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Bachelor Courses - Summer Term 2020

Department: Faculty of Business and Economics

Contact: M.Sc. Lüdmila Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Bachelor

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Peter N. Posch

Requirements: Separate application is required. Please contact Lüdmila Riesen

Course description:

We are introducing Excel and VBA to master the basic challenges in the financial industry. The theory gained in the previous course Investment-, Portfolio- and Risk Management is applied to real datasets in finance. We focus again on the topics derivatives pricing, portfolio theory and risk measures. Before, you learn how to gather financial data from open sources using API's and how to clean your own dataset. Participants work in our computer lab in small groups, individually supported by our instructors. After taking this course, participants have improved their own practical skills, transforming financial theory into real-world financial applications.

Take away:

- Derivatives pricing (e.g. options, swaps) Portfolio theory,
- optimization and performance measures Risk measures (e.g. VaR, Expected shortfall)
- Practical skills using Excel/VBA

<http://wp.firm.de/index.php/service/financial-modeling/>

Proofs of academic achievement: Graded written exam (90 minutes)

Department: Faculty of Business and Economics

Contact: M.Sc. Lüdмила Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Bachelor

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Steffen Strese

Requirements: -none-

Course description:

This course discusses strategy development while focusing on external environmental influences as well as national culture. Based on that, possible growth strategies for multinational enterprises are introduced. Within those growth strategies the lecture elaborates on innovations as basic success drivers. Moreover, it is discussed how to handle innovative-driven growth in different countries.

Take away:

By participating in this course students become familiar with basic instruments and tools of strategic management. By including cases the tutorial helps students to apply those instruments and tools in practice.

<http://www.wiwi.tu-dortmund.de/wiwi/im/de/lehre/veranstaltungen/sommersemester/IB/index.html>

Proofs of academic achievement: Students can choose between two options: Option 1) 90 minutes exam covering the entire module, Option 2) Preparation and presentation of a case (counts for 40 % of the grading) and 60 minutes exam (counts for 60 % of the grading).

Department: Faculty of Business and Economics

Contact: M.Sc. Lüdмила Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Bachelor/Master

Course type: Lecture & Exercises

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Hartmut Holzmüller

Requirements: -none-

Course description:

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.

Take away:

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.

http://www.wiwi.tu-dortmund.de/wiwi/m/de/lehre/veranstalt/sose_20/Concepts_and_Cases/index.html

Proofs of academic achievement: Written and graded exam covering the entire module (90 minutes) or choice between written and graded exam covering the entire module (90 minutes) and Case Studies (1/3) + written and graded exam (60 minutes, 2/3) (mode will be announced in time).

Department: Faculty of Business and Economics

Contact: M.Sc. Lüdmila Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Bachelor

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: AProf. Dr. Nadine Georgiou

Requirements: -none-

Course description:

Relevance of International Accounting

The globalization of financial markets in the last decades affected the information demand on the capital markets significantly. Even though companies disclosed mandatory financial statements according to their local GAAP, as for Germany the Handelsgesetzbuch (HGB), the cross-listing of shares on international stock exchanges as New York, London or Tokyo, forced them to publish more investor-oriented financial information. At the end of the nineties, German companies thus started voluntarily disclosing financial statements according to the International Accounting Standards (IAS)/International Financial Reporting Standards (IFRS). In order to harmonize diverse accounting practices within Europe, the EU-Commission decided the mandatory introduction and enforcement of the IAS/IFRS for consolidated financial statements of public companies since 2005.

The IAS/IFRS focusses on investor-oriented financial information and the true and fair view principle, contrary to the more conservative principles of the German GAAP (HGB) including creditor protection and capital maintenance. Further, the IAS/IFRS are set up according to case law (not code law like the German GAAP) and developed by a private standard setting board, the IASB (International Accounting Standard Board).

Content of the Lecture: The lecture Introduction to International Accounting gives an overview of the fundamental principles and standards within the IFRS framework. We will deal with recognition, measurement and disclosure issues of several IFRS standards, including the revaluation model (IAS 16), the impairment test (IAS 36) as well as the value concept of fair value (IFRS 13). Moreover, we will address additional disclosure elements, like the notes and the management commentary.

