                  |



| <b>Core Module Supply Chain Management</b> |  |                          |                                  |  |                                  |
|--|--|--------------------------|----------------------------------|--|----------------------------------|
| <b>Module Code</b><br>1271BMSC01           | <b>Workload</b><br>270h  | <b>ECTS Credits</b><br>9 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term        |
| <b>1</b>                                   | <b>Courses</b><br>Operations Management  |                          | <b>Contact Hours</b><br>45h      | <b>Self-Studies</b><br>225h              | <b>Course Language</b><br>German |
| <b>2</b>                                   | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Fundamentals of Operations Management</li> <li>• Demand Forecasting</li> <li>• Inventory Management</li> <li>• Production Planning</li> <li>• Supply Chain Management</li> <li>• Location Planning</li> <li>• Process Design</li> </ul>   |                          |                                  |  |                                  |
| <b>3</b>                                   | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories in the area of supply chain management.<br>... know and understand common methods in the area of supply chain management.<br>... use methods in the area of supply chain management in pre-structured contexts in a solution-oriented way.<br>... analyse (current) questions and challenges within the framework of pre-structured contexts.<br>... present and/or discuss results with teaching staff and other students.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria. |                          |                                  |  |                                  |
| <b>4</b>                                   | <b>Teaching and Learning Methods</b><br>lecture<br>practice<br>tutorial  |                          |                                  |  |                                  |
| <b>5</b>                                   | <b>Module Entry Requirements</b><br>none   |                          |                                  |  |                                  |
| <b>6</b>                                   | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)  |                          |                                  |  |                                  |
| <b>7</b>                                   | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the written test.  |                          |                                  |  |                                  |
| <b>8</b>                                   | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre:<br>Supplementary Section<br>Bachelor of Science Wirtschaftsinformatik:<br>Supplementary Section<br>Bachelor of Arts Lehramt:<br>Core Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Core and Advanced Section<br>Bachelor of Science Gesundheitsökonomie:<br>Supplementary Section<br>Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre:<br>Business Administration Regional Studies China  |                          |                                  |  |                                  |

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| <b>9</b>  | <b>Module Manager</b><br>Univ.-Prof. Dr. Ulrich W. Thonemann |
| <b>10</b> | <b>Miscellaneous</b>   |

| <b>CM Corporate and Business Ethics</b> |   |                     |                             |                             |                                  |
|---|---|---------------------|-----------------------------|-----------------------------|----------------------------------|
| <b>Module Code</b>                      | <b>Workload</b>   | <b>ECTS Credits</b> | <b>Module Language</b>      | <b>Module Availability</b>  | <b>Duration</b>                  |
| 1253BBMUW1                              | 180h  | 6                   | German                      | every term                  | 1 Term                           |
| <b>1</b>                                | <b>Courses</b><br>Corporate and Business Ethics   |                     | <b>Contact Hours</b><br>60h | <b>Self-Studies</b><br>120h | <b>Course Language</b><br>German |
| <b>2</b>                                | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Normative approaches to moral decision-making (teleology, deontology, virtue ethics)</li> <li>• Moral decision making from a psychological perspective (e.g. determinants of moral behaviour, bounded ethical behaviour, moral disengagement)</li> <li>• Ethics of economics (e.g. moral criteria of markets, competition and corruption)</li> <li>• Moral decision making within a company (e.g. discrimination, fairness and justice, lying and cheating, whistleblowing)</li> <li>• Application to examples from compliance management, accounting, corporate development, finance, marketing, supply chain management</li> </ul> |                     |                             |                             |                                  |
| <b>3</b>                                | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories in the area of normative and descriptive ethics.<br>... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way.<br>... establish and evaluate independently developed positions.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.   |                     |                             |                             |                                  |
| <b>4</b>                                | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                     |                             |                             |                                  |
| <b>5</b>                                | <b>Module Entry Requirements</b><br>none  |                     |                             |                             |                                  |
| <b>6</b>                                | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                     |                             |                             |                                  |
| <b>7</b>                                | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                     |                             |                             |                                  |
| <b>8</b>                                | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Core and Advanced Section   |                     |                             |                             |                                  |
| <b>9</b>                                | <b>Module Manager</b><br>Univ.-Prof. Dr. Anne Burmeister<br>Univ.-Prof. Dr. Matthias Heinz<br>Univ.-Prof. Dr. Bernd Irlenbusch<br>Univ.-Prof. Dr. Dirk Sliwka   |                     |                             |                             |                                  |
| <b>10</b>                               | <b>Miscellaneous</b>  |                     |                             |                             |                                  |

| <b>CM Fundamentals of Information Systems</b> |   |                     |                             |                             |                                  |
|---|---|---------------------|-----------------------------|-----------------------------|----------------------------------|
| <b>Module Code</b>                            | <b>Workload</b>   | <b>ECTS Credits</b> | <b>Module Language</b>      | <b>Module Availability</b>  | <b>Duration</b>                  |
| 1277BBMGW1                                    | 180h  | 6                   | German                      | every term                  | 1 Term                           |
| <b>1</b>                                      | <b>Courses</b><br>Fundamentals of Information Systems   |                     | <b>Contact Hours</b><br>60h | <b>Self-Studies</b><br>120h | <b>Course Language</b><br>German |
| <b>2</b>                                      | <b>Module Content</b> <ul style="list-style-type: none"> <li>• The importance of information and information processing in the company</li> <li>• Information as an operational resource</li> <li>• Information logistics as a paradigm of operational information processing</li> <li>• Operational and inter-company information systems</li> <li>• Economic valuation of information, information technology and information use</li> <li>• Forms of IT Sourcing</li> <li>• 'Computer-Supported Cooperative Work' and Social Information Systems</li> <li>• Integration of IT and corporate strategy</li> <li>• Information spheres</li> <li>• (Further) development of information systems in organisations and the role of functional areas</li> <li>• Risks arising from the use of information technology</li> </ul> |                     |                             |                             |                                  |
| <b>3</b>                                      | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories in the field of information systems.<br>... know and understand common methods in the field of information systems.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria.  |                     |                             |                             |                                  |
| <b>4</b>                                      | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                     |                             |                             |                                  |
| <b>5</b>                                      | <b>Module Entry Requirements</b><br>none  |                     |                             |                             |                                  |
| <b>6</b>                                      | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (90)   |                     |                             |                             |                                  |
| <b>7</b>                                      | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                     |                             |                             |                                  |
| <b>8</b>                                      | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Core and Advanced Section   |                     |                             |                             |                                  |
| <b>9</b>                                      | <b>Module Manager</b><br>Univ.-Prof. Dr. Detlef Schoder   |                     |                             |                             |                                  |
| <b>10</b>                                     | <b>Miscellaneous</b>  |                     |                             |                             |                                  |



| <b>CM Microeconomics (Business Administration)</b> |   |                         |                             |                                  |  |                           |
|--|---|-------------------------|-----------------------------|----------------------------------|--|---------------------------|
| <b>Module Code</b><br>1289BBMMB1                   |   | <b>Workload</b><br>270h | <b>ECTS Credits</b><br>9    | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term |
| <b>1</b>   | <b>Courses</b><br>Microeconomics (9 CP)   |                         | <b>Contact Hours</b><br>75h | <b>Self-Studies</b><br>195h      | <b>Course Language</b><br>German         |                           |
| <b>2</b>   | <b>Module Content</b><br>Fundamental questions and methodology of microeconomics: the allocation of scarce resources to markets (competitive and monopoly markets) and the economic behaviour of individual economic actors, in particular households and companies (supply and demand).  |                         |                             |                                  |  |                           |
| <b>3</b>   | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... use methods in the area of microeconomics in pre-structured contexts in a solution-oriented way.<br>... know and understand basic theories in the area of microeconomics.<br>... communicate continuously and purposefully within teaching and learning groups.<br>... reflect their own performance during their electronic homework and implement feedback constructively. |                         |                             |                                  |  |                           |
| <b>4</b>   | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                         |                             |                                  |  |                           |
| <b>5</b>   | <b>Module Entry Requirements</b><br>none  |                         |                             |                                  |  |                           |
| <b>6</b>   | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (90)   |                         |                             |                                  |  |                           |
| <b>7</b>   | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                         |                             |                                  |  |                           |
| <b>8</b>   | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Core and Advanced Section   |                         |                             |                                  |  |                           |
| <b>9</b>   | <b>Module Manager</b><br>Dr.' Julia Fath  |                         |                             |                                  |  |                           |
| <b>10</b>  | <b>Miscellaneous</b><br>The lecture is designed as an inverted classroom. The contents of the e-lecture and the e-homework are to be prepared before attending the lecture and are assumed to be known. The electronic homework in ILIAS is an essential part of the workload. Bonus points for the final exam can be achieved by sending in bonus tasks.   |                         |                             |                                  |  |                           |

| <b>CM Macroeconomics (Business Administration)</b> |  |                     |                              |                             |                                  |
|--|--|---------------------|------------------------------|-----------------------------|----------------------------------|
| <b>Module Code</b>                                 | <b>Workload</b>  | <b>ECTS Credits</b> | <b>Module Language</b>       | <b>Module Availability</b>  | <b>Duration</b>                  |
| 1302BBMMB1   | 270h   | 9                   | German                       | every term                  | 1 Term                           |
| <b>1</b>   | <b>Courses</b><br>Macroeconomics (9 CP)  |                     | <b>Contact Hours</b><br>105h | <b>Self-Studies</b><br>165h | <b>Course Language</b><br>German |
| <b>2</b>   | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Measurement and interpretation of macroeconomic aggregates</li> <li>• Determinants and importance of interaction between markets and prices for general equilibrium allocations</li> <li>• Causes of inflation, financial crises, unemployment, and business cycles and their relation to frictions in goods, credit, and labour markets</li> <li>• Effects of fiscal and monetary policy and other economic policy measures in the short and medium run</li> <li>• Empirical facts and theoretical approaches for explaining long-term economic developments and structural change</li> <li>• Long-run trends and recent developments in macroeconomic aggregates like income, savings, and investment. A particular focus will be on the role of the accumulation of human and physical capital, technological progress as well fundamental determinants of growth</li> </ul> |                     |                              |                             |                                  |
| <b>3</b>   | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... use methods in the area of macroeconomics in pre-structured contexts in a solution-oriented way.<br>... know and understand basic theories in the area of macroeconomics.<br>... discuss results with teaching staff and other students.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria.   |                     |                              |                             |                                  |
| <b>4</b>   | <b>Teaching and Learning Methods</b><br>lecture<br>practice  |                     |                              |                             |                                  |
| <b>5</b>   | <b>Module Entry Requirements</b><br>none   |                     |                              |                             |                                  |
| <b>6</b>   | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (90)  |                     |                              |                             |                                  |
| <b>7</b>   | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination   |                     |                              |                             |                                  |
| <b>8</b>   | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Core and Advanced Section  |                     |                              |                             |                                  |
| <b>9</b>   | <b>Module Manager</b><br>CMR Center for Macroeconomic Research   |                     |                              |                             |                                  |
| <b>10</b>  | <b>Miscellaneous</b><br>In the self-study phase, tutorials are offered.  |                     |                              |                             |                                  |

| <b>Core Module Fundamentals of Accounting</b> |   |                     |                             |                             |                                  |
|---|---|---------------------|-----------------------------|-----------------------------|----------------------------------|
| <b>Module Code</b>                            | <b>Workload</b>   | <b>ECTS Credits</b> | <b>Module Language</b>      | <b>Module Availability</b>  | <b>Duration</b>                  |
| 1016BMTR00                                    | 180h  | 6                   | German                      | every term                  | 1 Term                           |
| <b>1</b>                                      | <b>Courses</b><br>Fundamentals of Accounting  |                     | <b>Contact Hours</b><br>45h | <b>Self-Studies</b><br>135h | <b>Course Language</b><br>German |
| <b>2</b>                                      | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Distinction between external and internal accounting</li> <li>• Balance sheets and balance sheet changes</li> <li>• Double-entry bookkeeping</li> <li>• Structure of bookkeeping and financial accounting</li> <li>• Organisational structure of bookkeeping</li> <li>• Legislation relating to bookkeeping</li> <li>• Complete bookkeeping system from the opening to the closing balance sheet, overview of general ledgers</li> <li>• More in-depth look at booking trade in goods, taxes, payroll entries, write-downs, accruals/deferrals, provisions, securities and foreign exchange</li> </ul> |                     |                             |                             |                                  |
| <b>3</b>                                      | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know basic principles in accounting.<br>... acquire knowledge with which they can understand bookkeeping.<br>... understand legal aspects of accounting in Germany.<br>... assign items to external or internal accounting.<br>... recognise the point of balance sheets, which provides them with an essential basis for further accounting courses.<br>... apply the double-entry bookkeeping technique to new business transactions.  |                     |                             |                             |                                  |
| <b>4</b>                                      | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                     |                             |                             |                                  |
| <b>5</b>                                      | <b>Module Entry Requirements</b><br>none  |                     |                             |                             |                                  |
| <b>6</b>                                      | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                     |                             |                             |                                  |
| <b>7</b>                                      | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the written test.   |                     |                             |                             |                                  |
| <b>8</b>                                      | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre:<br>Supplementary Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Core and Advanced Section<br>Bachelor of Science Gesundheitsökonomie:<br>Supplementary Section   |                     |                             |                             |                                  |
| <b>9</b>                                      | <b>Module Manager</b><br>Dr.‘ Stefanie Liesenfeld   |                     |                             |                             |                                  |

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| <b>10</b> | <b>Miscellaneous</b> |
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| <b>CM Mathematics</b>            |  |                         |                              |                                  |  |                           |
|----------------------------------|--|-------------------------|------------------------------|----------------------------------|--|---------------------------|
| <b>Module Code</b><br>1314BBMMA1 |  | <b>Workload</b><br>180h | <b>ECTS Credits</b><br>6     | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term |
| <b>1</b>                         | <b>Courses</b><br>Mathematical Methods   |                         | <b>Contact Hours</b><br>105h | <b>Self-Studies</b><br>75h       | <b>Course Language</b><br>German         |                           |
| <b>2</b>                         | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Repetition of relevant school knowledge</li> <li>• Combinatorics</li> <li>• Basic concepts of linear algebra</li> <li>• Basics of financial mathematics</li> <li>• Functions of several variables</li> <li>• Differential calculus for functions of several variables and their economic applications</li> <li>• Optimization with and without constraints for functions of several variables</li> <li>• Integral calculus for functions of one and several variables as well as their application in statistics</li> </ul> |                         |                              |                                  |  |                           |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... use methods in mathematics for business and economics in pre-structured contexts in a solution-oriented way.<br>... communicate continuously and purposefully within teaching and learning groups.<br>... design their learning and working processes independently.<br>... reflect their own performance during their electronic homework and implement feedback constructively.                                     |                         |                              |                                  |  |                           |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>practice<br>tutorial  |                         |                              |                                  |  |                           |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>none   |                         |                              |                                  |  |                           |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (90)  |                         |                              |                                  |  |                           |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination   |                         |                              |                                  |  |                           |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Core and Advanced Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Core and Advanced Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Core and Advanced Section  |                         |                              |                                  |  |                           |
| <b>9</b>                         | <b>Module Manager</b><br>Dr. Christoph Scheicher   |                         |                              |                                  |  |                           |
| <b>10</b>                        | <b>Miscellaneous</b><br>After lectures, electronic homework should be completed. Bonus points towards the final exam can be achieved through completing e-homework. The contents of the lecture are to be reviewed before exercise classes (if necessary, with the help of the linked video tutorials). The e-homework has to be   |                         |                              |                                  |  |                           |

