

Modul 8a-d: Internationales Management I					
Bachelor-Studiengang: „Wirtschaftswissenschaften“					
Turnus	Dauer	Studienabschnitt	Credits	Aufwand	
Jährlich zum SS	1 Semester	4. Semester	7,5	225 h	
1	Modulstruktur				
	Nr.	Element / Lehrveranstaltung	Typ	Credits	SWS
	1	International Business	V	7,5	4
2	Lehrveranstaltungssprache Englisch				
3	Lehrinhalte Das Modul widmet sich zunächst Globalisierungsentwicklungen, nationalen Einflüssen und kulturellen Unterschieden sowie der Relevanz ethischer Fragestellungen für internationale Aktivitäten von Unternehmen. Grundlagen zu Währungssystemen und Kapitalmärkten, internationalen Handelstheorien und ausländischen Direktinvestitionen runden das im Rahmen der Veranstaltung vermittelte Grundwissen ab. Der Schwerpunkt der Vorlesung liegt auf den Sachfunktionen von Unternehmen und deren Ausgestaltung im Rahmen der internationalen Unternehmenstätigkeit.				
4	Kompetenzen Das Modul vermittelt ein übergreifendes Verständnis für internationale Unternehmenstätigkeit und deren Management. Studierende erwerben ein umfangreiches Wissen bzgl. der Instrumente zur Steuerung aller internationalen Unternehmensfunktionen und lernen deren Einsatz- und Gestaltungsmöglichkeiten anhand von Fallstudien kennen.				
5	Prüfungen Hinsichtlich der Art der Prüfung kann zwischen einer Modulprüfung in Form einer 90-minütigen Klausurarbeit und der Bearbeitung und Präsentation einer Fallstudie (Notenanteil: 40%) in Verbindung mit einer 60-minütigen Klausurarbeit (Notenanteil: 60%) gewählt werden.				
6	Prüfungsformen und -leistungen <input checked="" type="checkbox"/> Modulprüfung <input checked="" type="checkbox"/> Teilleistungen 2 Teilleistungen				
7	Teilnahmevoraussetzungen -keine- Empfohlen wird abgeschlossenes Modul 6.				
8	Modultyp und Verwendbarkeit des Moduls Wahlpflichtmodul in den Bachelor-Studiengängen Wirtschaftswissenschaften, Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik Statistik, Angewandte Literatur-, Kultur- und Sprachwissenschaften, Journalistik, Erziehungswissenschaften sowie in den Master-Studiengängen WiWi für ein Lehramt am Berufskolleg (LABG 2009), Informatik, Chemische Biologie und Physik.				
9	Modulbeauftragte/r Prof. Dr. Andreas Engelen		Zuständige Fakultät Wirtschafts- und Sozialwissenschaften		

Modul 8a-d: Internationales Management II					
Bachelor-Studiengang: „Wirtschaftswissenschaften“					
Turnus	Dauer	Studienabschnitt	Credits	Aufwand	
Jährlich zum SS	1 Semester	4. Semester	7,5	225 h	
1	Modulstruktur				
	Nr.	Element / Lehrveranstaltung	Typ	Credits	SWS
	1	Concepts & Cases in International Marketing	V+Ü	7,5	4
2	Lehrveranstaltungssprache Englisch				
3	Lehrinhalte In „Concepts and Cases in International Marketing“ wird die spezifische institutionelle Perspektive des Marketing, nämlich die Internationalität der Geschäftsbeziehungen fokussiert. Es werden wichtige Grundlagen, Strategien und Instrumente des internationalen Marketing vermittelt.				
4	Kompetenzen Das Modul vermittelt die Besonderheiten und Aufgaben des internationalen Marketing. Die Studierenden erhalten das notwendige Problembewusstsein und Methodenkompetenz zur Analyse und Bewältigung von Fragestellungen im Kontext internationalen Marketingmanagements.				
5	Prüfungen Hinsichtlich der Art der Prüfung kann zwischen einer Modulprüfung in Form einer 90-minütigen Klausurarbeit und der Bearbeitung von Projekten/Fallstudien (Notenanteil: 40%) in Verbindung mit einer 60-minütigen Klausurarbeit (Notenanteil: 60%) gewählt werden.				
6	Prüfungsformen und -leistungen <input checked="" type="checkbox"/> Modulprüfung <input checked="" type="checkbox"/> Teilleistungen 2 Teilleistungen				
7	Teilnahmevoraussetzungen -keine- Empfohlen wird abgeschlossenes Modul 2.				
8	Modultyp und Verwendbarkeit des Moduls Wahlpflichtmodul in den Bachelor-Studiengängen Wirtschaftswissenschaften, Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik Statistik, Angewandte Literatur-, Kultur- und Sprachwissenschaften, Journalistik, Erziehungswissenschaften sowie in den Master-Studiengängen WiWi für ein Lehramt am Berufskolleg (LABG 2009), Informatik, Chemische Biologie und Physik.				
9	Modulbeauftragte/r Prof. Dr. Hartmut Holzmüller		Zuständige Fakultät Wirtschafts- und Sozialwissenschaften		