- (1) Financial Reporting and Accounting Standards
- (2) Conceptual Framework
- (3) Value Concepts
- (4) Cash Receivables
- (5) Inventories
- (6) Property, Plant and Equipment
- (7) Depreciation and Impairment

- (8) Intangible Assets and Goodwill
- (9) Current Liabilities, Provisions and Contingencies
- (10) Financial Instruments
- (11) Equity
- (12) Revenue Recognition
- (13) Statement of Cash Flows
- (14) Presentation and Disclosure in Financial Reporting

Literature: Kieso, D. E., Weygandt, J. J., & Warfield, T. D. (2014): Intermediate Accounting, 2th Edition, Wiley.

Picker, R., Clark, K., Dunn, J., Koltz, D., Livne, G., Loftus, J., & van der Tas. L. (2016): Applying IFRS Standards, 4th Edition, Wiley.

II. Lecture Goal: In the course of the lecture, the students will obtain profound knowledge of IAS/IFRS. They will be able to prepare, analyze, and interpret financial statements according to IAS/IFRS. Additionally, they will learn to critically discuss published standards as well as current developments in the IFRS framework.

The acquired skills are essential for the professional areas of e.g. accounting, auditing, financial analyses, consulting, risk, and tax advisory.

<http://www.wiwi.tu-dortmund.de/wiwi/af/de/lehre/veranstaltungen/sommersemester-2020/Bachelor-Introduction-to-International-Accounting/index.html>

Proofs of academic achievement: Written exam at the end of summer-term, retake at the beginning of winter-term, no mid-terms

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Degree programme: Bachelor

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: Prof. Galina Zudenkova, Ph.D.

Requirements: -none-

Course description:

This course focuses on the government's practices to raise revenue via taxation and deficit, and on the redistribution of those revenues. The course covers tax policy and inequality, with the special emphasis on current policy issues such as poverty, income tax reform, and budget deficits. The goal is to provide an understanding of the background of tax incidences, labor income taxes and transfers, and capital income taxation.

Take away:

Students learn theoretical and empirical tools for analysing the questions related to income and capital taxation, and redistribution. Students acquire knowledge on various tax incidences, and effects of taxation and redistribution on economic outcomes and efficiency. The course should prove useful for any student interested in analysis of taxation and its implications for the economy.

<https://www.lsf.tu-dortmund.de/qisserver/rds?state=verpublish&status=init&vmfile=no&publishid=221255&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung>

Proofs of academic achievement: Written and graded exam covering the entire module (90 minutes).

Department: Faculty of Business and Economics

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Degree programme: Bachelor

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: Dr. Edgar Preugschat

Requirements: -none-

Course description:

In this course, you will learn about the functioning and outcomes of the labor market both from a microeconomic and macroeconomic perspective. After covering the main theories of labor supply and demand, we will look in detail at the incentives for education (human capital) and the effects of changes in technology (e.g. automation and digitalization) on wage inequality and employment. Other special topics are the effects of income taxes on labor supply and the role of discrimination for both employment chances and wages. The final part of the course will introduce you to theories of unemployment and public policy responses to unemployment. Throughout the course, you will learn key empirical facts about the labor market in Germany and other countries. At the same time, we will develop the tools that connect data and theory. These methods will allow us to better understand and evaluate the effects of technological change or policies on employment and wages.

This course has no prerequisites. However, having completed courses in introductory microeconomics and macroeconomics as well as in basic calculus is highly recommended.

https://www.wiwi2.tu-dortmund.de/wiwi/mak/de/lehre/Sommersemester/SS_BA_Labor_Markets_and_Employment_Theory/index.html

Proofs of academic achievement: Graded written exam covering the entire module (90 minutes)

Department: Faculty of Business and Economics

Contact: M.Sc. Lüdмила Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0)2317558157

Degree programme: Bachelor

Course type: tba

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. A Liening, Dr. Ronald Kriedel

Requirements: -none-

Course description:

Students receive an introduction to the relevant aspects of entrepreneurship. In addition to definitions and characteristics, an introduction to basic theories, concepts and processes of entrepreneurship is given. In particular, this includes concepts such as entrepreneurial attitude, entrepreneurial action, as well as the emergence and exploitation of opportunities. Furthermore, the process of (New) Venture Creation is in focus by deepening essential challenges regarding business model development. Here the decision-making process from the perspective of the start-up is also in the foreground. Furthermore, the societal aspects of entrepreneurship will be examined against the background of the challenges of economic and social development. This also includes the Addressing facets of the so-called 'dark side' of entrepreneurship. In the exercise the listed topics will be taken up by lectures from practice and should thus be reflected upon by the students.