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|  | <p>completed individually before exercise classes and the material is assumed to be known for these classes. Interactive exercise classes take place in larger groups, interactive tutorials in smaller groups. Required reading (in German): Mosler, Dyckerhoff, Scheicher (current edition): Mathematische Methoden für Ökonomen. Video tutorials (in German): <a href="https://www.youtube.com/MathematischeMethoden">https://www.youtube.com/MathematischeMethoden</a></p> |
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| <b>CM Civil Property and Economic Law</b> |   |                     |  |   |  |
|---|---|---------------------|--|---|--|
| <b>Module Code</b>                        | <b>Workload</b>   | <b>ECTS Credits</b> | <b>Module Language</b>                   | <b>Module Availability</b>              | <b>Duration</b>                                  |
| 1015BBMBR1                                | 180h  | 6                   | German                                   | every term                              | 1 Term   |
| <b>1</b>                                  | <b>Courses</b><br>a) Civil Property Law<br>b) Commercial and Corporate Law  |                     | <b>Contact Hours</b><br>a) 30h<br>b) 30h | <b>Self-Studies</b><br>a) 60h<br>b) 60h | <b>Course Language</b><br>a) German<br>b) German |
| <b>2</b>                                  | <p><b>Module Content</b></p> <p>Examples will be taken from the basic principles of civil property law, i.e. civil law rules dealing with cash and non-cash claims arising from private law agreements. An additional aim is to teach students the most important rules concerning commercial transactions.</p> <p>Civil Property Law:</p> <ol style="list-style-type: none"> <li>1. Fundamentals</li> <li>2. Contract conclusion, particularly mutual consent, interpretation, receipt (of a declaration of intent), form, legal capacity, representation, terms and conditions</li> <li>3. Termination of contracts, particularly performance, contestation, withdrawal, revocation, impossibility</li> <li>4. Damages due to breach of contract/in tort</li> <li>5. Commercial warranties for defects</li> <li>6. Limitation periods</li> </ol> <p>Commercial and Corporate Law:</p> <ol style="list-style-type: none"> <li>1. The German concepts of “Kaufmann” and “Firma” and commercial representation</li> <li>2. Commercial register/company register</li> <li>3. Commercial transactions</li> <li>4. Partnerships</li> <li>5. Corporations</li> <li>6. Groups</li> <li>7. International transactions</li> </ol> |                     |  |   |  |
| <b>3</b>                                  | <p><b>Learning Objectives</b></p> <p>Students...</p> <ul style="list-style-type: none"> <li>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.</li> <li>... know and understand representation and liability issues in corporation law.</li> <li>... know the basics concerning the conclusion, performance and termination of contracts.</li> <li>... solve independently simple cases related to real-life practice in private economic transactions.</li> <li>... recognise the most important forms of enterprise in partnership and corporation law.</li> <li>... identify the most important commercial rules that differ from the German Civil Code (“BGB”).</li> <li>... learn how legal experts think and present arguments; this enables students to conduct effective talks in all legal matters.</li> </ul>   |                     |  |   |  |
| <b>4</b>                                  | <p><b>Teaching and Learning Methods</b></p> <p>lecture</p>  |                     |  |   |  |
| <b>5</b>                                  | <p><b>Module Entry Requirements</b></p> <p>none</p>   |                     |  |   |  |
| <b>6</b>                                  | <p><b>Mode of End-Of-Module Examination</b></p> <p>Written test: WT (60)</p>  |                     |  |   |  |
| <b>7</b>                                  | <p><b>Prerequisites for Awarding of Credit Points</b></p> <p>A pass in the written test. Students must take both courses. The written test will be based on the content of both courses.</p>  |                     |  |   |  |

|                  |  |
|------------------|--|
| <p><b>8</b></p>  | <p><b>Other Programmes that Use the Module</b><br/>Bachelor of Science Betriebswirtschaftslehre:<br/>Core and Advanced Section</p>   |
| <p><b>9</b></p>  | <p><b>Module Manager</b><br/>Dr. Christian Deckenbrock</p>   |
| <p><b>10</b></p> | <p><b>Miscellaneous</b><br/>Recommended reading: Deckenbrock/Höpfner, Bürgerliches Vermögensrecht: Grundlagen des Wirtschaftsprivatrechts mit Fällen und Lösungen, 5th ed. 2022. Prütting/Weller: Handels- und Gesellschaftsrecht, 10th ed. 2020</p> |



| <b>CM Statistics</b>             |  |                          |                                  |  |                                  |
|----------------------------------|--|--------------------------|----------------------------------|--|----------------------------------|
| <b>Module Code</b><br>1314BBMST1 | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term        |
| <b>1</b>                         | <b>Courses</b><br>Descriptive Statistics and Probability Theory  |                          | <b>Contact Hours</b><br>90h      | <b>Self-Studies</b><br>90h               | <b>Course Language</b><br>German |
| <b>2</b>                         | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Fundamental methods of descriptive statistics</li> <li>• Fundamentals of probability theory</li> </ul>  |                          |                                  |  |                                  |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand common methods in the areas of statistics and probability.<br>... discuss results with teaching staff and other students.<br>... design their learning and working processes independently. |                          |                                  |  |                                  |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>practice<br>tutorial  |                          |                                  |  |                                  |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>none   |                          |                                  |  |                                  |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (90)  |                          |                                  |  |                                  |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination   |                          |                                  |  |                                  |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Core and Advanced Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Core and Advanced Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Core and Advanced Section  |                          |                                  |  |                                  |
| <b>9</b>                         | <b>Module Manager</b><br>Prof. Dr. Rainer Dyckerhoff<br>Dr. Bastian Gribisch   |                          |                                  |  |                                  |
| <b>10</b>                        | <b>Miscellaneous</b><br>In the self-study phase, tutorials are offered.  |                          |                                  |  |                                  |

| <b>AM Statistics and Econometrics</b> |   |                          |                                  |  |                                  |
|---------------------------------------|---|--------------------------|----------------------------------|--|----------------------------------|
| <b>Module Code</b><br>1314BAMST1      | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term        |
| <b>1</b>                              | <b>Courses</b><br>Statistical Inference and Econometrics  |                          | <b>Contact Hours</b><br>90h      | <b>Self-Studies</b><br>90h               | <b>Course Language</b><br>German |
| <b>2</b>                              | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Continuation of probability theory from the Core Module</li> <li>• Fundamentals of statistical inference</li> <li>• Fundamentals of econometrics</li> </ul>  |                          |                                  |  |                                  |
| <b>3</b>                              | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... use methods in the area of statistics and econometrics in pre-structured contexts in a solution-oriented way.<br>... systematize and synthesize data.<br>... communicate continuously and purposefully within teaching and learning groups.<br>... design their learning and working processes independently.  |                          |                                  |  |                                  |
| <b>4</b>                              | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                          |                                  |  |                                  |
| <b>5</b>                              | <b>Module Entry Requirements</b><br>Recommendation: CM Statistics or CM Mathematics (Information Systems)   |                          |                                  |  |                                  |
| <b>6</b>                              | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (90)   |                          |                                  |  |                                  |
| <b>7</b>                              | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                          |                                  |  |                                  |
| <b>8</b>                              | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Core and Advanced Section<br>Bachelor of Science Wirtschaftsmathematik:<br>Business and Economics Sciences Bachelor Business Mathematics<br>Economics<br>Bachelor of Science Volkswirtschaftslehre:<br>Core and Advanced Section<br>Bachelor of Science Wirtschaftsinformatik:<br>Core and Advanced Section<br>Bachelor of Science Mathematik:<br>Business and Economics Sciences Mathematics<br>Economics<br>Bachelor of Science Betriebswirtschaftslehre:<br>Core and Advanced Section |                          |                                  |  |                                  |
| <b>9</b>                              | <b>Module Manager</b><br>Prof. Dr. Rainer Dyckerhoff<br>Dr. Bastian Gribisch  |                          |                                  |  |                                  |
| <b>10</b>                             | <b>Miscellaneous</b><br>In the self-study phase, tutorials are offered.   |                          |                                  |  |                                  |



## 3.6.3 Supplementary Section

| <b>CM Decision Analysis</b>      |  |                          |                                  |  |                                  |
|----------------------------------|--|--------------------------|----------------------------------|--|----------------------------------|
| <b>Module Code</b><br>1282BBEDT1 | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term        |
| <b>1</b>                         | <b>Courses</b><br>Decision theory  |                          | <b>Contact Hours</b><br>60h      | <b>Self-Studies</b><br>120h              | <b>Course Language</b><br>German |
| <b>2</b>                         | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Fundamentals of rational decision-making</li> <li>• Structuring and differentiation of complex decision situations with regard to different characteristics</li> <li>• Description of theoretical prerequisites for the application of decision theoretical methods</li> <li>• Application of methods to practical examples</li> <li>• Determination and justification of optimal alternatives using formal procedures</li> </ul> |                          |                                  |  |                                  |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories.<br>... know and understand common methods.<br>... use methods in pre-structured contexts in a solution-oriented way.<br>... communicate continuously and purposefully within teaching and learning groups.  |                          |                                  |  |                                  |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>practice  |                          |                                  |  |                                  |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>none   |                          |                                  |  |                                  |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)  |                          |                                  |  |                                  |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination   |                          |                                  |  |                                  |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Supplementary Section<br>Bachelor of Science Gesundheitsökonomie:<br>Core and Advanced Section   |                          |                                  |  |                                  |
| <b>9</b>                         | <b>Module Manager</b><br>Univ.-Prof. Dr. Ludwig Kuntz  |                          |                                  |  |                                  |
| <b>10</b>                        | <b>Miscellaneous</b><br>The event is offered in the second term. An exam is offered both after the second term and during the semester break.  |                          |                                  |  |                                  |

| <b>SuM Business Analytics Methods</b> |  |                          |                                   |   |                                   |
|---------------------------------------|--|--------------------------|-----------------------------------|---|-----------------------------------|
| <b>Module Code</b><br>1271BEBAM1      | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>English | <b>Module Availability</b><br>irregular | <b>Duration</b><br>1 Term         |
| <b>1</b>                              | <b>Courses</b><br>Operations Research  |                          | <b>Contact Hours</b><br>45h       | <b>Self-Studies</b><br>135h             | <b>Course Language</b><br>English |
| <b>2</b>                              | <b>Module Content</b> <ul style="list-style-type: none"> <li>• linear programming</li> <li>• network optimization</li> <li>• binary programming</li> <li>• dynamic programming</li> </ul>  |                          |                                   |   |                                   |
| <b>3</b>                              | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... apply theories in the area of business analytics in pre-structured contexts (e.g. case studies) in a solution-oriented way.<br>... know and understand common methods in the area of business analytics.<br>... use methods in pre-structured contexts in a solution-oriented way.<br>... communicate continuously and purposefully within teaching and learning groups.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. |                          |                                   |   |                                   |
| <b>4</b>                              | <b>Teaching and Learning Methods</b><br>lecture<br>practice  |                          |                                   |   |                                   |
| <b>5</b>                              | <b>Module Entry Requirements</b><br>none   |                          |                                   |   |                                   |
| <b>6</b>                              | <b>Mode of End-Of-Module Examination</b><br>Combined examination: WT (60), PRES  |                          |                                   |   |                                   |
| <b>7</b>                              | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination   |                          |                                   |   |                                   |
| <b>8</b>                              | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Supplementary Section  |                          |                                   |   |                                   |
| <b>9</b>                              | <b>Module Manager</b><br>Prof. Dr. Andreas Fügener<br>Area Supply Chain Management   |                          |                                   |   |                                   |
| <b>10</b>                             | <b>Miscellaneous</b>   |                          |                                   |   |                                   |

| <b>SpM Media and Technology Management I</b> |   |                         |                             |  |  |                           |
|--|---|-------------------------|-----------------------------|--|--|---------------------------|
| <b>Module Code</b><br>1284BSMTM1             |   | <b>Workload</b><br>180h | <b>ECTS Credits</b><br>6    | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every 2nd term - summer term | <b>Duration</b><br>1 Term |
| <b>1</b>                                     | <b>Courses</b><br>Media and Technology Management I   |                         | <b>Contact Hours</b><br>30h | <b>Self-Studies</b><br>150h                  | <b>Course Language</b><br>German and English               |                           |
| <b>2</b>                                     | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Introduction to the management of digital and hybrid media and technology goods and services</li> <li>• Corporate strategies of various media genres in the fields of journalism and entertainment and their significance in a social context</li> </ul>   |                         |                             |  |  |                           |
| <b>3</b>                                     | <b>Learning Objectives</b><br>Students... <ul style="list-style-type: none"> <li>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.</li> <li>... know and understand basic theories.</li> <li>... use methods in pre-structured contexts in a solution-oriented way.</li> <li>... analyse (current) questions and challenges within the framework of pre-structured contexts.</li> <li>... establish and evaluate independently developed positions.</li> <li>... design their learning and working processes independently.</li> </ul> |                         |                             |  |  |                           |
| <b>4</b>                                     | <b>Teaching and Learning Methods</b><br>seminar   |                         |                             |  |  |                           |
| <b>5</b>                                     | <b>Module Entry Requirements</b><br>none  |                         |                             |  |  |                           |
| <b>6</b>                                     | <b>Mode of End-Of-Module Examination</b><br>Written test: PO  |                         |                             |  |  |                           |
| <b>7</b>                                     | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                         |                             |  |  |                           |
| <b>8</b>                                     | <b>Other Programmes that Use the Module</b><br>Bachelor of Arts Medienwissenschaft:<br>Media Management and Economics<br>Bachelor of Science Betriebswirtschaftslehre:<br>Supplementary Section   |                         |                             |  |  |                           |
| <b>9</b>                                     | <b>Module Manager</b><br>Univ.-Prof. Dr.' Claudia Loebbecke, M.B.A.   |                         |                             |  |  |                           |
| <b>10</b>                                    | <b>Miscellaneous</b>  |                         |                             |  |  |                           |

| <b>Studies Abroad in Management</b> |  |                          |                        |  |                           |
|-------------------------------------|--|--------------------------|------------------------|--|---------------------------|
| <b>Module Code</b><br>1014SAMB00    | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b> | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term |
| <b>1</b>                            | <b>Courses</b>   |                          | <b>Contact Hours</b>   | <b>Self-Studies</b>                      | <b>Course Language</b>    |
| <b>2</b>                            | <b>Module Content</b><br>Depend on courses chosen  |                          |                        |  |                           |
| <b>3</b>                            | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... describe approaches to business administration from an international perspective.<br>... explain international business administration issues.<br>... discuss and compare different business administration theories and approaches.<br>... develop new intellectual perspectives in relation to their own educational background.<br>... are better equipped to cope effectively with the dynamic global dimensions of their future professional lives.  |                          |                        |  |                           |
| <b>4</b>                            | <b>Teaching and Learning Methods</b><br>depending on course choice   |                          |                        |  |                           |
| <b>5</b>                            | <b>Module Entry Requirements</b>   |                          |                        |  |                           |
| <b>6</b>                            | <b>Mode of End-Of-Module Examination</b><br>depending on course selection  |                          |                        |  |                           |
| <b>7</b>                            | <b>Prerequisites for Awarding of Credit Points</b><br>depending on course selection  |                          |                        |  |                           |
| <b>8</b>                            | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Supplementary Section  |                          |                        |  |                           |
| <b>9</b>                            | <b>Module Manager</b><br>AD Dr. Johannes Antweiler   |                          |                        |  |                           |
| <b>10</b>                           | <b>Miscellaneous</b><br>Language: can be held in English or in any language offered at the host university. This module can be studied at a foreign university. In this case, there is a standardised course crediting procedure. Information about course crediting (deadlines and procedures) is available from the Credit Transfer Center (WiSo-Anrechnungszentrum : <a href="https://www.anrechnungswiso.uni-koeln.de/">https://www.anrechnungswiso.uni-koeln.de/</a> .) This module can also be studied as part of a Summer School organised by the WiSo-Faculty. In this case, the previous exam registration has to be done according to the regulations of the WiSo-Faculty. |                          |                        |  |                           |

| <b>AM Microeconomics (Conflict, Cooperation and Competition)</b> |   |                          |                                  |  |                                  |
|--|---|--------------------------|----------------------------------|--|----------------------------------|
| <b>Module Code</b><br>1289BAMMI1                                 | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every 2nd term - summer term | <b>Duration</b><br>1 Term        |
| <b>1</b>   | <b>Courses</b><br>Game Theory and Strategic Thinking  |                          | <b>Contact Hours</b><br>45h      | <b>Self-Studies</b><br>135h                                | <b>Course Language</b><br>German |
| <b>2</b>   | <b>Module Content</b><br>• Introduction to the science of strategic thinking and applications   |                          |                                  |  |                                  |
| <b>3</b>   | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way in the area of strategic thinking and competition policy.<br>... discuss results with teaching staff and other students.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. |                          |                                  |  |                                  |
| <b>4</b>   | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                          |                                  |  |                                  |
| <b>5</b>   | <b>Module Entry Requirements</b><br>Recommendation: Either CM Microeconomics or CM Fundamentals in Microeconomics   |                          |                                  |  |                                  |
| <b>6</b>   | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                          |                                  |  |                                  |
| <b>7</b>   | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                          |                                  |  |                                  |
| <b>8</b>   | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Wirtschaftsmathematik:<br>Economics<br>Bachelor of Science Mathematik:<br>Economics<br>Bachelor of Science Betriebswirtschaftslehre:<br>Supplementary Section  |                          |                                  |  |                                  |
| <b>9</b>   | <b>Module Manager</b><br>Univ.-Prof. Dr. Axel Ockenfels   |                          |                                  |  |                                  |
| <b>10</b>  | <b>Miscellaneous</b>  |                          |                                  |  |                                  |