Business A: Accounting & Finance					
Module: Finance III					
M.Sc. Program: „Wirtschaftswissenschaften“					
Frequency	Duration	When taught	Credit points	Time	
Winter term	1 semester	2./3. semester	7,5	225 h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit hours
	1	Financial Econometrics	V+Ü	7,5	4
2	Language of instruction English				
3	Content of the module This lecture applies modern econometric methods to current questions from the field of finance, risk-management and commodity markets. We will both explore the theoretical dimensions of the models used as well as apply the methods to real-life datasets.				
4	Competences Students learn the basic and advanced methods of financial econometrics. They apply the methods using datasets and thereby learn both the application of econometric methods as well as the caveats associated with real-life data, data gathering and data mining. The use of econometric software (R, matlab) is an essential part of this course.				
5	Examinations Written and graded exam covering the entire module (90 minutes) or presentation (30min) based on written case study's expose. The mode of the exam will be assigned at the beginning of the course.				
6	Type of Examination <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Requirements -none- Recommended: Knowledge in statistical and econometrical methods, prior knowledge in finance, e.g. one of the modules. Due to limited PC-capacities you need to apply for this course.				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften, WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik.				
9	Module Coordinator Prof. Dr. Peter N. Posch		Responsible department Wirtschafts- und Sozialwissenschaften		

Business A: Accounting & Finance					
Module: Finance V					
New module starting summer term 2015					
M.Sc. Program: „Wirtschaftswissenschaften“					
Frequency Each semester	Duration 1 semester	When taught 3. semester	Credit points 7,5	Time 225 h	
1	Structure of the module				
	No.	Courses	Type	Credits Points	Credit hours
	1	Research Topics in Finance, Risk- and Resource management	S	4	2
	2	Quantitative research methods	V+Ü	3,5	2
2	Language of instruction English				
3	Content of the module In this course we will discuss current research topics including, but not limited to, the methods applied, the scope and aim of the research and its impact. We train quantitative analysis with concrete research questions and real datasets and increase the competency in academic writing and methodology.				
4	Competences Analytical and quantitative competences in the field of finance and risk management are trained. The seminar prepares students for the master thesis to which the topics can be (generally) extended. Literature research as well as the current state of the academic discussion in the topic's area furthermore deepens the student's competences in pursuing an academic training on a high level.				
5	Examinations Graded written paper and oral presentation.				
6	Type of Examination <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Requirements -none- We expect at least one master module in the area of finance and interest in the research topics in the field of finance, risk management and resource management or/and an application for writing the master thesis.				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften, WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik.				
9	Module Coordinator Prof. Dr. Peter N. Posch		Responsible department Wirtschafts- und Sozialwissenschaften		

Business A: Accounting & Finance					
Module: Investition und Finanzierung III (Finance)					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency	Duration	When taught	Credit Points	Time	
Winter term	1 semester	2./3. semester	7,5	225 h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Financial Decision Making and Risk Management	S	7,5	4
2	Language of instruction English / Deutsch (german topics are available)				
3	Content of the Module The seminar focuses on the theory of financial decision making under uncertainty and applied financial risk management by derivatives such as futures, options, and swaps. Topics of the seminar also deal with computational techniques of finance, mathematical programming models and the measurement of risk.				
4	Competences Students will experience thorough investigations of major decisions models and theoretical concepts in finance. They also will acquire an understanding of implementing and using methods and algorithms for the solutions of financial management problems. Furthermore they will gain in-depth knowledge of numerical analysis and derivational management of risk and risk design.				
5	Examinations Graded written coursework and oral presentation.				
6	Type of Examinations <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Requirements -none- Recommended: Knowledge of Finance I and II				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften, WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik.				
9	Module Coordinator Prof. Dr. Jack E. Wahl		Responsible department Wirtschafts- und Sozialwissenschaften		