Take away:

Students who successfully complete the module

- know aspects of entrepreneurship and are familiar with opportunity types,
- know the entrepreneurial process and can transfer it to practice,
- are able to analyze and develop business models independently,
- can differentiate between effectual and causal behaviour,
- are in a position to reflect entrepreneurship against the background of society as a whole.

Proofs of academic achievement: tba

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Contact: M.Sc. Lüdмила Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Bachelor

Course type: Lecture + Tutorial

Credit Points: 7,5

Teacher/Lecturer: Professor Dr. Jens Rowold

Requirements: -none-

Course description:

Basic methods of recruiting, recording, planning, controlling and optimizing human resources in companies are taught. Within the lecture the topics personnel selection, development and leadership are covered in particular. In the corresponding exercise relevant practical methods (e.g. assessment center, management development) are practiced and reflected.

Take away: The module conveys a science-based and practice-oriented understanding of human resource management. Instruments and methods for personnel management are presented, applied and reflected. The aim is to prepare students for their work in everyday professional life. Students will acquire the necessary problem awareness and methodological competence to analyze and deal with issues in the context of human resource management.

<https://www.zhb.tu-dortmund.de/zhb/Row/de/lehre/Wirtschaftswissenschaften/Sommersemester-2020/Bachelor-Vorlesung/index.html>

Proofs of academic achievement: Graded written exam covering the entire module (90 minutes)

Master Courses – Summer Term 2020

Department: Faculty of Business and Economics

Contact: M.Sc. Lüdмила Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Master

Course type: Lecture + Excercise

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Ludger Linnemann

Requirements: -none-

Course description:

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.

Take away:

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.

<http://www.wiwi.tu-dortmund.de/wiwi/ae/de/lehre/veranstalt/sose/abc/index.html>

Proofs of academic achievement: Written and graded exam covering the entire module (90 minutes).

Department: Faculty of Business and Economics

Contact: M.Sc. Lüdмила Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Master

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: Prof. Galina Zudenkova, Ph.D.

Requirements: Recommended: The course requires successful participation in microeconomics and game theory

Course description:

This graduate course brings together the latest research ideas and topics in public economics and political economy. The focus is primarily on theoretical work. The course consists of two parts. The first part covers topics in public economics such as the theory of public goods and the theory of optimal taxation. The second part addresses political economy issues such as political behavior (of voters, candidates, legislatures, interest groups, political parties, media) and political distortions (inefficient redistribution, career concerns, dynamic problems).

Take away:

Students leave the course understanding how microeconomic theory is applied to critically evaluate interactions between economic and political agents. The course should prove useful for any student interested in analyzing policy issues. It will be particularly valuable background for those students intending to specialize in public economics, political economy and economic policy.

<https://www.wiwi2.tu-dortmund.de/wiwi/of/de/lehre/veranstaltungen/sommersemester/Advances-in-Public-Economics-and-Political-Economy/index.html>

Proofs of academic achievement: Graded written exam (90 minutes) or oral exam (15-30 minutes) covering the entire module (mode will be announced in time).

Department: Faculty of Business and Economics

Contact: M.Sc. Lüdмила Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Master

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: Professor Dr. Peter N. Posch

Requirements: Recommended: Knowledge in the programming language used (e.g. Python) proven e.g. by successful examination of Finance III (Financial Econometrics). Due to limited PC capacities you need to register for this course.

Course description:

The course provides the basic concepts of classical as well as modern approaches in financial theory and its implication to the private sector. The module covers a broad range of highly quantitative topics with a strong application in international financial markets. The theoretical frameworks assess the most recent research findings for pricing, network analysis and financial engineering.

Take away:

Students learn to discuss and derive theoretical models while promoting innovative and critical thinking. The theoretical framework provided is applied on empirical datasets during the tutorial sessions. The interpretation of empirical results in the light of current academic findings is a key aspect of the tutorials. Controversial findings within the literature are evaluated. The practical sessions are conducted using the industry's programming language (currently python).

Structure of the Course:

Courses	Type	Credit Points	Credit Hours
Financial Economics	Lecture	4	2
Applied Quantitative Finance	Lecture + Exercise	3.5	2

https://www.finance.wiwi.tu-dortmund.de/cms/index.php?option=com_content&view=article&id=125&catid=80&Itemid=559

Proofs of academic achievement: Written and graded exam covering the entire module (90 minutes) or graded presentation based on written case study's expose. The mode of the exam will be assigned at the beginning of the course.