| <b>Supplementary Module International Economics</b> |  |                          |                                   |  |                                   |
|---|--|--------------------------|-----------------------------------|--|-----------------------------------|
| <b>Module Code</b><br>1289EMIn00                    | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>English | <b>Module Availability</b><br>every 2nd term - winter term | <b>Duration</b><br>1 Term         |
| <b>1</b>  | <b>Courses</b><br>International Trade and Investment   |                          | <b>Contact Hours</b><br>60h       | <b>Self-Studies</b><br>120h                                | <b>Course Language</b><br>English |
| <b>2</b>  | <b>Module Content</b><br>Economic Theories, Empirical Evidence and Case Studies from the Area "International Economics": <ul style="list-style-type: none"> <li>• Technology, Comparative Advantages and International Trade: Ricardian Model;</li> <li>• Specific Factors, Trade and Incomes: Specific Factor Model;</li> <li>• Resources, Trade and Incomes: Heckscher-Ohlin Model;</li> <li>• Economies of Scale and International Locations of Production;</li> <li>• Increasing Returns to Scale, Imperfect Competition and Trade;</li> <li>• "Dumping";</li> <li>• Trade Policy Interventions;</li> <li>• International Migration;</li> <li>• Multinational Firms and "Foreign Direct Investment";</li> <li>• International Agreements and Globalisation.</li> </ul> |                          |                                   |  |                                   |
| <b>3</b>  | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories in the area of "International Economics".<br>... apply methods and theories in pre-structured contexts (e.g. case studies) in a solution-oriented way.<br>... establish and evaluate independently developed positions.<br>... question and critically reflect on current social developments.<br>... design their learning and working processes independently.   |                          |                                   |  |                                   |
| <b>4</b>  | <b>Teaching and Learning Methods</b><br>lecture<br>practice  |                          |                                   |  |                                   |
| <b>5</b>  | <b>Module Entry Requirements</b><br>Recommended: Core Module Microeconomics (Business Administration), Core Module Mathematics, Core Module Statistics   |                          |                                   |  |                                   |
| <b>6</b>  | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)  |                          |                                   |  |                                   |
| <b>7</b>  | <b>Prerequisites for Awarding of Credit Points</b><br>A pass in the written test.  |                          |                                   |  |                                   |
| <b>8</b>  | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Wirtschaftsmathematik:<br>Economics<br>Bachelor of Science Mathematik:<br>Economics<br>Bachelor of Science Betriebswirtschaftslehre:<br>Supplementary Section   |                          |                                   |  |                                   |

|                  |   |
|------------------|---|
| <p><b>9</b></p>  | <p><b>Module Manager</b><br/>Univ.-Prof. Dr.' Susanne Prantl</p>  |
| <p><b>10</b></p> | <p><b>Miscellaneous</b><br/>Usually, the course will be taught in the first half of the winter term. The first exam date will then be offered in early December and the second date at the end of the winter term (1st exam period after the teaching in the winter term). For further information see all relevant online sources.</p> |

| <b>AM Public Economics</b>       |   |                          |                                  |  |                                  |
|----------------------------------|---|--------------------------|----------------------------------|--|----------------------------------|
| <b>Module Code</b><br>1302BAMWF1 | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term        |
| <b>1</b>                         | <b>Courses</b><br>Policy of Economics and Finance   |                          | <b>Contact Hours</b><br>45h      | <b>Self-Studies</b><br>135h              | <b>Course Language</b><br>German |
| <b>2</b>                         | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Welfare economics and state intervention (equity/efficiency trade-off, market failure: natural monopolies, externalities, public goods, asymmetric information)</li> <li>• Economic order and systems</li> <li>• Fundamentals of Political Economics</li> <li>• Social security and redistribution</li> <li>• Tax system, tax effects and optimal taxation</li> <li>• Current challenges of economic and financial policy (e.g. climate policy and inequality)</li> </ul>      |                          |                                  |  |                                  |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... analyse current questions and challenges within the framework of pre-structured contexts.<br>... establish and evaluate independently developed positions.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria.<br>... question and critically reflect on current social developments. |                          |                                  |  |                                  |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                          |                                  |  |                                  |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>Recommendation: Either CM Microeconomics and CM Macroeconomics or CM Fundamentals of Economics or CM Fundamentals in Microeconomics and CM Fundamentals in Macroeconomics   |                          |                                  |  |                                  |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                          |                                  |  |                                  |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                          |                                  |  |                                  |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Wirtschaftsmathematik:<br>Economics<br>Bachelor of Science Mathematik:<br>Economics<br>Bachelor of Science Betriebswirtschaftslehre:<br>Supplementary Section  |                          |                                  |  |                                  |
| <b>9</b>                         | <b>Module Manager</b><br>Univ.-Prof. Dr. Matthias Messner   |                          |                                  |  |                                  |
| <b>10</b>                        | <b>Miscellaneous</b>  |                          |                                  |  |                                  |

| <b>SpM Empirical Methods and Data Analysis</b> |   |                          |  |  |  |
|--|---|--------------------------|--|--|--|
| <b>Module Code</b><br>1314BSMDA1               | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every 2nd term - winter term | <b>Duration</b><br>1 Term                    |
| <b>1</b>                                       | <b>Courses</b><br>Selected Quantitative Methods   |                          | <b>Contact Hours</b><br>45h                  | <b>Self-Studies</b><br>135h                                | <b>Course Language</b><br>German and English |
| <b>2</b>                                       | <b>Module Content</b><br>Selected advanced topics in econometrics, for example: <ul style="list-style-type: none"> <li>• Asymptotic properties of the OLS estimator</li> <li>• general estimation principles</li> <li>• heteroscedasticity</li> <li>• instrumental variables</li> <li>• introduction to time series analysis (unit root tests, GARCH)</li> </ul>  |                          |  |  |  |
| <b>3</b>                                       | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand common methods in the area of econometrics and statistics.<br>... use methods in pre-structured contexts in a solution-oriented way.<br>... analyse (current) questions and challenges within the framework of pre-structured contexts.<br>... establish and evaluate independently developed positions.<br>... design their learning and working processes independently. |                          |  |  |  |
| <b>4</b>                                       | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                          |  |  |  |
| <b>5</b>                                       | <b>Module Entry Requirements</b><br>none  |                          |  |  |  |
| <b>6</b>                                       | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                          |  |  |  |
| <b>7</b>                                       | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                          |  |  |  |
| <b>8</b>                                       | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Core and Advanced Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Core and Advanced Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Supplementary Section<br>Bachelor of Science Gesundheitsökonomie:<br>Supplementary Section  |                          |  |  |  |
| <b>9</b>                                       | <b>Module Manager</b><br>Univ.-Prof. Dr. Dominik Wied   |                          |  |  |  |
| <b>10</b>                                      | <b>Miscellaneous</b>  |                          |  |  |  |

| <b>SuM Innovation and Sustainable Development in the Global South</b> |   |                          |  |  |                                   |
|---|---|--------------------------|--|--|-----------------------------------|
| <b>Module Code</b><br>1230BEWGE1                                      | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every 2nd term - summer term | <b>Duration</b><br>1 Term         |
| <b>1</b>  | <b>Courses</b><br>Innovation and Sustainable Development in the Global South  |                          | <b>Contact Hours</b><br>30h                  | <b>Self-Studies</b><br>150h                                | <b>Course Language</b><br>English |
| <b>2</b>  | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Innovation and markets in the Global South</li> <li>• Multinational companies, foreign direct investments and local sustainable development in the Global South</li> <li>• Clusters and regional innovation systems in the Global South</li> <li>• Strategies for sustainable urban and rural development in the Global South</li> <li>• International development cooperation</li> <li>• Regional focus: Latin America, Asia &amp; Africa</li> </ul>  |                          |  |  |                                   |
| <b>3</b>  | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theoretical concepts of globalization, sustainability and development.<br>... apply theories in case studies of sustainable innovation in the Global South in a solution-oriented way.<br>... collect, systematize and synthesize literature and data material for a scientific work on a selected topic.<br>... establish and evaluate independently developed positions.<br>... question and critically reflect on current economic and social developments in the Global South. |                          |  |  |                                   |
| <b>4</b>  | <b>Teaching and Learning Methods</b><br>seminar   |                          |  |  |                                   |
| <b>5</b>  | <b>Module Entry Requirements</b><br>none  |                          |  |  |                                   |
| <b>6</b>  | <b>Mode of End-Of-Module Examination</b><br>Combined examination: PRES, TP  |                          |  |  |                                   |
| <b>7</b>  | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                          |  |  |                                   |
| <b>8</b>  | <b>Other Programmes that Use the Module</b><br>Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften:<br>Social Sciences Regional Studies Latin America, East and Middle Europe<br>Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften:<br>Social Sciences Regional Studies Latin America, East and Middle Europe<br>Bachelor of Science Betriebswirtschaftslehre:<br>Supplementary Section<br>Bachelor of Arts Regionalstudien China - Sozialwissenschaften:<br>Social Sciences Regional Studies China   |                          |  |  |                                   |
| <b>9</b>  | <b>Module Manager</b><br>Univ.-Prof. Dr. Martina Fuchs  |                          |  |  |                                   |

|   |   |                         |                             |                                  |  |                           |
|---|---|-------------------------|-----------------------------|----------------------------------|--|---------------------------|
| <b>10</b>                                 | <b>Miscellaneous</b>  |                         |                             |                                  |  |                           |
| <b>SuM Management of the Co-operative</b> |   |                         |                             |                                  |  |                           |
| <b>Module Code</b><br>1344BEBKO1          |   | <b>Workload</b><br>180h | <b>ECTS Credits</b><br>6    | <b>Module Language</b><br>German | <b>Module Availability</b><br>every 2nd term - winter term | <b>Duration</b><br>1 Term |
| <b>1</b>                                  | <b>Courses</b><br>Management of the Co-operative  |                         | <b>Contact Hours</b><br>30h | <b>Self-Studies</b><br>150h      | <b>Course Language</b><br>German                           |                           |
| <b>2</b>                                  | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Differentiation between co-operatives and enterprises with a commercial objective</li> <li>• Discussion of the justification, classification, and orientation of special business administration in co-operatives as management theory</li> <li>• Analysis of business management problems of co-operatives from the management perspective</li> <li>• Dealing from the leadership perspective with questions of goals and goal formation, member motivation, corporate policy, strategic leadership, marketing, performance measurement, and corporate governance</li> </ul>  |                         |                             |                                  |  |                           |
| <b>3</b>                                  | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... understand specific structural characteristics of Co-operatives.<br>... analyse problems of the co-operative business type.<br>... communicate continuously and purposefully within teaching and learning groups.<br>... question and critically reflect on current social developments.<br>... design their learning and working processes independently.   |                         |                             |                                  |  |                           |
| <b>4</b>                                  | <b>Teaching and Learning Methods</b><br>lecture   |                         |                             |                                  |  |                           |
| <b>5</b>                                  | <b>Module Entry Requirements</b><br>none  |                         |                             |                                  |  |                           |
| <b>6</b>                                  | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                         |                             |                                  |  |                           |
| <b>7</b>                                  | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                         |                             |                                  |  |                           |
| <b>8</b>                                  | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Specialization Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften:<br>Social Sciences Regional Studies Latin America, East and Middle Europe<br>Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften:<br>Social Sciences Regional Studies Latin America, East and Middle Europe<br>Bachelor of Science Betriebswirtschaftslehre:<br>Supplementary Section<br>Bachelor of Arts Regionalstudien China - Sozialwissenschaften:<br>Social Sciences Regional Studies China |                         |                             |                                  |  |                           |

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|--------------------------------------|--|--------------------------|----------------------------------|--|----------------------------------|
| 9                                    | <b>Module Manager</b><br>Dr. Johannes Blome-Drees  |                          |                                  |  |                                  |
| 10                                   | <b>Miscellaneous</b>   |                          |                                  |  |                                  |
| <b>CM Introduction to Psychology</b> |  |                          |                                  |  |                                  |
| <b>Module Code</b><br>1320BBWPS1     | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every 2nd term - winter term | <b>Duration</b><br>1 Term        |
| 1                                    | <b>Courses</b><br>Introduction to Psychology   |                          | <b>Contact Hours</b><br>30h      | <b>Self-Studies</b><br>150h                                | <b>Course Language</b><br>German |
| 2                                    | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Evolutionary Psychology</li> <li>• Thinking and consciousness</li> <li>• Motivation and emotions</li> <li>• Learning and socialisation</li> <li>• Social perception and social comparison</li> <li>• Attitudes and behaviour, dissonance theories and decision theory</li> <li>• Psychology of the self</li> </ul>  |                          |                                  |  |                                  |
| 3                                    | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories in the area of psychology.<br>... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way.<br>... know and understand common methods of statistical data analysis.<br>... use regression analysis methods in pre-structured contexts in a solution-oriented way.<br>... communicate continuously and purposefully within teaching and learning groups.<br>... present and/or discuss results with teaching staff and other students.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria. |                          |                                  |  |                                  |
| 4                                    | <b>Teaching and Learning Methods</b><br>lecture  |                          |                                  |  |                                  |
| 5                                    | <b>Module Entry Requirements</b><br>none   |                          |                                  |  |                                  |
| 6                                    | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)  |                          |                                  |  |                                  |
| 7                                    | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination   |                          |                                  |  |                                  |
| 8                                    | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Supplementary Section<br>Bachelor of Science Sozialwissenschaften:<br>Core and Advanced Section<br>Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften:<br>Social Sciences Regional Studies Latin America, East and Middle Europe   |                          |                                  |  |                                  |

MODULE CATALOGUE – BUSINESS ADMINISTRATION – BACHELOR OF SCIENCE

valid for students of the ER 2015 (enrolment for summer semester 2021 at the latest)

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|-----------|---|
|           | <p>Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften:<br/>                 Social Sciences Regional Studies Latin America, East and Middle Europe</p> <p>Bachelor of Science Betriebswirtschaftslehre:<br/>                 Supplementary Section</p> <p>Bachelor of Arts Regionalstudien China - Sozialwissenschaften:<br/>                 Social Sciences Regional Studies China</p> |
| <b>9</b>  | <p><b>Module Manager</b><br/>                 Univ.-Prof. Dr. Detlef Fetchenhauer</p>   |
| <b>10</b> | <p><b>Miscellaneous</b><br/>                 Mandatory reading is announced every semester.</p>   |



| <b>CM Information Systems I</b>  |  |                          |                                  |   |                                  |
|----------------------------------|--|--------------------------|----------------------------------|---|----------------------------------|
| <b>Module Code</b><br>1277BBWIF1 | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every 2nd term -<br>winter term | <b>Duration</b><br>1 Term        |
| <b>1</b>                         | <b>Courses</b><br>Information Systems Management   |                          | <b>Contact Hours</b><br>60h      | <b>Self-Studies</b><br>120h                                   | <b>Course Language</b><br>German |
| <b>2</b>                         | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Information systems as a science</li> <li>• Strategic role of information systems</li> <li>• Internal and inter-company business process integration</li> <li>• Electronic commerce and electronic business</li> <li>• Computer supported collaborative work</li> <li>• IT security</li> <li>• Ethical, social and political aspects</li> <li>• Information assets</li> <li>• Business process reengineering</li> <li>• Internet of things</li> </ul>   |                          |                                  |   |                                  |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories in the field of information management.<br>... apply theories in the field of analysis and structuring concepts in pre-structured contexts (e.g. case studies) in a solution-oriented way.<br>... use methods in pre-structured contexts in a solution-oriented way in the field of analysis and structuring concepts.<br>... analyse (current) questions and challenges within the framework of pre-structured contexts.<br>... communicate continuously and purposefully within teaching and learning groups.<br>... establish and evaluate independently developed positions.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria.<br>... question and critically reflect on current social developments. |                          |                                  |   |                                  |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>practice  |                          |                                  |   |                                  |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>none   |                          |                                  |   |                                  |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)  |                          |                                  |   |                                  |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination   |                          |                                  |   |                                  |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Wirtschaftsinformatik:<br>Core and Advanced Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Supplementary Section   |                          |                                  |   |                                  |

|                  |   |
|------------------|---|
| <p><b>9</b></p>  | <p><b>Module Manager</b><br/>Univ.-Prof. Dr. Detlef Schoder</p>   |
| <p><b>10</b></p> | <p><b>Miscellaneous</b><br/>Mandatory accompanying reading: Laudon, K.; Laudon, J.; Schoder, D.: Wirtschaftsinformatik – eine Einführung, Pearson Verlag, 2015.</p> |