Business A: Accounting & Finance					
Module: Investition und Finanzierung IV (Finance)					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency	Duration	When taught	Credit Points	Time	
Winter term	1 semester	1./2./3. semester	7,5	225 h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Corporate Finance	L+E	7,5	4
2	Language of instruction English				
3	Content of the Module The lecture gives the students an introduction into the broad field of Corporate Finance which covers the area of finance dealing with monetary decisions that companies make. While the primary goal of corporate finance is the maximization of a company's shareholder value, many topics in Corporate Finance deal with the optimal capital structure of the firm. Further topics include the valuation of stocks, bonds and debt, debt design and debt policy, dividend policy, Mergers and Acquisitions, Corporate Control and Governance.				
4	Competences Students will gain an in-depth understanding of the decision making process in corporate finance. The students will acquire analytical skills needed for the valuation of debt and equity. Through case studies and group work, the students will improve on their social skills and prepare for a subsequent employment in the financial industry. Finally, the students will get an understanding of the trade-off between optimal capital budgeting and capital structure.				
5	Examinations Written and graded exam covering the entire module (90 minutes).				
6	Type of Examinations <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Requirements -none- Recommended: Knowledge in investments and finance on a bachelor level.				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften, WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik.				
9	Module Coordinator JProf. Dr. Gregor Weiß		Responsible department Wirtschafts- und Sozialwissenschaften		

Business A: Accounting & Finance					
Module: Unternehmensrechnung und Controlling VI (Management Accounting and Control)					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency	Duration	When taught	Credit Points	Time	
Summer term	1 semester	1./2./3. semester	7,5	225 h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Applications of Management Control	S	7,5	4
2	Language of instruction English				
3	Content of the Module Management control is a core function of management. Management control systems are widely used to ensure that company strategies are implemented effectively. In this context, management accountants are required to make decisions about (1) responsibility structures (e.g. cost or profit centers), (2) performance measures (e.g. financial or non-financial), (3) performance evaluations (e.g. performance targets/benchmarks) and (4) rewards (e.g. variable compensation components). Different aspects of the design, implementation, and weaknesses of management control systems are discussed in this course.				
4	Competences This course is designed to broaden and deepen students' conceptual and technical understanding of management control systems. The participants will learn to apply and to evaluate different aspects of management control systems. The course is issue-oriented with current and emerging issues of management accounting as a major focus.				
5	Examinations Graded seminar paper.				
6	Type of Examinations <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Requirements -none- Recommended: Knowledge in management accounting on a bachelor level.				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften, Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik and Statistik.				
9	Module Coordinator Prof. Dr. Andreas Hoffjan		Responsible department Wirtschafts- und Sozialwissenschaften		

Business B: Management & Organizations					
Module: Entrepreneurship II (former module / core subject Human Resource Development in Complex Systems II)					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency	Duration	When taught	Credits	Time	
Summer term	1 semester	1./2./3. semester	7,5	225 h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Foundations of Systematic and Strategic Entrepreneurship in Complex Systems	S	4	2
	2	Utilization of Systematic and Strategic Entrepreneurship in Complex Systems	E	3,5	2
2	Language of instruction English				
3	Content of the Course The requirements and questions for the necessity of a systematic and strategic Entrepreneurship in Complex Systems will be addressed. In this context new approaches e.g. for founding new ventures or acquisitions will be discussed. The seminar includes the practical implications of Entrepreneurship. Furthermore the aim of the seminar is to gain an in-depth understanding of the topic as well as the discussion of a practical realization of the developed concepts and strategies. Thereby the demonstration of theoretical concepts could be achieved through Business Games.				
4	Competences The students achieve different competencies. They will be able to identify, analyze and evaluate critical situations. To prove in Business Games the students have to recognize economic relations and develop alternative solutions. A core aspect in the seminar is to obtain competencies like team-orientation, decision-making, communication-skills and ability to take criticism.				
5	Examinations Each element consists of a written report and a presentation, both exams will be graded.				
6	Type of Examinations <input type="checkbox"/> Covering the entire module <input checked="" type="checkbox"/> Relating to individual courses 2 exams				
7	Requirements -none-				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften, WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik <u>and</u> offer to participants of Entrepreneurship School.				
9	Module Coordinator Prof. Dr. Liudvika Leisyte		Responsible department Wirtschafts- und Sozialwissenschaften		