| <b>CM Information Systems II</b> |   |                         |                             |                                  |   |                           |
|----------------------------------|---|-------------------------|-----------------------------|----------------------------------|---|---------------------------|
| <b>Module Code</b><br>1277BBWIF2 |   | <b>Workload</b><br>180h | <b>ECTS Credits</b><br>6    | <b>Module Language</b><br>German | <b>Module Availability</b><br>every 2nd term -<br>winter term | <b>Duration</b><br>1 Term |
| <b>1</b>                         | <b>Courses</b><br>Database Systems  |                         | <b>Contact Hours</b><br>60h | <b>Self-Studies</b><br>120h      | <b>Course Language</b><br>German                              |                           |
| <b>2</b>                         | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Relational model and relational algebra</li> <li>• Relational query languages (SQL)</li> <li>• Conceptual data modelling (e.g., Entity Relationship Model)</li> <li>• Relational database design</li> <li>• Normalization (1.-3. normal form, BCNF)</li> <li>• Development process of database systems</li> <li>• Data organization, data management, data protection and privacy</li> <li>• Transactions, Concurrency Control, Indices</li> </ul>   |                         |                             |                                  |   |                           |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories in the field of relational databases and data management.<br>... apply theories in the field of relational databases and data management in pre-structured contexts (e.g. case studies) in a solution-oriented way.<br>... use methods in the field of relational databases and data management in pre-structured contexts in a solution-oriented way.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. |                         |                             |                                  |   |                           |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>tutorial   |                         |                             |                                  |   |                           |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>none  |                         |                             |                                  |   |                           |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (90)   |                         |                             |                                  |   |                           |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                         |                             |                                  |   |                           |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Wirtschaftsinformatik:<br>Core and Advanced Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Supplementary Section  |                         |                             |                                  |   |                           |
| <b>9</b>                         | <b>Module Manager</b><br>Univ.-Prof. Dr. Christoph Rosenkranz   |                         |                             |                                  |   |                           |
| <b>10</b>                        | <b>Miscellaneous</b><br>Mandatory reading is announced every semester. The written test may be in the form of an e-examination. Tutorials will be offered instead of exercise classes. The lecture will be conducted using a flipped classroom concept (videos and documents will be provided for self-study; repetition, discussion and consolidation will take place face-to-face in class).  |                         |                             |                                  |   |                           |

| <b>EM Entrepreneurship</b>       |  |                          |  |  |                                   |
|----------------------------------|--|--------------------------|--|--|-----------------------------------|
| <b>Module Code</b><br>1253BEEnt1 | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every 2nd term - winter term | <b>Duration</b><br>1 Term         |
| <b>1</b>                         | <b>Courses</b><br>Entrepreneurship   |                          | <b>Contact Hours</b><br>60h                  | <b>Self-Studies</b><br>120h                                | <b>Course Language</b><br>English |
| <b>2</b>                         | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Strategies on Market Entry, Products, Markets and Value Creation</li> <li>• Entrepreneurial Behaviour</li> </ul>  |                          |  |  |                                   |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students... <ul style="list-style-type: none"> <li>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.</li> <li>... know and understand basic theories.</li> <li>... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way.</li> <li>... analyse (current) questions and challenges within the framework of pre-structured contexts.</li> <li>... present and/or discuss results with teaching staff and other students.</li> <li>... develop an understanding of the impact of decisions that take into account environmental, ... economic, social and/or ethical criteria.</li> </ul> |                          |  |  |                                   |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>practice  |                          |  |  |                                   |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>Recommended: CM Corporate Development I  |                          |  |  |                                   |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)  |                          |  |  |                                   |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing of the module examination.   |                          |  |  |                                   |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Supplementary Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Wirtschaftsinformatik:<br>Supplementary Section   |                          |  |  |                                   |
| <b>9</b>                         | <b>Module Manager</b><br>Univ.-Prof. Dr. Christian Schwens   |                          |  |  |                                   |
| <b>10</b>                        | <b>Miscellaneous</b>   |                          |  |  |                                   |

## 3.6.4 Specialisation Section

| <b>SpM Accounting and Taxation I</b> |  |                     |  |   |  |
|--------------------------------------|--|---------------------|--|---|--|
| <b>Module Code</b>                   | <b>Workload</b>  | <b>ECTS Credits</b> | <b>Module Language</b>                   | <b>Module Availability</b>                | <b>Duration</b>  |
| 1016BSACT1                           | 180h   | 6                   | German and English                       | every 2nd term - winter term              | 1 Term   |
| <b>1</b>                             | <b>Courses</b><br>a) Fundamentals of External Accounting<br>b) Fundamentals of Taxation  |                     | <b>Contact Hours</b><br>a) 60h<br>b) 60h | <b>Self-Studies</b><br>a) 120h<br>b) 120h | <b>Course Language</b><br>a) German and English<br>b) German |
| <b>2</b>                             | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Topics in accounting or business taxation</li> <li>• Key methods and regulations</li> <li>• Specialization in selected topics of accounting or taxation of companies</li> <li>• Case studies</li> </ul>   |                     |  |   |  |
| <b>3</b>                             | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories in the area of accounting and business taxation.<br>... know and understand common methods in the area of accounting and business taxation.<br>... acquire basic knowledge about accounting principles, recognition and valuation standards according to IAS/IFRS in the area of accounting and business taxation.<br>... analyse questions and challenges within the framework of pre-structured contexts.<br>... establish and evaluate independently developed positions.<br>... develop an understanding of the impact of decisions that take into account economic and/or ethical criteria. |                     |  |   |  |
| <b>4</b>                             | <b>Teaching and Learning Methods</b><br>lecture<br>practice  |                     |  |   |  |
| <b>5</b>                             | <b>Module Entry Requirements</b><br>none   |                     |  |   |  |
| <b>6</b>                             | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)  |                     |  |   |  |
| <b>7</b>                             | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination of course a) or b)  |                     |  |   |  |
| <b>8</b>                             | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section   |                     |  |   |  |
| <b>9</b>                             | <b>Module Manager</b><br>Area Accounting and Taxation  |                     |  |   |  |
| <b>10</b>                            | <b>Miscellaneous</b><br>Accompanying reading canon, deployment of lecturers.   |                     |  |   |  |

| <b>SpM Accounting and Taxation II</b> |  |                          |  |   |   |
|---------------------------------------|--|--------------------------|--|---|---|
| <b>Module Code</b><br>1016BSACT2      | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English                 | <b>Module Availability</b><br>every 2nd term - summer term      | <b>Duration</b><br>1 Term   |
| <b>1</b>                              | <b>Courses</b><br>a) Fundamentals in International Accounting<br>b) Fundamentals in International Taxation<br>c) Introduction to Management Accounting<br>d) Wirtschaftsprüfung  |                          | <b>Contact Hours</b><br>a) 30h<br>b) 30h<br>c) 30h<br>d) 30h | <b>Self-Studies</b><br>a) 150h<br>b) 150h<br>c) 150h<br>d) 150h | <b>Course Language</b><br>a) English<br>b) English<br>c) English<br>d) German |
| <b>2</b>                              | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Topics in accounting or business taxation</li> <li>• Key methods and regulations</li> <li>• Specialization in selected topics of accounting or taxation of companies</li> <li>• Case studies</li> </ul>   |                          |  |   |   |
| <b>3</b>                              | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories in the area of accounting and business taxation.<br>... know and understand common methods in the area of accounting and business taxation.<br>... acquire basic knowledge about accounting principles, recognition and valuation standards according to IAS/IFRS in the area of accounting and business taxation.<br>... analyse questions and challenges within the framework of pre-structured contexts.<br>... establish and evaluate independently developed positions.<br>... develop an understanding of the impact of decisions that take into account economic and/or ethical criteria. |                          |  |   |   |
| <b>4</b>                              | <b>Teaching and Learning Methods</b><br>lecture<br>practice  |                          |  |   |   |
| <b>5</b>                              | <b>Module Entry Requirements</b><br>none   |                          |  |   |   |
| <b>6</b>                              | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)  |                          |  |   |   |
| <b>7</b>                              | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination of course a), b), c) or d)  |                          |  |   |   |
| <b>8</b>                              | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section   |                          |  |   |   |
| <b>9</b>                              | <b>Module Manager</b><br>Area Accounting and Taxation  |                          |  |   |   |
| <b>10</b>                             | <b>Miscellaneous</b><br>Accompanying reading canon, deployment of lecturers.   |                          |  |   |   |

| <b>SpM Corporate Development I</b> |   |                          |  |  |                                   |
|------------------------------------|---|--------------------------|--|--|-----------------------------------|
| <b>Module Code</b><br>1253BSMCD1   | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every 2nd term - winter term | <b>Duration</b><br>1 Term         |
| <b>1</b>                           | <b>Courses</b><br>Human Resource Management   |                          | <b>Contact Hours</b><br>60h                  | <b>Self-Studies</b><br>120h                                | <b>Course Language</b><br>English |
| <b>2</b>                           | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Strategies on Market Entry, Products, Markets and Value Creation</li> <li>• Entrepreneurial Behaviour</li> <li>• Contingency Theory</li> <li>• Managing Organizational Change</li> <li>• Personnel Management</li> </ul>   |                          |  |  |                                   |
| <b>3</b>                           | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories.<br>... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way.<br>... analyse (current) questions and challenges within the framework of pre-structured contexts.<br>... present and/or discuss results with teaching staff and other students.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria. |                          |  |  |                                   |
| <b>4</b>                           | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                          |  |  |                                   |
| <b>5</b>                           | <b>Module Entry Requirements</b><br>Recommendation: Either Core Module Corporate Development, CM Statistics, AM Statistics and Econometrics or CM Digital Transformation and Entrepreneurship, CM Business Ethics, CM Introduction to Statistics, CM Data Analysis and Econometrics   |                          |  |  |                                   |
| <b>6</b>                           | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                          |  |  |                                   |
| <b>7</b>                           | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination of course a) or b)   |                          |  |  |                                   |
| <b>8</b>                           | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Wirtschaftsinformatik:<br>Supplementary Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section   |                          |  |  |                                   |
| <b>9</b>                           | <b>Module Manager</b><br>Univ.-Prof. Dr. Anne Burmeister<br>Univ.-Prof. Dr. Matthias Heinz<br>Univ.-Prof. Dr. Bernd Irlenbusch<br>Univ.-Prof. Dr. Dirk Sliwka   |                          |  |  |                                   |

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|-------------------------------------|--|-------------------------|--|--|--|---------------------------|
| <b>10</b>                           | <b>Miscellaneous</b>   |                         |  |  |  |                           |
| <b>SpM Corporate Development II</b> |  |                         |  |  |  |                           |
| <b>Module Code</b><br>1253BSMCD2    |  | <b>Workload</b><br>180h | <b>ECTS Credits</b><br>6                 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every 2nd term - summer term | <b>Duration</b><br>1 Term |
| <b>1</b>                            | <b>Courses</b><br>a) Organizational Behavior (Bachelor)<br>b) International Strategic Management   |                         | <b>Contact Hours</b><br>a) 60h<br>b) 30h | <b>Self-Studies</b><br>a) 120h<br>b) 150h    | <b>Course Language</b><br>a) English<br>b) English         |                           |
| <b>2</b>                            | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Theories of International Management</li> <li>• Employee Participation and Corporate Governance</li> <li>• Equality and Diversity</li> </ul>  |                         |  |  |  |                           |
| <b>3</b>                            | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories.<br>... analyse (current) questions and challenges within the framework of pre-structured contexts.<br>... communicate in English.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.<br>... question and critically reflect on current social developments. |                         |  |  |  |                           |
| <b>4</b>                            | <b>Teaching and Learning Methods</b><br>lecture<br>practice  |                         |  |  |  |                           |
| <b>5</b>                            | <b>Module Entry Requirements</b><br>Recommendation: Either Core Module Corporate Development, CM Statistics, AM Statistics and Econometrics or CM Digital Transformation and Entrepreneurship, CM Business Ethics, CM Introduction to Statistics, CM Data Analysis and Econometrics  |                         |  |  |  |                           |
| <b>6</b>                            | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)  |                         |  |  |  |                           |
| <b>7</b>                            | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination for course a) or b).  |                         |  |  |  |                           |
| <b>8</b>                            | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Wirtschaftsinformatik:<br>Supplementary Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section  |                         |  |  |  |                           |
| <b>9</b>                            | <b>Module Manager</b><br>Univ.-Prof. Dr.' Anne Burmeister<br>Univ.-Prof. Dr. Matthias Heinz  |                         |  |  |  |                           |



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|-----------|---|
|           | Univ.-Prof. Dr. Bernd Irlenbusch<br>Univ.-Prof. Dr. Dirk Sliwka |
| <b>10</b> | <b>Miscellaneous</b>  |

| <b>SpM Finance I</b>             |   |                          |  |  |   |
|----------------------------------|---|--------------------------|--|--|---|
| <b>Module Code</b><br>1259BSMF11 | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every 2nd term - summer term | <b>Duration</b><br>1 Term                         |
| <b>1</b>                         | <b>Courses</b><br>a) Corporate Finance<br>b) Investment Management  |                          | <b>Contact Hours</b><br>a) 60h<br>b) 60h     | <b>Self-Studies</b><br>a) 120h<br>b) 120h                  | <b>Course Language</b><br>a) English<br>b) German |
| <b>2</b>                         | <b>Module Content</b><br>a) Corporate Finance <ul style="list-style-type: none"> <li>• Analysing and Working with Financial Statements</li> <li>• Company Valuation</li> <li>• Mergers &amp; Acquisitions</li> </ul> b) Investment Management <ul style="list-style-type: none"> <li>• Portfolio theory</li> <li>• Risk management</li> <li>• Investment strategies</li> </ul>  |                          |  |  |   |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... apply theories in the area of Finance in pre-structured contexts (e.g. case studies) in a solution-oriented way.<br>... use methods in the area of Finance in pre-structured contexts in a solution-oriented way.<br>... analyse (current) questions and challenges within the framework of pre-structured contexts.<br>... establish and evaluate independently developed positions.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.<br>... question and critically reflect on current developments at the capital market. |                          |  |  |   |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                          |  |  |   |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>none  |                          |  |  |   |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                          |  |  |   |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination of course a) or b)   |                          |  |  |   |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Wirtschaftsinformatik:<br>Supplementary Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section   |                          |  |  |   |
| <b>9</b>                         | <b>Module Manager</b><br>Univ.-Prof. Dr. Dieter Hess  |                          |  |  |   |

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|-----------|---|
|           | Univ.-Prof. Dr. Alexander Kempf<br>Dr. Alexander Pütz<br>Dr. Wolfgang Spörk |
| <b>10</b> | <b>Miscellaneous</b>  |

| <b>SpM Finance II</b> |   |                     |  |   |  |
|-----------------------|---|---------------------|--|---|--|
| <b>Module Code</b>    | <b>Workload</b>   | <b>ECTS Credits</b> | <b>Module Language</b>                                       | <b>Module Availability</b>                                      | <b>Duration</b>  |
| 1259BSMF12            | 180h  | 6                   | German and English   | every 2nd term - winter term                                    | 1 Term   |
| <b>1</b>              | <b>Courses</b><br>a) Bank Management<br>b) Sustainable Finance<br>c) Leasing<br>d) Insurance Management   |                     | <b>Contact Hours</b><br>a) 60h<br>b) 60h<br>c) 60h<br>d) 60h | <b>Self-Studies</b><br>a) 120h<br>b) 120h<br>c) 120h<br>d) 120h | <b>Course Language</b><br>a) German<br>b) German<br>c) German<br>d) German |
| <b>2</b>              | <b>Module Content</b><br>a) Bank Management <ul style="list-style-type: none"> <li>• The German commercial banking system</li> <li>• Central banks / supranational banks</li> <li>• Bank Accounting</li> <li>• Bank Controlling</li> <li>• Bank regulation</li> </ul> b) Leasing <ul style="list-style-type: none"> <li>• German leasing market and leasing contracts</li> <li>• Calculation of leasing rates</li> <li>• Capital costs of leasing relationships</li> <li>• Accounting of leasing relationships according to HGB and IFRS</li> <li>• Cost comparison of leasing and loan financing taking into account tax circumstances</li> <li>• Institutional economic analysis of leasing</li> </ul> c) Insurance Management <ul style="list-style-type: none"> <li>• Risk management and insurance production</li> <li>• Limits of insurability</li> <li>• Insurance and reinsurance markets / Historical roots of insurance</li> <li>• Lines of individual insurance</li> <li>• Reinsurance and alternative risk transfer</li> <li>• Institutional framework</li> <li>• Value-oriented insurance management</li> </ul> d) Sustainable Finance <ul style="list-style-type: none"> <li>• Sustainability ratings</li> <li>• Sustainability performance of conventional and sustainable investments</li> <li>• Financial performance of conventional and sustainable investments</li> <li>• Sustainability in investment management</li> <li>• Sustainability and asset pricing</li> <li>• Regulations</li> <li>• Research in the field of sustainable finance</li> </ul> |                     |  |   |  |
| <b>3</b>              | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories in the areas of Insurance, Banking and Leasing.<br>... know and understand common methods in the areas of Insurance, Banking and Leasing.<br>... use methods in the areas of Insurance, Banking and Leasing in pre-structured contexts in a solution-oriented way.  |                     |  |   |  |

MODULE CATALOGUE – BUSINESS ADMINISTRATION – BACHELOR OF SCIENCE

valid for students of the ER 2015 (enrolment for summer semester 2021 at the latest)

|           |   |
|-----------|---|
|           | ... analyse (current) questions and challenges within the framework of pre-structured contexts.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.                            |
| <b>4</b>  | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |
| <b>5</b>  | <b>Module Entry Requirements</b><br>none  |
| <b>6</b>  | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |
| <b>7</b>  | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination of course a), b), c) or d)   |
| <b>8</b>  | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Wirtschaftsinformatik:<br>Supplementary Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section |
| <b>9</b>  | <b>Module Manager</b><br>Jun.-Prof. Dr. Tobias Bauckloh<br>Univ.-Prof. Dr. Thomas Hartmann-Wendels<br>Univ.-Prof. Dr. Heinrich R. Schradin<br>Dr. Wolfgang Spörk  |
| <b>10</b> | <b>Miscellaneous</b>  |

| <b>SpM Marketing I</b>           |   |                          |  |  |                                   |
|----------------------------------|---|--------------------------|--|--|-----------------------------------|
| <b>Module Code</b><br>1266BSMMA1 | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every 2nd term - winter term | <b>Duration</b><br>1 Term         |
| <b>1</b>                         | <b>Courses</b><br>Methods of Marketing Management (winter term)   |                          | <b>Contact Hours</b><br>60h                  | <b>Self-Studies</b><br>120h                                | <b>Course Language</b><br>English |
| <b>2</b>                         | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Design of market research projects</li> <li>• Sample selection and survey methods</li> <li>• Metrics and questionnaire design</li> <li>• Uni- and bivariate analyses</li> <li>• Application of multivariate analysis methods for marketing mix decisions</li> <li>• Introduction to causal analysis</li> </ul>   |                          |  |  |                                   |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand common methods and approaches of market research.<br>... analyse (current) questions and challenges in the context of market research projects and investigate expected cause-effect relationships.<br>... communicate in English. |                          |  |  |                                   |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                          |  |  |                                   |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>Recommendation: Core Module Marketing   |                          |  |  |                                   |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                          |  |  |                                   |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                          |  |  |                                   |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Wirtschaftsinformatik:<br>Supplementary Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section   |                          |  |  |                                   |
| <b>9</b>                         | <b>Module Manager</b><br>Univ.-Prof. Dr. Hernán Bruno   |                          |  |  |                                   |
| <b>10</b>                        | <b>Miscellaneous</b>  |                          |  |  |                                   |

| <b>SpM Marketing II</b>          |   |                          |  |  |                                   |
|----------------------------------|---|--------------------------|--|--|-----------------------------------|
| <b>Module Code</b><br>1266BSMMA2 | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every 2nd term - summer term | <b>Duration</b><br>1 Term         |
| <b>1</b>                         | <b>Courses</b><br>Concepts of Marketing Mix Management (summer term)  |                          | <b>Contact Hours</b><br>60h                  | <b>Self-Studies</b><br>120h                                | <b>Course Language</b><br>English |
| <b>2</b>                         | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Marketing mix decisions (e.g. brand management and new product development)</li> <li>• Management of innovations and established products</li> <li>• Price and distribution management</li> <li>• Communication management</li> <li>• Service Management/ Service Marketing</li> </ul>   |                          |  |  |                                   |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories and concepts of marketing in the domain of marketing mix management.<br>... analyse (current) questions and challenges in the context of marketing mix management.<br>... communicate in English. |                          |  |  |                                   |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                          |  |  |                                   |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>Recommendation: Core Module Marketing   |                          |  |  |                                   |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                          |  |  |                                   |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                          |  |  |                                   |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Wirtschaftsinformatik:<br>Supplementary Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section   |                          |  |  |                                   |
| <b>9</b>                         | <b>Module Manager</b><br>Univ.-Prof. Dr. Marc Fischer   |                          |  |  |                                   |
| <b>10</b>                        | <b>Miscellaneous</b>  |                          |  |  |                                   |

| <b>SpM Supply Chain Management I</b> |   |                          |  |  |   |
|--------------------------------------|---|--------------------------|--|--|---|
| <b>Module Code</b><br>1271BSMSC1     | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English       | <b>Module Availability</b><br>every term             | <b>Duration</b><br>1 Term                                       |
| <b>1</b>                             | <b>Courses</b><br>a) Procurement and Process Management<br>b) Supply Chain Planning<br>c) Behavioral Management Science I   |                          | <b>Contact Hours</b><br>a) 45h<br>b) 45h<br>c) 30h | <b>Self-Studies</b><br>a) 135h<br>b) 135h<br>c) 150h | <b>Course Language</b><br>a) English<br>b) German<br>c) English |
| <b>2</b>                             | <b>Module Content</b><br>Selected Topics in Supply Chain Management: <ul style="list-style-type: none"> <li>a) Procurement and Process Management                             <ul style="list-style-type: none"> <li>• Strategic Thinking</li> <li>• Sourcing Analysis</li> <li>• Sourcing Methods</li> <li>• Supplier Management</li> <li>• Behavioral Aspects</li> </ul> </li> <li>b) Supply Chain Planning                             <ul style="list-style-type: none"> <li>• Supply Chain Design</li> <li>• Demand Planning</li> <li>• Sales Planning</li> <li>• Supply Chain Management</li> </ul> </li> <li>c) Behavioral Management Science I                             <ul style="list-style-type: none"> <li>• Behavioral economics and psychology</li> <li>• Experimental methods</li> <li>• Applications to different fields of management</li> </ul> </li> </ul>  |                          |  |  |   |
| <b>3</b>                             | <b>Learning Objectives</b><br>Students... <ul style="list-style-type: none"> <li>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.</li> <li>... know and understand basic theories in supply chain management.</li> <li>... apply theories in supply chain management in pre-structured contexts (e.g. case studies) in a solution-oriented way.</li> <li>... know and understand common methods in supply chain management.</li> <li>... use methods in supply chain management in pre-structured contexts in a solution-oriented way.</li> <li>... analyse (current) questions and challenges within the framework of pre-structured contexts.</li> <li>... communicate continuously and purposefully within teaching and learning groups.</li> <li>... present and/or discuss results with teaching staff and other students.</li> <li>... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.</li> <li>... design their learning and working processes independently.</li> </ul> |                          |  |  |   |
| <b>4</b>                             | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                          |  |  |   |
| <b>5</b>                             | <b>Module Entry Requirements</b><br>Recommendation: Core Module Supply Chain Management   |                          |  |  |   |



|           |  |
|-----------|--|
| <b>6</b>  | <p><b>Mode of End-Of-Module Examination</b><br/>Written test: PO</p>   |
| <b>7</b>  | <p><b>Prerequisites for Awarding of Credit Points</b><br/>Passing the module examination of course a), b) or c)</p>  |
| <b>8</b>  | <p><b>Other Programmes that Use the Module</b><br/>Bachelor of Science Volkswirtschaftslehre:<br/>Specialization Section<br/>Bachelor of Science Wirtschaftsinformatik:<br/>Supplementary Section<br/>Bachelor of Science Betriebswirtschaftslehre:<br/>Specialization Section</p> |
| <b>9</b>  | <p><b>Module Manager</b><br/>AD Dr. Johannes Antweiler<br/>Area Supply Chain Management</p>  |
| <b>10</b> | <p><b>Miscellaneous</b><br/>For the winter semester 2023/24, the name of the course "a) Strategic Procurement" has been changed to "a) Procurement and Process Management".</p>  |

| <b>SpM Supply Chain Management II</b> |   |                          |  |  |   |
|---------------------------------------|---|--------------------------|--|--|---|
| <b>Module Code</b><br>1271BSMSC2      | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English       | <b>Module Availability</b><br>every term             | <b>Duration</b><br>1 Term                                       |
| <b>1</b>                              | <b>Courses</b><br>a) Strategy and Innovation<br>b) Production Management<br>c) Behavioral Management Science II   |                          | <b>Contact Hours</b><br>a) 45h<br>b) 45h<br>c) 30h | <b>Self-Studies</b><br>a) 135h<br>b) 135h<br>c) 150h | <b>Course Language</b><br>a) English<br>b) German<br>c) English |
| <b>2</b>                              | <b>Module Content</b><br>Selected Topics in Supply Chain Management: <ul style="list-style-type: none"> <li>a) Strategy and Innovation                             <ul style="list-style-type: none"> <li>• Managing Projects and Processes</li> <li>• Strategic Innovation in Supply Chains</li> </ul> </li> <li>b) Production Management                             <ul style="list-style-type: none"> <li>• Lot-Sizing and Scheduling</li> <li>• Inventory Management</li> </ul> </li> <li>c) Behavioral Management Science II                             <ul style="list-style-type: none"> <li>• Behavioral economics and psychology</li> <li>• Experimental methods</li> <li>• Applications to different fields of management</li> </ul> </li> </ul>  |                          |  |  |   |
| <b>3</b>                              | <b>Learning Objectives</b><br>Students... <ul style="list-style-type: none"> <li>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.</li> <li>... know and understand basic theories in supply chain management.</li> <li>... apply theories in supply chain management in pre-structured contexts (e.g. case studies) in a solution-oriented way.</li> <li>... know and understand common methods in supply chain management.</li> <li>... use methods in supply chain management in pre-structured contexts in a solution-oriented way.</li> <li>... analyse (current) questions and challenges within the framework of pre-structured contexts.</li> <li>... communicate continuously and purposefully within teaching and learning groups.</li> <li>... present and/or discuss results with teaching staff and other students.</li> <li>... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.</li> <li>... design their learning and working processes independently.</li> </ul> |                          |  |  |   |
| <b>4</b>                              | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                          |  |  |   |
| <b>5</b>                              | <b>Module Entry Requirements</b><br>Recommendation: Core Module Supply Chain Management   |                          |  |  |   |
| <b>6</b>                              | <b>Mode of End-Of-Module Examination</b><br>Written test: PO  |                          |  |  |   |
| <b>7</b>                              | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination of course a), b) or c)   |                          |  |  |   |

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| <p><b>8</b></p>  | <p><b>Other Programmes that Use the Module</b><br/>                 Bachelor of Science Volkswirtschaftslehre:<br/>                     Specialization Section<br/>                 Bachelor of Science Wirtschaftsinformatik:<br/>                     Supplementary Section<br/>                 Bachelor of Science Betriebswirtschaftslehre:<br/>                     Specialization Section</p> |
| <p><b>9</b></p>  | <p><b>Module Manager</b><br/>                 AD Dr. Johannes Antweiler<br/>                 Area Supply Chain Management</p>  |
| <p><b>10</b></p> | <p><b>Miscellaneous</b></p>  |

| <b>SpM Project/Seminar Empirical Methods and Data Analysis</b> |   |                           |  |  |  |
|--|---|---------------------------|--|--|--|
| <b>Module Code</b><br>1314BSSMD1                               | <b>Workload</b><br>360h   | <b>ECTS Credits</b><br>12 | <b>Module Language</b><br>English                  | <b>Module Availability</b><br>every 2nd term - summer term | <b>Duration</b><br>1 Term  |
| <b>1</b>   | <b>Courses</b><br>a) Analysis of Multivariate Data<br>b) Computational Methods and Data Analysis<br>c) Forecasting Methods  |                           | <b>Contact Hours</b><br>a) 60h<br>b) 60h<br>c) 60h | <b>Self-Studies</b><br>a) 300h<br>b) 300h<br>c) 300h       | <b>Course Language</b><br>a) English<br>b) English<br>c) English |
| <b>2</b>   | <b>Module Content</b><br>a) The students work independently or in groups on selected topics of multivariate data analysis, e.g. variance analysis, principal components and factor analysis, discriminant analysis, cluster analysis.<br>b) The students use statistical software extensively and work independently or in groups on selected topics of macro, micro and financial econometrics as well as statistical learning.<br>c) The students get familiar with modern forecasting tools from time series analysis and machine learning.  |                           |  |  |  |
| <b>3</b>   | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand common methods [in the area of econometrics and statistics].<br>... apply theories in the area of econometrics and statistics in pre-structured contexts (e.g. case studies) in a solution-oriented way.<br>... collect, systematize and synthesize literature and data material for a scientific work on a selected topic.<br>... establish and evaluate independently developed positions.<br>... design their learning and working processes independently.<br>... reflect their own performance and implement feedback constructively.<br>... use under guidance techniques of scientific work and good scientific practice. |                           |  |  |  |
| <b>4</b>   | <b>Teaching and Learning Methods</b><br>seminar<br>Research project   |                           |  |  |  |
| <b>5</b>   | <b>Module Entry Requirements</b><br>Recommendation: SpM Empirical Methods and Data Analysis   |                           |  |  |  |
| <b>6</b>   | <b>Mode of End-Of-Module Examination</b><br>Combined examination: PRES, PO  |                           |  |  |  |
| <b>7</b>   | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination of course a), b) oder c)   |                           |  |  |  |
| <b>8</b>   | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Specialization Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section  |                           |  |  |  |

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| <p><b>9</b></p>  | <p><b>Module Manager</b><br/>                 Univ.-Prof. Dr. Jörg Breitung<br/>                 Academic Director<br/>                 Dr. Bastian Gribisch<br/>                 Univ.-Prof. Dr. Dominik Wied</p>   |
| <p><b>10</b></p> | <p><b>Miscellaneous</b><br/>                 If necessary, the students receive training in the tools and methods to be used in advance as part of a preliminary course. The preliminary course at the beginning of the course may end with a test as part of the portfolio examination. The students work self-organized. Fixed milestones are presented on fixed dates (e.g. project outline, exposé, project report, term paper, final presentation). Feedback is given on intermediate results so that each participant is able to complete all development steps.</p> |

| <b>SpM Economic Psychology</b>   |   |                           |                                   |  |                                   |
|----------------------------------|---|---------------------------|-----------------------------------|--|-----------------------------------|
| <b>Module Code</b><br>1320BSMSEP | <b>Workload</b><br>360h   | <b>ECTS Credits</b><br>12 | <b>Module Language</b><br>English | <b>Module Availability</b><br>every 2nd term - summer term | <b>Duration</b><br>1 Term         |
| <b>1</b>                         | <b>Courses</b><br>Economic Psychology   |                           | <b>Contact Hours</b><br>90h       | <b>Self-Studies</b><br>270h                                | <b>Course Language</b><br>English |
| <b>2</b>                         | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Basic concepts in Economic Psychology</li> <li>• Economic Psychology and its application in consumer markets, labour markets, and financial markets</li> <li>• Economic Psychology and its application in macroeconomic contexts</li> </ul>  |                           |                                   |  |                                   |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theories in Economic Psychology.<br>... know and understand common methods in Economic Psychology.<br>... communicate in English.<br>... develop an understanding of the impact of decisions that take into account environmental, social and/or ethical criteria. |                           |                                   |  |                                   |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                           |                                   |  |                                   |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>none  |                           |                                   |  |                                   |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                           |                                   |  |                                   |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                           |                                   |  |                                   |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section  |                           |                                   |  |                                   |
| <b>9</b>                         | <b>Module Manager</b><br>Univ.-Prof. Dr. Erik Hölzl   |                           |                                   |  |                                   |
| <b>10</b>                        | <b>Miscellaneous</b>  |                           |                                   |  |                                   |

| <b>SpM Economic Geography I</b> |   |                     |                             |                              |                                   |
|---------------------------------|---|---------------------|-----------------------------|------------------------------|-----------------------------------|
| <b>Module Code</b>              | <b>Workload</b>   | <b>ECTS Credits</b> | <b>Module Language</b>      | <b>Module Availability</b>   | <b>Duration</b>                   |
| 1230BSWGE1                      | 180h  | 6                   | German and English          | every 2nd term - winter term | 1 Term                            |
| <b>1</b>                        | <b>Courses</b><br>Companies and Sustainability  |                     | <b>Contact Hours</b><br>30h | <b>Self-Studies</b><br>150h  | <b>Course Language</b><br>English |
| <b>2</b>                        | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Theoretical approaches to globalization, global-local linkages of companies and sustainable development</li> <li>• Multinational enterprises; small and medium enterprises</li> <li>• Global value chains, global production networks and cluster</li> <li>• Internationalization strategies of multinational companies and implications for local and regional development</li> <li>• Case studies from different sectors and regions worldwide</li> <li>• Practical approaches towards sustainable development</li> </ul>  |                     |                             |                              |                                   |
| <b>3</b>                        | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... apply theories of economic geography in case studies on companies' location strategies in international contexts and their implications for local sustainable development in a solution-oriented way.<br>... analyse current questions and challenges considering the role of innovation, knowledge, work and skills for socio-economic development.<br>... establish and evaluate independently developed positions and identify current discourses in economic geography.<br>... develop an understanding of the impact of decisions that take into account environmental, social or ethical criteria.<br>... question and critically reflect on current socio-economic dynamics and their spatial effects from an ethical point of view by applying interdisciplinary perspectives. |                     |                             |                              |                                   |
| <b>4</b>                        | <b>Teaching and Learning Methods</b><br>seminar   |                     |                             |                              |                                   |
| <b>5</b>                        | <b>Module Entry Requirements</b><br>none  |                     |                             |                              |                                   |
| <b>6</b>                        | <b>Mode of End-Of-Module Examination</b><br>Combined examination: PRES, TP  |                     |                             |                              |                                   |
| <b>7</b>                        | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                     |                             |                              |                                   |
| <b>8</b>                        | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Specialization Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften:<br>Social Sciences Regional Studies Latin America, East and Middle Europe<br>Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften:<br>Social Sciences Regional Studies Latin America, East and Middle Europe   |                     |                             |                              |                                   |