Business B: Management & Organizations					
Module: Entrepreneurship IV					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency	Duration	When taught	Credits	Time	
Winter term	1 semester	1./2./3. semester	7,5	225 h	
1	Structure of the Module				
	No.	Courses	Type	Credits Points	Credit Hours
	1	Academic Entrepreneurship Trends	S	4	2
	2	Applying Entrepreneurship Research	E	3,5	2
2	Language of instruction English				
3	Contents of the Course Today universities are expected to be entrepreneurial and engage with industry and broader society, entrepreneurship is seen as an engine for knowledge economies across the world. In this context the role of entrepreneurs at universities are emphasized. This seminar will use the latest empirical as well as theoretical insights of entrepreneurship studies to address the main trends in academic entrepreneurship. The tutorial will point to the practical aspects of academic entrepreneurship.				
4	Competences This seminar and tutorial will inform students about the latest trends in academic entrepreneurship. Students will critically reflect on the key findings of academic entrepreneurship studies. Besides acquainting themselves with the main barriers as well as facilitators of creation of new ventures they will acquire practical skills such as development of a business idea and pitching it.				
5	Examinations Graded presentation and seminar paper.				
6	Type of Examinations <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Reuquirements -none-				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften, WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik <u>and</u> offer to participants of Entrepreneurship School.				
9	Module Coordinator Prof. Dr. Liudvika Leisyte		Responsible department Wirtschafts- und Sozialwissenschaften		

Business B: Management & Organizations					
Module: Marketing I					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency	Duration	When taught	Credit Points	Time	
Summer term	1 semester	1./2./3. semester	7,5	225h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Industrial Marketing	L+E	7,5	4
2	Language of instruction English				
3	Content of the Module Buying behavior and thus marketing in business-to-business (B2B) settings are in many ways different from business-to-consumer (B2C) settings. This module provides advanced marketing students with insights about marketing of industrial goods and services to business customers. In addition to fundamental aspects of B2B marketing (e.g., organizational buying behavior), more recent developments such as B2B communication via social media will be covered. Participants will learn the specific aspects of applying marketing theories and designing marketing strategies in B2B settings. Contents of this module include: (1) fundamental characteristics of industrial marketing management, (2) organizational buying processes, (3) marketing research for industrial markets, and (4) the general and business type specific development of marketing activities and programs for industrial markets. In addition to traditional teaching methods, participants will work on and discuss case studies to directly apply course contents and deepen the understanding of industrial marketing.				
4	Competences The module will provide participants with advanced knowledge about decision models, planning methods, and specific instruments of industrial marketing management. After the course, participants will (a) know the specificities of marketing in a business-to-business context, (b) be able to analyze organizational buying processes and to derive implications for marketing and sales approaches, (c) have the theoretical knowledge and practical insights on how to design and implement B2B marketing strategies for different business types, (d) be able to independently design, carry out, and analyze research projects on B2B marketing topics.				
5	Examinations Written and graded exam covering the entire module (90 minutes) <u>or</u> Cases Studies (40%) + written and graded exam (60 minutes, 60%).				
6	Type of Examinations <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Requirements -none- Recommended: Basic knowledge in Marketing as well as in methods and instruments in Marketing Research/Planning.				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften, WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik.				
9	Module Coordinator JProf. Dr. Tobias Schäfers		Responsible department Wirtschafts- und Sozialwissenschaften		