MODULE CATALOGUE – BUSINESS ADMINISTRATION – BACHELOR OF SCIENCE

valid for students of the ER 2015 (enrolment for summer semester 2021 at the latest)

|           |   |
|-----------|---|
|           | Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section<br>Bachelor of Arts Regionalstudien China - Sozialwissenschaften:<br>Social Sciences Regional Studies China |
| <b>9</b>  | <b>Module Manager</b><br>Univ.-Prof. Dr. Martina Fuchs  |
| <b>10</b> | <b>Miscellaneous</b>  |



| <b>SpM Economic Geography II</b> |  |                          |  |  |                                   |
|----------------------------------|--|--------------------------|--|--|-----------------------------------|
| <b>Module Code</b><br>1230BSWGE2 | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every 2nd term - winter term | <b>Duration</b><br>1 Term         |
| <b>1</b>                         | <b>Courses</b><br>Regional policies and sustainability   |                          | <b>Contact Hours</b><br>30h                  | <b>Self-Studies</b><br>150h                                | <b>Course Language</b><br>English |
| <b>2</b>                         | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Key concepts in economic geography: globalisation and uneven development</li> <li>• Policies and strategies for local sustainable development</li> <li>• Challenges and strategies for local sustainable development in urban and rural regions in the Global North and in the Global South</li> <li>• Regional focus: Germany, Europe, USA, Latin America, Asia, Africa</li> </ul>   |                          |  |  |                                   |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... know and understand basic theoretical approaches to local sustainable development in the context of globalization.<br>... collect, systematise and synthesise literature and data material for a scientific work in the form of a case study employing theoretical frameworks from economic geography.<br>... establish and evaluate independently developed positions considering the effect of activities of multinational companies on local communities.<br>... develop an understanding of the impact of decisions that take into account environmental, social or ethical criteria and formulate strategies for local sustainable development in urban and rural regions in the Global North and the Global South.<br>... question and critically reflect on the roles of key actors, such as firms, the state, labour and civil society organizations in local and regional development. |                          |  |  |                                   |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>seminar  |                          |  |  |                                   |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>none   |                          |  |  |                                   |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Combined examination: PRES, TP   |                          |  |  |                                   |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination   |                          |  |  |                                   |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Specialization Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften:<br>Social Sciences Regional Studies Latin America, East and Middle Europe<br>Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften:<br>Social Sciences Regional Studies Latin America, East and Middle Europe<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section   |                          |  |  |                                   |

MODULE CATALOGUE – BUSINESS ADMINISTRATION – BACHELOR OF SCIENCE

valid for students of the ER 2015 (enrolment for summer semester 2021 at the latest)

|           |  |
|-----------|--|
|           | Bachelor of Arts Regionalstudien China - Sozialwissenschaften:<br>Social Sciences Regional Studies China |
| <b>9</b>  | <b>Module Manager</b><br>Univ.-Prof. Dr.' Martina Fuchs  |
| <b>10</b> | <b>Miscellaneous</b>   |

| <b>AM Ecological Economics</b>   |   |                          |                                   |  |                                   |
|----------------------------------|---|--------------------------|-----------------------------------|--|-----------------------------------|
| <b>Module Code</b><br>1289BAMEE1 | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>English | <b>Module Availability</b><br>every 2nd term - winter term | <b>Duration</b><br>1 Term         |
| <b>1</b>                         | <b>Courses</b><br>Ecological Economics  |                          | <b>Contact Hours</b><br>45h       | <b>Self-Studies</b><br>135h                                | <b>Course Language</b><br>English |
| <b>2</b>                         | <b>Module Content</b><br>This module covers selected issues in ecological economics, i.e. the economics relevant to "space ship Earth". Ecological economics recognises the finiteness of the planet regarding physical (material and energy) resources and limits to absorptive capacities within ecosystems. The module includes natural science foundations, especially the laws of thermodynamics and their relevance for economics. It covers the role of energy conversion in wealth creation, and the role of entropy production in environmental impacts. Implications regarding energy and environmental regulation are discussed. |                          |                                   |  |                                   |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... analyse (current) questions and challenges within the framework of pre-structured contexts.<br>... communicate continuously and purposefully within teaching and learning groups.<br>... communicate in English.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.  |                          |                                   |  |                                   |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                          |                                   |  |                                   |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>Recommendation: CM Microeconomics and CM Macroeconomics or CM Fundamentals of Economics   |                          |                                   |  |                                   |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                          |                                   |  |                                   |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                          |                                   |  |                                   |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Specialization Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section  |                          |                                   |  |                                   |
| <b>9</b>                         | <b>Module Manager</b><br>PD Dr. Dietmar Lindenberger  |                          |                                   |  |                                   |
| <b>10</b>                        | <b>Miscellaneous</b>  |                          |                                   |  |                                   |

| <b>AM Macroeconomics</b>         |   |                          |                                  |  |                                  |
|----------------------------------|---|--------------------------|----------------------------------|--|----------------------------------|
| <b>Module Code</b><br>1302BAMMA1 | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every 2nd term - summer term | <b>Duration</b><br>1 Term        |
| <b>1</b>                         | <b>Courses</b><br>Economic Growth and Inequality  |                          | <b>Contact Hours</b><br>45h      | <b>Self-Studies</b><br>135h                                | <b>Course Language</b><br>German |
| <b>2</b>                         | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Stylized facts and theoretical approaches explaining long-run economic growth and inequality.</li> <li>• The course will consider long-run trends and recent developments in macroeconomic aggregates like income, wealth, or consumption as well as the distribution of these variables.</li> <li>• A particular focus will be on the effect of the accumulation of human and physical capital, of technological progress and automation on economic growth, inequality and pollution.</li> </ul> |                          |                                  |  |                                  |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... apply theories in the area of macroeconomics in pre-structured contexts (e.g. case studies) in a solution-oriented way.<br>... discuss results with teaching staff and other students.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria.  |                          |                                  |  |                                  |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                          |                                  |  |                                  |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>Recommendation: Either CM Macroeconomics or CM Fundamentals in Macroeconomics   |                          |                                  |  |                                  |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                          |                                  |  |                                  |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                          |                                  |  |                                  |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Core and Advanced Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Core and Advanced Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section  |                          |                                  |  |                                  |
| <b>9</b>                         | <b>Module Manager</b><br>Univ.-Prof. Dr. Peter Funk   |                          |                                  |  |                                  |
| <b>10</b>                        | <b>Miscellaneous</b><br>The module will not be offered in winter semester 2022/23. This module description is valid from summer semester 2023.  |                          |                                  |  |                                  |

| <b>AM Economic History</b>       |   |                         |  |  |  |                           |
|----------------------------------|---|-------------------------|--|--|--|---------------------------|
| <b>Module Code</b><br>1302BAMEH1 |   | <b>Workload</b><br>180h | <b>ECTS Credits</b><br>6                 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every 2nd term - winter term | <b>Duration</b><br>1 Term |
| <b>1</b>                         | <b>Courses</b><br>a) Economic History<br>b) Economic History  |                         | <b>Contact Hours</b><br>a) 60h<br>b) 60h | <b>Self-Studies</b><br>a) 120h<br>b) 120h    | <b>Course Language</b><br>a) German<br>b) English          |                           |
| <b>2</b>                         | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Introduction to European economic history</li> <li>• Presents economic theories and quantitative evidence to explain periods of growth and stagnation</li> <li>• Compares explanations for the origins of the Industrial Revolution, the timing of the Great Divergence, and describes changes in the institutional framework during the transition to sustained growth</li> </ul>                                       |                         |  |  |  |                           |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... analyse (current) questions and challenges within the framework of pre-structured contexts.<br>... discuss results with teaching staff and other students.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, historical, social, and/or ethical criteria. |                         |  |  |  |                           |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>lecture<br>practice   |                         |  |  |  |                           |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>Recommendation: Either CM Statistics and AM Statistics and Econometrics or CM Data Analysis and AM Statistics (SoWi) or CM Introduction to Statistics and CM Data Analysis and Econometrics   |                         |  |  |  |                           |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)   |                         |  |  |  |                           |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination of course a) or course b).   |                         |  |  |  |                           |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Core and Advanced Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Core and Advanced Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section  |                         |  |  |  |                           |
| <b>9</b>                         | <b>Module Manager</b><br>Univ.-Prof. Dr. Erik Hornung   |                         |  |  |  |                           |
| <b>10</b>                        | <b>Miscellaneous</b>  |                         |  |  |  |                           |

| <b>SpM Economics and Business</b> |  |                          |  |  |  |
|-----------------------------------|--|--------------------------|--|--|--|
| <b>Module Code</b><br>1289BSECB1  | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every 2nd term - summer term | <b>Duration</b><br>1 Term                        |
| <b>1</b>                          | <b>Courses</b><br>a) Monetary Policy, Banking and Financial Markets<br>b) Theory of the firm   |                          | <b>Contact Hours</b><br>a) 45h<br>b) 45h     | <b>Self-Studies</b><br>a) 135h<br>b) 135h                  | <b>Course Language</b><br>a) German<br>b) German |
| <b>2</b>                          | <b>Module Content</b><br>a) Specialisation Economics and Finance: Monetary policy instruments, money demand, Interest rates and exchange rates, financial intermediation, financial regulation, international financial markets<br>b) Specialisation Economics and Management: Microeconomic analysis of monopolistic and oligopolistic behaviour, Price theory, Market institutions, Game-theoretic and contract-theoretic concepts |                          |  |  |  |
| <b>3</b>                          | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... analyse (current) questions and challenges within the framework of pre-structured contexts.<br>... discuss results with teaching staff and other students.<br>... reflect their own performance and implement feedback constructively.                          |                          |  |  |  |
| <b>4</b>                          | <b>Teaching and Learning Methods</b><br>lecture<br>practice  |                          |  |  |  |
| <b>5</b>                          | <b>Module Entry Requirements</b><br>none   |                          |  |  |  |
| <b>6</b>                          | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (60)  |                          |  |  |  |
| <b>7</b>                          | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination of the course a) or b)  |                          |  |  |  |
| <b>8</b>                          | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Specialization Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section   |                          |  |  |  |
| <b>9</b>                          | <b>Module Manager</b><br>Univ.-Prof. Dr. Andreas Schabert<br>Univ.-Prof. Dr. Patrick W. Schmitz  |                          |  |  |  |
| <b>10</b>                         | <b>Miscellaneous</b>   |                          |  |  |  |

| <b>SpM Current Topics in Economics</b> |  |                           |  |   |  |
|--|--|---------------------------|--|---|--|
| <b>Module Code</b><br>1289BSCTE1       | <b>Workload</b><br>360h  | <b>ECTS Credits</b><br>12 | <b>Module Language</b><br>German and English                 | <b>Module Availability</b><br>every term                        | <b>Duration</b><br>1 or 2 Term(s)  |
| <b>1</b>                               | <b>Courses</b><br>a) Current topics in energy and environmental policy (summer term)<br>b) Media Order (summer term)<br>c) Labor market discrimination (winter term)<br>d) Current topics in Public Economics and Macroeconomics (winter term)   |                           | <b>Contact Hours</b><br>a) 45h<br>b) 45h<br>c) 45h<br>d) 45h | <b>Self-Studies</b><br>a) 135h<br>b) 135h<br>c) 135h<br>d) 135h | <b>Course Language</b><br>a) English<br>b) German<br>c) German<br>d) English |
| <b>2</b>                               | <b>Module Content</b><br>Working on various current socially relevant topics with the use of economic approaches and methods<br>a) This course covers current topics in energy and environmental policy. Examples include emission trading schemes and their application, the German coal phase-out, or the promotion of renewable energies. The course covers both theoretical aspects (what mechanisms and incentives are involved) and practical aspects (case studies) of such policies.<br>b) Topics from the field of media markets: Special features - Market failure and state failure - Industrial economics - External effects - Political economics - Current developments<br>c) Including educational discrimination, Gender gap, Unequal career opportunities, Anti-discrimination measures<br>d) Socially relevant topics from the fields of public economics and macroeconomics |                           |  |   |  |
| <b>3</b>                               | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... analyse current questions and challenges within the framework of pre-structured contexts.<br>... discuss results with teaching staff and other students.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.   |                           |  |   |  |
| <b>4</b>                               | <b>Teaching and Learning Methods</b><br>lecture<br>practice  |                           |  |   |  |
| <b>5</b>                               | <b>Module Entry Requirements</b><br>none   |                           |  |   |  |
| <b>6</b>                               | <b>Mode of End-Of-Module Examination</b><br>Written test: WT (120)   |                           |  |   |  |
| <b>7</b>                               | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination of two courses out of a) to d)  |                           |  |   |  |
| <b>8</b>                               | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Specialization Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section   |                           |  |   |  |
| <b>9</b>                               | <b>Module Manager</b><br>Academic/Programme Director Bachelor VWL  |                           |  |   |  |

|           |  |
|-----------|--|
| <b>10</b> | <b>Miscellaneous</b><br>The course "d) Current topics in Public Economics and Macroeconomics (winter term)" has a placeholder title. The title and topic of this course can be found in KLIPS. |
|-----------|--|



| <b>Selected Topics in Economics I</b> |  |                          |  |   |                           |
|---------------------------------------|--|--------------------------|--|---|---------------------------|
| <b>Module Code</b><br>1287BSATV1      | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>irregular | <b>Duration</b><br>1 Term |
| <b>1</b>                              | <b>Courses</b>   |                          | <b>Contact Hours</b>                         | <b>Self-Studies</b>                     | <b>Course Language</b>    |
| <b>2</b>                              | <b>Module Content</b>  |                          |  |   |                           |
| <b>3</b>                              | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.  |                          |  |   |                           |
| <b>4</b>                              | <b>Teaching and Learning Methods</b><br>depending on course choice   |                          |  |   |                           |
| <b>5</b>                              | <b>Module Entry Requirements</b>   |                          |  |   |                           |
| <b>6</b>                              | <b>Mode of End-Of-Module Examination</b><br>Written test: WT   |                          |  |   |                           |
| <b>7</b>                              | <b>Prerequisites for Awarding of Credit Points</b>   |                          |  |   |                           |
| <b>8</b>                              | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Specialization Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section |                          |  |   |                           |
| <b>9</b>                              | <b>Module Manager</b>  |                          |  |   |                           |
| <b>10</b>                             | <b>Miscellaneous</b><br>This module serves to transfer examination achievements to the examination regulations 2015 (21/22).   |                          |  |   |                           |

| <b>Selected Topics in Economics II</b> |  |                          |  |   |                           |
|--|--|--------------------------|--|---|---------------------------|
| <b>Module Code</b><br>1287BSATV2       | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>irregular | <b>Duration</b><br>1 Term |
| <b>1</b>                               | <b>Courses</b>   |                          | <b>Contact Hours</b>                         | <b>Self-Studies</b>                     | <b>Course Language</b>    |
| <b>2</b>                               | <b>Module Content</b>  |                          |  |   |                           |
| <b>3</b>                               | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.  |                          |  |   |                           |
| <b>4</b>                               | <b>Teaching and Learning Methods</b><br>depending on course choice   |                          |  |   |                           |
| <b>5</b>                               | <b>Module Entry Requirements</b>   |                          |  |   |                           |
| <b>6</b>                               | <b>Mode of End-Of-Module Examination</b><br>Combined examination: PRES, TP   |                          |  |   |                           |
| <b>7</b>                               | <b>Prerequisites for Awarding of Credit Points</b>   |                          |  |   |                           |
| <b>8</b>                               | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Specialization Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section |                          |  |   |                           |
| <b>9</b>                               | <b>Module Manager</b>  |                          |  |   |                           |
| <b>10</b>                              | <b>Miscellaneous</b><br>This module serves to transfer examination achievements to the examination regulations 2015 (21/22).   |                          |  |   |                           |