Business B: Management & Organizations					
Module: Marketing III					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency	Duration	When taught	Credit Points	Time	
Summer term	1 semester	3. semester	7,5	225 h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Concepts & Cases in International Marketing	L+E	7,5	4
2	Language of instruction English				
3	Content of the Module This module focuses on international business relations. In this course important basics, strategies and instruments of international marketing are presented and discussed. A particular focus lies on general frameworks and theoretical backgrounds in the context of international marketing. Besides theoretical foundations, forms of international market segmentation, determinants of market selection as well as strategic option of market development are covered in the lecture. Other core topics include the specific composition of the marketing mix for the adaption of international markets, typical marketing tasks as well as planning and decision making processes particular to international and intercultural marketing. Students learn the decision making and the transfer of theoretical concepts into real world problems with the help of case studies in the exercise.				
4	Competences The module helps to understand characteristics and functions of international marketing. Students learn to be aware of problems in the context of international marketing and get methodological competence for the management analysis. After this course students will be more sensitive regarding international marketing topics and get an understanding for actual issues and challenges in global markets. The professional competence guarantees that students are able to face up strategic and operational marketing tasks in global markets even under continuous changing conditions.				
5	Examinations Written and graded exam covering the entire module (90 minutes) <u>or</u> Cases Studies (40%) + written and graded exam (60 minutes, 60%).				
6	Type of Examinations <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Requirements -none- Recommended: Marketing I+II.				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften, WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik.				
9	Module Coordinator Prof. Dr. Hartmut H. Holzmüller		Responsible department Wirtschafts- und Sozialwissenschaften		

Business B: Management & Organizations					
Module: Strategisches und Internationales Management II (Strategic and International Management)					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency		Duration	When taught	Credit Points	Time
Summer term		1 semester	1./2./3. semester	7,5	225 h
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Cross-cultural Management	L+E	7,5	4
2	Language of instruction English				
3	Content of the Module As a result of globalization at both societal and organisational levels, it becomes increasingly important to be aware of cultural differences as well as similarities. The purpose of this module is to provide students with the fundamental skills for managing in a multicultural environment. "Cross-Cultural Management" is the practice of applying management principles in a multicultural environment by describing organizational behaviour, analyzing and comparing organizational behaviour in different countries. Students will learn about the challenges that internationally acting managers face in their daily business. The main focus will be on national cultural differences and processes at the individual, group and organizational levels will be examined.				
4	Competences Students will gain an in-depth understanding of the nature of culture, the relevant theories and frameworks and should be able to apply these theories and concepts to a range of different cultural and organisational settings. Beyond that their knowledge of the economic, social, political and ethical issues related to globalization will be increased.				
5	Examinations Written and graded exam covering the entire module (90 minutes).				
6	Type of Examinations <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Requirements -none- Recommended: Knowledge in Management on a bachelor level.				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften, WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik.				
9	Module Coordinator Prof. Dr. Andreas Engelen			Responsible department Wirtschafts- und Sozialwissenschaften	

Business C. Operations and Information					
Module: Operations Research IV					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency	Duration	When taught	Credit Points	Time	
Summer term	1 semester	1./2./3.	7,5	225 h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Modelling of Queuing Systems	L+E	7,5	4
2	Language of instruction English				
3	Content of the Module Queuing Models are formal descriptions of waiting lines and waiting systems. The analysis of such models delivers formulas that allow to evaluate real world waiting systems by different performance measures. This course will examine the fundamental concepts and tools in modeling queuing systems and queuing networks, as well from a theoretical point of view, as from their applications in business, production systems, engineering, etc. In the exercises various different waiting systems are systematically investigated and the related performance measures are deduced using simulation techniques and spreadsheet applications.				
4	Competences The formal approaches to investigate “customer-service-situations” in waiting systems are considered as one of the standard methods in Operations Research and Management Science. The course aims at a thorough understanding of real world queuing systems. By the <i>Kendall</i> classification of such systems their characteristics be described and used as the input for modeling. A large class of such queuing situations can be described by <i>Markov</i> chains, that are “simple” (but deep) instruments, also for obtaining the relevant performance measures. The course focuses how to use this tool for modelling and evaluating various real world waiting systems. Networks of waiting lines are also considered. Here methods are derived how to subdivide them into “smaller systems” that can be separately treated by the previous described approaches .				
5	Examinations Written (90 minutes) or oral (30 minutes). The type of examination will be announced at the beginning. The exam is graded.				
6	Type of Examinations <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Requirements Sufficient knowledge in Operations Research, Mathematics and Statistics (in particular: probability theory, distributions, moments and stochastic processes). The status of knowledge in these fields will be checked at the beginning of the course. Attention: The module can only be passed if the course “Technisch-ökonomische Wartesysteme” (Module Operations Research II) has not been completed before.				
8	Status of the module Elective Module for foreign students, who do not speak German. Elective module in the M.Sc. programmes Wirtschaftswissenschaften, WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik and Statistik.				
9	Module Coordinator Prof. Dr. Peter Recht		Responsible department Wirtschafts- und Sozialwissenschaften		