| <b>Specialisation Module Studies Abroad</b> |   |                           |                        |  |                           |
|---|---|---------------------------|------------------------|--|---------------------------|
| <b>Module Code</b><br>1014SASb00            | <b>Workload</b><br>360h   | <b>ECTS Credits</b><br>12 | <b>Module Language</b> | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term |
| <b>1</b>                                    | <b>Courses</b>  |                           | <b>Contact Hours</b>   | <b>Self-Studies</b>                      | <b>Course Language</b>    |
| <b>2</b>                                    | <b>Module Content</b><br>depends on course(s) chosen  |                           |                        |  |                           |
| <b>3</b>                                    | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... describe approaches to business administration, economics and social science from an international perspective.<br>... explain international business administration, economic and social science issues.<br>... discuss and compare different business administration, economic and social science theories and approaches.<br>... develop new intellectual perspectives in relation to their own educational background.<br>... are better equipped to cope effectively with the dynamic global dimensions of their future professional lives.                             |                           |                        |  |                           |
| <b>4</b>                                    | <b>Teaching and Learning Methods</b><br>depending on course choice  |                           |                        |  |                           |
| <b>5</b>                                    | <b>Module Entry Requirements</b><br>depending on course selection   |                           |                        |  |                           |
| <b>6</b>                                    | <b>Mode of End-Of-Module Examination</b><br>depending on course selection   |                           |                        |  |                           |
| <b>7</b>                                    | <b>Prerequisites for Awarding of Credit Points</b><br>depending on course selection   |                           |                        |  |                           |
| <b>8</b>                                    | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Volkswirtschaftslehre sozialwissenschaftlicher Richtung:<br>Specialization Section<br>Bachelor of Science Volkswirtschaftslehre:<br>Specialization Section<br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section  |                           |                        |  |                           |
| <b>9</b>                                    | <b>Module Manager</b><br>AD Dr. Johannes Antweiler  |                           |                        |  |                           |
| <b>10</b>                                   | <b>Miscellaneous</b><br>This module can be studied at foreign higher education institutions or at one of the summer schools organised by the WiSo Faculty. A standardised crediting procedure then applies. Credit is only transferred for courses that: - are clearly linked to the subjects covered at the WiSo Faculty and - have not already been taken at the University of Cologne. Information concerning the crediting procedure is available from the International Relations Center (ZIB). Further information concerning the procedure and the deadlines applicable can be found on the WiSo Credit Transfer Centre's platform at: <a href="https://www.anrechnungswiso.uni-koeln.de/">https://www.anrechnungswiso.uni-koeln.de/</a> . |                           |                        |  |                           |

| <b>Bachelor Seminar Accounting and Taxation</b> |  |                          |  |  |   |
|---|--|--------------------------|--|--|---|
| <b>Module Code</b><br>1016BSMSAT                | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German                   | <b>Module Availability</b><br>every term             | <b>Duration</b><br>1 Term                                     |
| <b>1</b>  | <b>Courses</b><br>a) Bachelor Seminar Controlling<br>b) Bachelor Seminar Financial Accounting<br>c) Bachelor Seminar Business Taxation   |                          | <b>Contact Hours</b><br>a) 30h<br>b) 30h<br>c) 30h | <b>Self-Studies</b><br>a) 150h<br>b) 150h<br>c) 150h | <b>Course Language</b><br>a) German<br>b) German<br>c) German |
| <b>2</b>  | <b>Module Content</b><br>• Selected Issues in accounting or business taxation  |                          |  |  |   |
| <b>3</b>  | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... collect, systematize and synthesize literature and data material for a scientific work on a selected topic.<br>... communicate continuously and purposefully within teaching and learning groups.<br>... establish and evaluate independently developed positions.<br>... present and/or discuss results with teaching staff and other students.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.<br>... design their learning and working processes independently.<br>... reflect their own performance and implement feedback constructively.<br>... use under guidance techniques of scientific work and good scientific practice. |                          |  |  |   |
| <b>4</b>  | <b>Teaching and Learning Methods</b><br>seminar  |                          |  |  |   |
| <b>5</b>  | <b>Module Entry Requirements</b><br>Recommendation: SpM Accounting and Taxation I and II   |                          |  |  |   |
| <b>6</b>  | <b>Mode of End-Of-Module Examination</b><br>Combined examination: PRES, TP   |                          |  |  |   |
| <b>7</b>  | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination of course a), b) or c)  |                          |  |  |   |
| <b>8</b>  | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section   |                          |  |  |   |
| <b>9</b>  | <b>Module Manager</b><br>Area Accounting and Taxation  |                          |  |  |   |
| <b>10</b>                                       | <b>Miscellaneous</b><br>Bachelor Seminars will be allocated in the 1st enrolment period in KLIPS. Any remaining places are allocated in the second enrolment period on a first-come, first-served basis. Students who have been offered a seminar place in the first enrolment period may not participate in the allocation of remaining places in the second enrolment period. In the second enrolment period, there is no entitlement to receive a seminar place.  |                          |  |  |   |

| <b>Bachelor Seminar Corporate Development</b> |  |                          |  |  |  |
|---|--|--------------------------|--|--|--|
| <b>Module Code</b><br>1253BSMSCD              | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term                    |
| <b>1</b>                                      | <b>Courses</b><br>Bachelor Seminar Corporate Development   |                          | <b>Contact Hours</b><br>60h                  | <b>Self-Studies</b><br>120h              | <b>Course Language</b><br>German and English |
| <b>2</b>                                      | <b>Module Content</b><br>The goal of the seminar is that students apply the methods and contents that they learned in their studies to specific research questions from well-defined topics. Moreover, the students should autonomously study the literature about a research questions, and independently write, present and defend a scientific work.  |                          |  |  |  |
| <b>3</b>                                      | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way.<br>... analyse (current) questions and challenges within the framework of pre-structured contexts.<br>... collect, systematize and synthesize literature and data material for a scientific work on a selected topic.<br>... communicate continuously and purposefully within teaching and learning groups.<br>... establish and evaluate independently developed positions.<br>... present and/or discuss results with teaching staff and other students.<br>... question and critically reflect on current social developments.<br>... design their learning and working processes independently.<br>... use under guidance techniques of scientific work and good scientific practice. |                          |  |  |  |
| <b>4</b>                                      | <b>Teaching and Learning Methods</b><br>seminar  |                          |  |  |  |
| <b>5</b>                                      | <b>Module Entry Requirements</b><br>none   |                          |  |  |  |
| <b>6</b>                                      | <b>Mode of End-Of-Module Examination</b><br>Combined examination: PRES, TP   |                          |  |  |  |
| <b>7</b>                                      | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination   |                          |  |  |  |
| <b>8</b>                                      | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section   |                          |  |  |  |
| <b>9</b>                                      | <b>Module Manager</b><br>Univ.-Prof. Dr. Anne Burmeister<br>Univ.-Prof. Dr. Matthias Heinz<br>Univ.-Prof. Dr. Bernd Irlenbusch<br>Univ.-Prof. Dr. Dirk Sliwka  |                          |  |  |  |
| <b>10</b>                                     | <b>Miscellaneous</b><br>Bachelor Seminars will be allocated in the 1st enrolment period in KLIPS. Any remaining places are allocated in the second enrolment period on a first-come, first-served basis. Students who have been offered a seminar place in the first enrolment period may not participate in the allocation of remaining places in the second enrolment period. In the second enrolment period, there is no entitlement to receive a seminar place.  |                          |  |  |  |



| <b>Bachelor Seminar Finance</b>  |   |                          |  |  |  |
|----------------------------------|---|--------------------------|--|--|--|
| <b>Module Code</b><br>1259BSMSFI | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term                    |
| <b>1</b>                         | <b>Courses</b><br>Bachelor Seminar Finance  |                          | <b>Contact Hours</b><br>30h                  | <b>Self-Studies</b><br>150h              | <b>Course Language</b><br>German and English |
| <b>2</b>                         | <b>Module Content</b><br>Changing contents from the area of Finance will be dealt with. The offers of the respective semester can be viewed in KLIPS.   |                          |  |  |  |
| <b>3</b>                         | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... collect, systematize and synthesize literature and data material for a scientific work on a selected topic.<br>... establish and evaluate independently developed positions.<br>... present and/or discuss results with teaching staff and other students.<br>... design their learning and working processes independently.<br>... use under guidance techniques of scientific work and good scientific practice. |                          |  |  |  |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>seminar   |                          |  |  |  |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>Recommendation: Corresponding Specialisation Module   |                          |  |  |  |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Combined examination: PRES, TP  |                          |  |  |  |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination  |                          |  |  |  |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section  |                          |  |  |  |
| <b>9</b>                         | <b>Module Manager</b><br>Area Finance   |                          |  |  |  |
| <b>10</b>                        | <b>Miscellaneous</b><br>Bachelor Seminars will be allocated in the 1st enrolment period in KLIPS. Any remaining places are allocated in the second enrolment period on a first-come, first-served basis. Students who have been offered a seminar place in the first enrolment period may not participate in the allocation of remaining places in the second enrolment period. In the second enrolment period, there is no entitlement to receive a seminar place.   |                          |  |  |  |

| <b>Bachelor Seminar Marketing</b> |  |                          |  |  |  |
|-----------------------------------|--|--------------------------|--|--|--|
| <b>Module Code</b><br>1266BSMSMA  | <b>Workload</b><br>180h  | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term                    |
| <b>1</b>                          | <b>Courses</b><br>Bachelor Seminar Marketing   |                          | <b>Contact Hours</b><br>30h                  | <b>Self-Studies</b><br>150h              | <b>Course Language</b><br>German and English |
| <b>2</b>                          | <b>Module Content</b><br>Various topics from the marketing domain. The offered course content of the respective semester can be found in KLIPS.  |                          |  |  |  |
| <b>3</b>                          | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... collect, systematize and synthesize literature and data material for a scientific work on a selected topic.<br>... present and/or discuss results with teaching staff and other students.<br>... design their learning and working processes independently.<br>... use under guidance techniques of scientific work and good scientific practice. |                          |  |  |  |
| <b>4</b>                          | <b>Teaching and Learning Methods</b><br>seminar  |                          |  |  |  |
| <b>5</b>                          | <b>Module Entry Requirements</b><br>Recommendation: Completion of the two marketing specialization modules prior to taking the seminar module  |                          |  |  |  |
| <b>6</b>                          | <b>Mode of End-Of-Module Examination</b><br>Combined examination: PRES, TP   |                          |  |  |  |
| <b>7</b>                          | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination   |                          |  |  |  |
| <b>8</b>                          | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section   |                          |  |  |  |
| <b>9</b>                          | <b>Module Manager</b><br>Area Marketing  |                          |  |  |  |
| <b>10</b>                         | <b>Miscellaneous</b><br>Bachelor Seminars will be allocated in the 1st enrolment period in KLIPS. Any remaining places are allocated in the second enrolment period on a first-come, first-served basis. Students who have been offered a seminar place in the first enrolment period may not participate in the allocation of remaining places in the second enrolment period. In the second enrolment period, there is no entitlement to receive a seminar place.  |                          |  |  |  |



| <b>Bachelor Seminar Supply Chain Management</b> |   |                          |  |   |   |
|---|---|--------------------------|--|---|---|
| <b>Module Code</b><br>1271BSMSSC                | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English | <b>Module Availability</b><br>every term  | <b>Duration</b><br>1 Term                         |
| <b>1</b>  | <b>Courses</b><br>a) Bachelor Seminar Supply Chain Management<br>b) Bachelor Seminar Supply Chain Management  |                          | <b>Contact Hours</b><br>a) 30h<br>b) 30h     | <b>Self-Studies</b><br>a) 150h<br>b) 150h | <b>Course Language</b><br>a) German<br>b) English |
| <b>2</b>  | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Topics from all areas of supply chain management</li> <li>• Application of quantitative methods</li> <li>• Scientific preparation of problem formulation and solution</li> </ul>   |                          |  |   |   |
| <b>3</b>  | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... apply theories in supply chain management in pre-structured contexts (e.g. case studies) in a solution-oriented way.<br>... use methods in supply chain management in pre-structured contexts in a solution-oriented way.<br>... analyse (current) questions and challenges within the framework of pre-structured contexts.<br>... collect, systematize and synthesize literature and data material for a scientific work on a selected topic.<br>... establish and evaluate independently developed positions.<br>... present and/or discuss results with teaching staff and other students.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.<br>... question and critically reflect on current social developments.<br>... design their learning and working processes independently.<br>... reflect their own performance and implement feedback constructively.<br>... use under guidance techniques of scientific work and good scientific practice. |                          |  |   |   |
| <b>4</b>  | <b>Teaching and Learning Methods</b><br>seminar   |                          |  |   |   |
| <b>5</b>  | <b>Module Entry Requirements</b><br>Recommendation: At least one SpM Supply Chain Management successfully passed  |                          |  |   |   |
| <b>6</b>  | <b>Mode of End-Of-Module Examination</b><br>Combined examination: PRES, TP  |                          |  |   |   |
| <b>7</b>  | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination of course a) or b)   |                          |  |   |   |
| <b>8</b>  | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section  |                          |  |   |   |
| <b>9</b>  | <b>Module Manager</b><br>AD Dr. Johannes Antweiler<br>Area Supply Chain Management  |                          |  |   |   |
| <b>10</b>                                       | <b>Miscellaneous</b><br>Bachelor Seminars will be allocated in the 1st enrolment period in KLIPS. Any remaining places are allocated in the second enrolment period on a first-come, first-served basis. Students who have  |                          |  |   |   |

|  |  |
|--|--|
|  | been offered a seminar place in the first enrolment period may not participate in the allocation of remaining places in the second enrolment period. In the second enrolment period, there is no entitlement to receive a seminar place. |
|--|--|

| <b>Bachelor Seminar Interdisciplinary Business Administration</b> |   |                          |  |  |   |
|---|---|--------------------------|--|--|---|
| <b>Module Code</b><br>1320BBIDB1                                  | <b>Workload</b><br>180h   | <b>ECTS Credits</b><br>6 | <b>Module Language</b><br>German and English       | <b>Module Availability</b><br>every term             | <b>Duration</b><br>1 Term                                       |
| <b>1</b>  | <b>Courses</b><br>a) Bachelor Seminar Economic Geography<br>b) Bachelor Seminar Economic Psychology<br>c) Bachelorseminar Behavioural Management Science (winter term)  |                          | <b>Contact Hours</b><br>a) 30h<br>b) 30h<br>c) 30h | <b>Self-Studies</b><br>a) 150h<br>b) 150h<br>c) 150h | <b>Course Language</b><br>a) German<br>b) English<br>c) English |
| <b>2</b>  | <b>Module Content</b> <ul style="list-style-type: none"> <li>• Introduction to scientific writing</li> <li>• Varying contents from Interdisciplinary Business Administration</li> <li>• Research approaches and methods of the respective discipline (Economic geography, Economic psychology,...)</li> </ul>   |                          |  |  |   |
| <b>3</b>  | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... analyse (current) questions and challenges within the framework of pre-structured contexts.<br>... collect, systematize and synthesize literature and data material for a scientific work on a selected topic.<br>... establish and evaluate independently developed positions.<br>... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.<br>... use under guidance techniques of scientific work and good scientific practice. |                          |  |  |   |
| <b>4</b>  | <b>Teaching and Learning Methods</b><br>seminar   |                          |  |  |   |
| <b>5</b>  | <b>Module Entry Requirements</b><br>Recommendation: Completion of the corresponding Specialization Module is highly advised   |                          |  |  |   |
| <b>6</b>  | <b>Mode of End-Of-Module Examination</b><br>Combined examination: PRES, TP  |                          |  |  |   |
| <b>7</b>  | <b>Prerequisites for Awarding of Credit Points</b><br>Passing the module examination of course a), b) or c)   |                          |  |  |   |
| <b>8</b>  | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Specialization Section  |                          |  |  |   |
| <b>9</b>  | <b>Module Manager</b><br>Area Interdisziplinäre Betriebswirtschaftslehre  |                          |  |  |   |
| <b>10</b>   | <b>Miscellaneous</b><br>Bachelor Seminars will be allocated in the 1st enrolment period in KLIPS. Any remaining places are allocated in the second enrolment period on a first-come, first-served basis. Students who have been offered a seminar place in the first enrolment period may not participate in the allocation of remaining places in the second enrolment period. In the second enrolment period, there is no entitlement to receive a seminar place.   |                          |  |  |   |