Business C: Operations & Information					
Module: Produktion und Logistik I (Production Management and Logistics)					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency	Duration	When taught	Credit Points	Time	
Winter term	1 semester	1./2./3. semester	7,5	225 h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Production Planning and Control	L+E	7,5	4
2	Language of instruction English				
3	Content of the Module The lectures are focusing on - a theory-driven economic analysis of production systems, - the transfer of theoretical knowledge into a theory-based production management, - quantitative approaches for production planning systems - computer aided modeling and solving of planning problems.				
4	Competences A deepened understanding of planning models and solution approaches applied in production planning and control systems (PPC Systems) is conveyed. The students are enabled to assess the suitability of the different approaches depending on the planning situation. They are able to implement planning models in optimization software and to solve these models by means of a standard solver.				
5	Examinations Written and graded exam covering the entire module (90 minutes).				
6	Type of Examinations <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Requirements -none- Recommended: Knowledge about production and operations management on a bachelor level.				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften, WiWi für ein Lehramt am Berufskolleg (Modellversuch), Sozialwissenschaftliche Innovationsforschung, Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik.				
9	Module Coordinator Prof. Dr. Ralf Gössinger		Responsible department Wirtschafts- und Sozialwissenschaften		

Business C: Operations & Information					
Module: Supply Chain Management I					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency	Duration	When taught	Credit Points	Time	
Summer term	1 semester	1./2./3. semester	7,5	225 h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Supply chain design and coordination	L	4,0	2
	2	Selected topics in supply chain management	S	3,5	2
2	Language of instruction English				
3	Content of the Module The lecture deals with a range of key topics in supply chain design and coordination, including risk pooling strategies, delayed differentiation, facility location, and closed-loop supply chain design and coordination. The course is featuring operations research/ management science approaches to the associated decision making via mathematical modeling and model-based analysis. The lectures are being further extended with the seminar in which the students deliver an individual written work on one of the related topics and further present it in the class.				
4	Competences The students acquire a deepened understanding of problems in supply chain design and coordination and become acquainted with established approaches to their tackling as well as with the existing academic research addressing this problem area.				
5	Examinations In the lecture course: a written and graded exam on the course contents (60 minutes). In the seminar course: a written and graded coursework with an oral presentation.				
6	Type of Examinations <input type="checkbox"/> Covering the entire module <input checked="" type="checkbox"/> Relating to individual courses 2 exams				
7	Requirements -none- Recommended: Knowledge of production and operations management on a bachelor level.				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften, WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik.				
9	Module Coordinator JProf. Dr. Grigory Pishchulov		Responsible department Wirtschafts- und Sozialwissenschaften		

Business C: Operations & Information					
Module: Supply Chain Management II					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency	Duration	When taught	Credit Points	Time	
Winter term	1 semester	1./2./3. semester	7,5	225 h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Supply chain coordination and operations	L	4,0	2
	2	Closed-loop supply chain research	S	3,5	2
2	Language of instruction English				
3	Content of the Module The lecture course deals with a range of key topics in supply chain coordination, including coordination with contracts and information sharing, and further addresses operational level decisions pertaining to inventory management and vehicle routing. The course is featuring operations research/management science approaches to the associated decision making via mathematical modeling and model-based analysis. The lectures are being further augmented by the seminar in which the students deliver an individual written work on one of the closed-loop supply chain research topics and further present it in the class.				
4	Competences The students acquire a deepened understanding of problems in supply chain coordination and operations and become acquainted with approaches to tackling them, as well as with the existing academic research addressing this problem area.				
5	Examinations In the lecture course: a written and graded exam on the course contents (60 minutes). In the seminar course: a written coursework with an oral presentation.				
6	Type of Examinations <input type="checkbox"/> Covering the entire module <input checked="" type="checkbox"/> Relating to individual courses 2 exams				
7	Prerequisites -none- Recommended: Knowledge of production and operations management on a bachelor level.				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften, WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik.				
9	Module Coordinator JProf. Dr. Grigory Pishchulov		Responsible department Wirtschafts- und Sozialwissenschaften		

Business C: Operations & Information					
Module: Wirtschaftsinformatik V (Business Information Management)					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency	Duration	When taught	Credit Points	Time	
Winter term	1 semester	1./2./3. semester	7,5	225 h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Business IT-Case Studies	E	7,5	4
2	Language of instruction English				
3	Content of the Module Business information management is a quickly evolving discipline where many new topics come up every year. This seminar deals with recent topics in business information management. In several business case studies students learn about new topics and their relevance for businesses. Students solve the case studies mostly not alone but in a working team. In addition they have to prepare a report where they describe how they would solve the given problem for the business discussed. Based on this report, each group presents their result. Students will learn about the challenges that IT managers have to face in their daily business. The main focus of the analysis is on economic efficiency with the adoption of best practices and therefore developments in Enterprise-scale IT.				
4	Competences Students will gain an in-depth understanding of recent developments in business information management and the way how these businesses may benefit from new developments. They learn how to apply their acquired knowledge among several disciplines of business science in different contexts.				
5	Examinations Graded presentations on the basis of written reports.				
6	Type of Examinations <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Prerequisites -none- Recommended: Knowledge in Management on a bachelor level.				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften, WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik.				
9	Module Coordinator Prof. Dr. Richard Lackes		Responsible department Wirtschafts- und Sozialwissenschaften		

Economics					
Module: Applied Economics III					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency Summer term	Duration 1 semester	When taught 1./2./3. semester	Credit Points 7,5	Time 225 h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Advanced business cycle analysis	L+E	7,5	4
2	Language of instruction English				
3	Content of the Module The lecture covers current quantitative business cycle theories cast in the form of dynamic stochastic general equilibrium models. Students will learn about the quantitative implications of modelling decisions used in state-of-the-art business cycle models, the analytical and numerical solution of models, as well as their uses for simulation and empirical evaluation of theories.				
4	Competences Students acquire the ability to solve and quantitatively evaluate dynamic stochastic general equilibrium models. In the exercises, students will practically learn how to use software tools for numerical solution, simulation, and evaluation of theoretical models. Thus, they will gain the methodological competence to participate in applied macroeconomic research.				
5	Examinations Written and graded exam covering the entire module (90 minutes).				
6	Type of Examinations <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Requirements -none-				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften (esp. fast track), WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik.				
9	Module Coordinator Prof. Dr. Ludger Linnemann		Responsible department Wirtschafts- und Sozialwissenschaften		

Economics					
Module: Makroökonomie IV (Macroeconomics)					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency Winter term	Duration 1 semester	When taught 1./2./3. semester	Credit Points 7,5	Time 225 h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Dynamic macroeconomics	L+E	7,5	4
2	Language of instruction English				
3	Content of the Module This module presents methods and core applications of modern dynamic macroeconomic theory. Main topics are consumption and savings choices in incomplete markets, pricing of risky and riskless assets and applications to (optimal) fiscal policy and (search) theory of frictional labor markets.				
4	Competences The module provides tools and main results in modern dynamic macroeconomics on an advanced level to enable students to conduct their own research in macroeconomics.				
5	Examinations Graded written exam (90 minutes) or oral exam (30 minutes) covering the entire module (mode will be announced in time).				
6	Type of Examinations <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Requirements -none-				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften (esp. fast track), WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik.				
9	Module Coordinator Prof. Dr. Philip Jung		Responsible department Wirtschafts- und Sozialwissenschaften		

Economics					
Module: Mikroökonomie II (Microeconomics)					
M.Sc. Programme „Wirtschaftswissenschaften“					
Frequency	Duration	When taught	Credit Points	Time	
Both terms	1 semester	1./2./3. semester	7,5	225 h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Economics of Information	L	3,5	2
	2	Auctions: Theory, Applications, and Experiments	L	4	2
	3	Seminar in Economic Theory I	S	4	2
2	Language of Instruction English				
3	Content of the Module Element 1 proceeds from module 1. It delves into the explicit consideration of the distribution of information, in particular of markets with informational asymmetries and treats Moral Hazard, Adverse Selection, Signaling and Screening in jobmarkets, markets for insurance and markets for used cars. Element 2 introduces the foundations of the theory of auctions with private and interdependent valuations and of 'all pay auctions', the revenue equivalence theorem, and mechanism design. The element analyzes two European case studies (the '3G'-mobile phone auctions, the design of treasury bond auctions). Furthermore, the module reviews the literature on experimental studies on auctions. The seminar in Economic Theory in element 3 completes the module. The topics vary from term to term but meet the microeconomic methodological requirements and fit into the theme of the module.				
4	Competences The aim of element 1 is to generate theoretical comprehension of real market structures and of the diversity of observed behavior. In particular the systemic perspective on basis of the game theoretic approach, that individual behavior cannot be determined isolatedly, shall facilitate the ability for autonomous economic reasoning within market-based structures. Element 2 facilitates the skill to analyze practice-oriented problems of auctioning of economic goods strategically. Participants obtain profound knowledge of the literature and learn how to test scientific leading questions experimentally. The compulsory seminar serves the acquirement of the capability to communicate these abilities.				
5	Examinations Participants must pass a written and graded exam (60 minutes) of element 1 and may choose between elements 2 and 3. Element 2 requires a written and graded exam (60 minutes) and Element 3 requires a graded presentation. All examinations can be done in German if requested.				
6	Type of Examinations <input type="checkbox"/> Covering the entire module <input checked="" type="checkbox"/> Relating to individual courses 2 exams				
7	Requirements -none- Recommended: knowledge of game theory at bachelor level.				
8	Type of Module and Applicability of the Module Elective module in the M.Sc. programmes Wirtschaftswissenschaften, WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik				
9	Module Coordinator Prof. Dr. Wolfgang Leininger		Responsible department Wirtschafts- und Sozialwissenschaften		