## 3.6.5 Bachelor Thesis

| <b>Bachelorthesis Accounting &amp; Taxation</b> |   |                           |                                  |  |                           |
|---|---|---------------------------|----------------------------------|--|---------------------------|
| <b>Module Code</b><br>1015BaBATx                | <b>Workload</b><br>360h   | <b>ECTS Credits</b><br>12 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term |
| <b>1</b>  | <b>Courses</b>  |                           | <b>Contact Hours</b>             | <b>Self-Studies</b>                      | <b>Course Language</b>    |
| <b>2</b>  | <b>Module Content</b>   |                           |                                  |  |                           |
| <b>3</b>  | <p><b>Learning Objectives</b><br/>Students...</p> <ul style="list-style-type: none"> <li>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.</li> <li>... are familiar with current debate on business administration theory and methods.</li> <li>... identify specifically defined academic questions and issues.</li> <li>... work on those specific questions independently, sharing ideas with teaching staff and students and using the main primary and secondary literature.</li> <li>... are familiar with theoretical and methodical (qualitative and/or quantitative) approaches to producing an academic paper.</li> <li>... draw up a research design and implement it independently.</li> <li>... organise and design an academic research process that ensures that the tasks are clearly defined.</li> <li>... develop conclusions of academic and social relevance.</li> <li>... share their knowledge with teaching staff, other students and persons with an interest in the subject.</li> <li>... present their findings in written form in accordance with academic standards.</li> </ul> |                           |                                  |  |                           |
| <b>4</b>  | <b>Teaching and Learning Methods</b><br>Bachelor's Thesis   |                           |                                  |  |                           |
| <b>5</b>  | <b>Module Entry Requirements</b><br>100 CP completed, Module Bachelor Seminar Accounting & Taxation passed  |                           |                                  |  |                           |
| <b>6</b>  | <b>Mode of End-Of-Module Examination</b><br>Written test 12 weeks   |                           |                                  |  |                           |
| <b>7</b>  | <b>Prerequisites for Awarding of Credit Points</b>  |                           |                                  |  |                           |
| <b>8</b>  | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Bachelorthesis  |                           |                                  |  |                           |
| <b>9</b>  | <b>Module Manager</b>   |                           |                                  |  |                           |
| <b>10</b>                                       | <b>Miscellaneous</b><br>Students can register for bachelor thesis in the first KLIPS enrolment phase. When assigning the bachelor thesis topics, priority is given to those students who have successfully completed the associated bachelor seminar.   |                           |                                  |  |                           |

| <b>Bachelorthesis Corporate Development</b> |  |                         |                           |                                  |  |                           |
|---|--|-------------------------|---------------------------|----------------------------------|--|---------------------------|
| <b>Module Code</b><br>1015BaBCDv            |  | <b>Workload</b><br>360h | <b>ECTS Credits</b><br>12 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term |
| <b>1</b>                                    | <b>Courses</b>   |                         |                           | <b>Contact Hours</b>             | <b>Self-Studies</b>                      | <b>Course Language</b>    |
| <b>2</b>                                    | <b>Module Content</b>  |                         |                           |                                  |  |                           |
| <b>3</b>                                    | <p><b>Learning Objectives</b></p> <p>Students...</p> <ul style="list-style-type: none"> <li>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.</li> <li>... are familiar with current debate on business administration theory and methods.</li> <li>... identify specifically defined academic questions and issues.</li> <li>... work on those specific questions independently, sharing ideas with teaching staff and students and using the main primary and secondary literature.</li> <li>... are familiar with theoretical and methodical (qualitative and/or quantitative) approaches to producing an academic paper.</li> <li>... draw up a research design and implement it independently.</li> <li>... organise and design an academic research process that ensures that the tasks are clearly defined.</li> <li>... develop conclusions of academic and social relevance.</li> <li>... share their knowledge with teaching staff, other students and persons with an interest in the subject.</li> <li>... present their findings in written form in accordance with academic standards.</li> </ul> |                         |                           |                                  |  |                           |
| <b>4</b>                                    | <p><b>Teaching and Learning Methods</b></p> <p>Bachelor's Thesis</p>   |                         |                           |                                  |  |                           |
| <b>5</b>                                    | <p><b>Module Entry Requirements</b></p> <p>100 CP completed, Module Bachelor Seminar Corporate Development passed</p>  |                         |                           |                                  |  |                           |
| <b>6</b>                                    | <p><b>Mode of End-Of-Module Examination</b></p> <p>Written test 12 weeks</p>   |                         |                           |                                  |  |                           |
| <b>7</b>                                    | <p><b>Prerequisites for Awarding of Credit Points</b></p>  |                         |                           |                                  |  |                           |
| <b>8</b>                                    | <p><b>Other Programmes that Use the Module</b></p> <p>Bachelor of Science Betriebswirtschaftslehre:<br/>Bachelorthesis</p>   |                         |                           |                                  |  |                           |
| <b>9</b>                                    | <p><b>Module Manager</b></p>   |                         |                           |                                  |  |                           |
| <b>10</b>                                   | <p><b>Miscellaneous</b></p> <p>Students can register for bachelor thesis in the first KLIPS enrolment phase. When assigning the bachelor thesis topics, priority is given to those students who have successfully completed the associated bachelor seminar.</p>   |                         |                           |                                  |  |                           |

| <b>Bachelorthesis Finance</b>    |  |                           |                                  |  |                           |
|----------------------------------|--|---------------------------|----------------------------------|--|---------------------------|
| <b>Module Code</b><br>1015BaBFin | <b>Workload</b><br>360h  | <b>ECTS Credits</b><br>12 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term |
| <b>1</b>                         | <b>Courses</b>   |                           | <b>Contact Hours</b>             | <b>Self-Studies</b>                      | <b>Course Language</b>    |
| <b>2</b>                         | <b>Module Content</b>  |                           |                                  |  |                           |
| <b>3</b>                         | <p><b>Learning Objectives</b></p> <p>Students...</p> <ul style="list-style-type: none"> <li>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.</li> <li>... are familiar with current debate on business administration theory and methods.</li> <li>... identify specifically defined academic questions and issues.</li> <li>... work on those specific questions independently, sharing ideas with teaching staff and students and using the main primary and secondary literature.</li> <li>... are familiar with theoretical and methodical (qualitative and/or quantitative) approaches to producing an academic paper.</li> <li>... draw up a research design and implement it independently.</li> <li>... organise and design an academic research process that ensures that the tasks are clearly defined.</li> <li>... develop conclusions of academic and social relevance.</li> <li>... share their knowledge with teaching staff, other students and persons with an interest in the subject.</li> <li>... present their findings in written form in accordance with academic standards.</li> </ul> |                           |                                  |  |                           |
| <b>4</b>                         | <b>Teaching and Learning Methods</b><br>Bachelor's Thesis  |                           |                                  |  |                           |
| <b>5</b>                         | <b>Module Entry Requirements</b><br>100 CP completed, Module Bachelor Seminar Finance passed   |                           |                                  |  |                           |
| <b>6</b>                         | <b>Mode of End-Of-Module Examination</b><br>Written test 12 weeks  |                           |                                  |  |                           |
| <b>7</b>                         | <b>Prerequisites for Awarding of Credit Points</b>   |                           |                                  |  |                           |
| <b>8</b>                         | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Bachelorthesis   |                           |                                  |  |                           |
| <b>9</b>                         | <b>Module Manager</b>  |                           |                                  |  |                           |
| <b>10</b>                        | <b>Miscellaneous</b><br>Students can register for bachelor thesis in the first KLIPS enrolment phase. When assigning the bachelor thesis topics, priority is given to those students who have successfully completed the associated bachelor seminar.  |                           |                                  |  |                           |

| <b>Bachelorthesis Marketing</b>  |  |                         |                           |                                  |  |                           |
|----------------------------------|--|-------------------------|---------------------------|----------------------------------|--|---------------------------|
| <b>Module Code</b><br>1015BaBMar |  | <b>Workload</b><br>360h | <b>ECTS Credits</b><br>12 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term |
| <b>1</b>                         | <b>Courses</b>   |                         |                           | <b>Contact Hours</b>             | <b>Self-Studies</b>                      | <b>Course Language</b>    |
| <b>2</b>                         | <b>Module Content</b>  |                         |                           |                                  |  |                           |
| <b>3</b>                         | <p><b>Learning Objectives</b></p> <p>Students...</p> <ul style="list-style-type: none"> <li>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.</li> <li>... are familiar with current debate on business administration theory and methods.</li> <li>... identify specifically defined academic questions and issues.</li> <li>... work on those specific questions independently, sharing ideas with teaching staff and students and using the main primary and secondary literature.</li> <li>... are familiar with theoretical and methodical (qualitative and/or quantitative) approaches to producing an academic paper.</li> <li>... draw up a research design and implement it independently.</li> <li>... organise and design an academic research process that ensures that the tasks are clearly defined.</li> <li>... develop conclusions of academic and social relevance.</li> <li>... share their knowledge with teaching staff, other students and persons with an interest in the subject.</li> <li>... present their findings in written form in accordance with academic standards.</li> </ul> |                         |                           |                                  |  |                           |
| <b>4</b>                         | <p><b>Teaching and Learning Methods</b></p> <p>Bachelor's Thesis</p>   |                         |                           |                                  |  |                           |
| <b>5</b>                         | <p><b>Module Entry Requirements</b></p> <p>100 CP completed, Module Bachelor Seminar Marketing passed</p>  |                         |                           |                                  |  |                           |
| <b>6</b>                         | <p><b>Mode of End-Of-Module Examination</b></p> <p>Written test 12 weeks</p>   |                         |                           |                                  |  |                           |
| <b>7</b>                         | <p><b>Prerequisites for Awarding of Credit Points</b></p>  |                         |                           |                                  |  |                           |
| <b>8</b>                         | <p><b>Other Programmes that Use the Module</b></p> <p>Bachelor of Science Betriebswirtschaftslehre:<br/>Bachelorthesis</p>   |                         |                           |                                  |  |                           |
| <b>9</b>                         | <p><b>Module Manager</b></p>   |                         |                           |                                  |  |                           |
| <b>10</b>                        | <p><b>Miscellaneous</b></p> <p>Students can register for bachelor thesis in the first KLIPS enrolment phase. When assigning the bachelor thesis topics, priority is given to those students who have successfully completed the associated bachelor seminar.</p>   |                         |                           |                                  |  |                           |

| <b>Bachelorthesis Supply Chain Management</b> |  |                           |                                  |  |                           |
|---|--|---------------------------|----------------------------------|--|---------------------------|
| <b>Module Code</b><br>1015BaBSch              | <b>Workload</b><br>360h  | <b>ECTS Credits</b><br>12 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term |
| <b>1</b>                                      | <b>Courses</b>   |                           | <b>Contact Hours</b>             | <b>Self-Studies</b>                      | <b>Course Language</b>    |
| <b>2</b>                                      | <b>Module Content</b>  |                           |                                  |  |                           |
| <b>3</b>                                      | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... are familiar with current debate on business administration theory and methods.<br>... identify specifically defined academic questions and issues.<br>... work on those specific questions independently, sharing ideas with teaching staff and students and using the main primary and secondary literature.<br>... are familiar with theoretical and methodical (qualitative and/or quantitative) approaches to producing an academic paper.<br>... draw up a research design and implement it independently.<br>... organise and design an academic research process that ensures that the tasks are clearly defined.<br>... develop conclusions of academic and social relevance.<br>... share their knowledge with teaching staff, other students and persons with an interest in the subject.<br>... present their findings in written form in accordance with academic standards. |                           |                                  |  |                           |
| <b>4</b>                                      | <b>Teaching and Learning Methods</b><br>Bachelor's Thesis  |                           |                                  |  |                           |
| <b>5</b>                                      | <b>Module Entry Requirements</b><br>100 CP completed, Module Bachelor Seminar Supply Chain Management passed   |                           |                                  |  |                           |
| <b>6</b>                                      | <b>Mode of End-Of-Module Examination</b><br>Written test 12 weeks  |                           |                                  |  |                           |
| <b>7</b>                                      | <b>Prerequisites for Awarding of Credit Points</b>   |                           |                                  |  |                           |
| <b>8</b>                                      | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Bachelorthesis   |                           |                                  |  |                           |
| <b>9</b>                                      | <b>Module Manager</b>  |                           |                                  |  |                           |
| <b>10</b>                                     | <b>Miscellaneous</b><br>Students can register for bachelor thesis in the first KLIPS enrolment phase. When assigning the bachelor thesis topics, priority is given to those students who have successfully completed the associated bachelor seminar.  |                           |                                  |  |                           |



| <b>Bachelorthesis Interdisciplinary Business Administration</b> |  |                     |                        |                            |                        |
|---|--|---------------------|------------------------|----------------------------|------------------------|
| <b>Module Code</b>  | <b>Workload</b>  | <b>ECTS Credits</b> | <b>Module Language</b> | <b>Module Availability</b> | <b>Duration</b>        |
| 1015BaBlnt  | 360h   | 12                  | German                 | every term                 | 1 Term                 |
| <b>1</b>  | <b>Courses</b>   |                     | <b>Contact Hours</b>   | <b>Self-Studies</b>        | <b>Course Language</b> |
| <b>2</b>  | <b>Module Content</b>  |                     |                        |                            |                        |
| <b>3</b>  | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... are familiar with current debate on business administration theory and methods.<br>... identify specifically defined academic questions and issues.<br>... work on those specific questions independently, sharing ideas with teaching staff and students and using the main primary and secondary literature.<br>... are familiar with theoretical and methodical (qualitative and/or quantitative) approaches to producing an academic paper.<br>... draw up a research design and implement it independently.<br>... organise and design an academic research process that ensures that the tasks are clearly defined.<br>... develop conclusions of academic and social relevance.<br>... share their knowledge with teaching staff, other students and persons with an interest in the subject.<br>... present their findings in written form in accordance with academic standards. |                     |                        |                            |                        |
| <b>4</b>  | <b>Teaching and Learning Methods</b><br>Bachelor's Thesis  |                     |                        |                            |                        |
| <b>5</b>  | <b>Module Entry Requirements</b><br>100 CP completed, Module Bachelor Seminar Interdisciplinary Business Administration passed   |                     |                        |                            |                        |
| <b>6</b>  | <b>Mode of End-Of-Module Examination</b><br>Written test 12 weeks  |                     |                        |                            |                        |
| <b>7</b>  | <b>Prerequisites for Awarding of Credit Points</b>   |                     |                        |                            |                        |
| <b>8</b>  | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Bachelorthesis   |                     |                        |                            |                        |
| <b>9</b>  | <b>Module Manager</b>  |                     |                        |                            |                        |
| <b>10</b>   | <b>Miscellaneous</b><br>Students can register for bachelor thesis in the first KLIPS enrolment phase. When assigning the bachelor thesis topics, priority is given to those students who have successfully completed the associated bachelor seminar.  |                     |                        |                            |                        |

| <b>Bachelorthesis General Business Administration</b> |  |                           |                                  |  |                           |
|---|--|---------------------------|----------------------------------|--|---------------------------|
| <b>Module Code</b><br>1015BaBAII                      | <b>Workload</b><br>360h  | <b>ECTS Credits</b><br>12 | <b>Module Language</b><br>German | <b>Module Availability</b><br>every term | <b>Duration</b><br>1 Term |
| <b>1</b>  | <b>Courses</b>   |                           | <b>Contact Hours</b>             | <b>Self-Studies</b>                      | <b>Course Language</b>    |
| <b>2</b>  | <b>Module Content</b>  |                           |                                  |  |                           |
| <b>3</b>  | <b>Learning Objectives</b><br>Students...<br>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.<br>... are familiar with current debate on business administration theory and methods.<br>... identify specifically defined academic questions and issues.<br>... work on those specific questions independently, sharing ideas with teaching staff and students and using the main primary and secondary literature.<br>... are familiar with theoretical and methodical (qualitative and/or quantitative) approaches to producing an academic paper.<br>... draw up a research design and implement it independently.<br>... organise and design an academic research process that ensures that the tasks are clearly defined.<br>... develop conclusions of academic and social relevance.<br>... share their knowledge with teaching staff, other students and persons with an interest in the subject.<br>... present their findings in written form in accordance with academic standards. |                           |                                  |  |                           |
| <b>4</b>  | <b>Teaching and Learning Methods</b><br>Bachelor's Thesis  |                           |                                  |  |                           |
| <b>5</b>  | <b>Module Entry Requirements</b><br>100 CP completed   |                           |                                  |  |                           |
| <b>6</b>  | <b>Mode of End-Of-Module Examination</b><br>Written test 12 weeks  |                           |                                  |  |                           |
| <b>7</b>  | <b>Prerequisites for Awarding of Credit Points</b>   |                           |                                  |  |                           |
| <b>8</b>  | <b>Other Programmes that Use the Module</b><br>Bachelor of Science Betriebswirtschaftslehre:<br>Bachelorthesis   |                           |                                  |  |                           |
| <b>9</b>  | <b>Module Manager</b>  |                           |                                  |  |                           |
| <b>10</b>   | <b>Miscellaneous</b><br>Students can register for bachelor thesis in the first KLIPS enrolment phase.  |                           |                                  |  |                           |