Economics					
Module: Mikroökonomie IV (Microeconomics)					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency Winter term	Duration 1 semester	When taught 1./2./3. semester	Credit Points 7,5	Time 225 h	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Game Theory	L+E	7,5	4
2	Language of instruction English				
3	Content of the Module Game theory is a mathematical method of modeling virtually any situation in which humans interact and it has found applications in virtually every aspect of the social sciences. This course will examine the fundamental tools and concepts of game theory, both from a rationalistic as well as evolutionary point of view, while maintaining a focus on its applications in economics and business.				
4	Competences The course aims at a thorough understanding of interactive decision situations. Any social situation can be modeled as an interactive decision problem; i.e. a game. Mastering the modeling stage is the first step to analysis and finally solution of the problem. In particular, game theoretical models of market competition are contrasted with the standard approach to perfect competition, which is based on classical decision theory. The need of methodological competence to understand real world phenomena is stressed in this way.				
5	Examinations Written and graded exam covering the entire module (90 minutes).				
6	Type of Examinations <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Requirements -none- Recommended: Knowledge of game theory at bachelor level.				
8	Status of the Module Elective Module for M.Sc. programmes Wirtschaftswissenschaften (esp. fast track), WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik.				
9	Module Coordinator Prof. Dr. Wolfgang Leininger		Responsible department Wirtschafts- und Sozialwissenschaften		

Economics					
Module: Wirtschaftspolitik II (Economic Policy)					
M.Sc. Programme: „Wirtschaftswissenschaften“					
Frequency Winter term	Duration 2 semesters	When taught 1./2./3. semester	Credit Points 7.5	Time 225 hrs	
1	Structure of the Module				
	No.	Courses	Type	Credit Points	Credit Hours
	1	Microeconometrics and Empirical Studies on Labor Economics and Industrial Organization	L	7.5	4
2	Language of instruction English (except German gets unanimous vote)				
3	Content of the Module “Microeconometrics” covers the analysis of individual data, such as households and firms. The major tools for empirical research in the presence of censored data, limited dependent variables, selectivity and similar problems are examined. Empirical examples are also discussed. The course „Empirical studies on labor economics and industrial organization“ presents articles which apply microeconomic methods to typical problems in economics.				
4	Competencies These courses aim at providing essential knowledge for analyzing data at the microeconomic, individual level. The students will gain an understanding of the basic problems and will be confronted with representative applications. The connections between theory and empirical test are also illustrated.				
5	Examinations Written and graded exam covering the entire module (90 minutes).				
6	Type of Examinations <input checked="" type="checkbox"/> Covering the entire module <input type="checkbox"/> Relating to individual courses				
7	Prerequisites None- However basic knowledge of empirical economics is advantageous.				
8	Status of the Module Elective Module in the M.Sc. programmes Wirtschaftswissenschaften (esp. fast track), WiWi für ein Lehramt am Berufskolleg (Modellversuch), Wirtschaftsmathematik, Wirtschaftsingenieurwesen, Logistik, Mathematik und Statistik.				
9	Module Coordinator Prof. Dr. Kornelius Kraft		Responsible Department Wirtschafts- und Sozialwissenschaften		