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Degree programme: Master

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: Professor Dr. Tessa Flatten

Requirements: -none - Due to limited case studies the course is restricted to 30 students and application is mandatory.

Course description:

This course deals with the management of the development and introduction of new technology-driven products in both well-established companies as well as start-ups. Therefore, it builds on the new products process consisting of the following five phases: (1) opportunity identification and selection, (2) concept generation, (3) concept evaluation, (4) product development and (5) product launch. For each phase the course derives theoretically the key success factors of a state-of-the-art new product management and elaborates on up-to-date practical examples of mature companies and new ventures.

Take away

Students are enabled to understand the complex tasks that emerge during the entire development process of technology-driven products. Based on that they are capable of solving problems connected to these challenges in successfully and purposeful applying the particular methods. Additionally, the course fosters an outcome-oriented problem solving approach with guidelines regarding results and time.

<http://www.wiwi.tu-dortmund.de/wiwi/tm/en/lectures/Teaching/Summer-term/NPM/index.html>

Proofs of academic achievement: Oral exam (counts for 60 % of the grading) in combination with the preparation and presentation of a case (counts for 40 % of the grading).

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Contact: M.Sc. Lüdмила Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Master

Course type: Excercise

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Richard Lackes, Julian Sengewald, M.Sc.

Requirements: -none-

Course description:

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 Enterprisescale IT.

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.

<http://www.wiwi.tu-dortmund.de/wiwi/wij/de/lehre/sommersemester/platforms/index.html>

Proofs of academic achievement: Module examination, consisting of graded presentations on the basis of written reports.

Department: Faculty of Business and Economics

Contact: M.Sc. Lüdмила Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Master

Course type: Lecture + Excercise

Credit Points: 7,5

Teacher/Lecturer: Professor Dr. Hartmut Holzmüller

Requirements: - none-

Course description:

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), topics such as industrial sales and distribution and industrial brand management 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.

Take away:

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.

http://www.wiwi.tu-dortmund.de/wiwi/m/de/lehre/veranstalt/sose_20/indmkt/index.html

Foundations of Systematic and Strategic Entrepreneurship in Complex Systems – High tech Entrepreneurship in International Perspective

Language: English

Department: Faculty of Business and Economics, TU Dortmund

Contact: M.Sc. Lüdmila Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Master

Course type: Seminar + Tutorial

Credit Points: 7,5

Teacher/Lecturer: Prod. Dr. Liudvika Leisyte

Requirements: Only ONLINE Registration: The following web page contains information on online registration and links to the registration form:

<http://www.wiwi.tu-dortmund.de/wiwi/Medienpool/de/formulare/HDHF/HDHF-Seminar-Hinweisseite/> This link is only active during the registration period. If it does not work or to inquire free places after online registration has closed, please contact [Anika Lander](#).

In recent years, the quest for entrepreneurial success has become increasingly complex. Fast technological changes and highly permeable global markets are just two of many forces that contribute to these dynamics. Yet, at the same time, some of the basic principles remain the same. The key characteristics of entrepreneurs as well as the process of creating new ventures are largely the same, although context dependent. Therefore, this seminar will focus on high-tech entrepreneurship and academic entrepreneurs from an international perspective. We will show how universities and entrepreneurs are working together and how both parties can profit from each other. Moreover, we use the latest international empirical as well as theoretical insights of entrepreneurship studies and innovation studies to increase your understanding of the process of creating new ventures. Additionally, the tutorial (Übung) will provide opportunities to generate ideas for high-tech and academic entrepreneurship. You will develop your capacity to generate business ideas, filter them, and recognize the most feasible and potentially profitable opportunities amongst all of the noise present in today's marketplace.

Organization: All students are expected to actively participate in the seminar. Each of the sub-topics covered in the seminar will have compulsory and optional reading. It is expected that students will work on the assignment, present it and participate in the discussions. The assignment will consist of a case study of TU Dortmund and the Dortmund Technology Center. The number of participants of this seminar is limited to 20. The tutorial (Übung) will include workshop on creativity to help you develop business ideas which you will be further elaborate in your assignment.

http://www.zhb.tu-dortmund.de/zhb/hdhf/en/teaching/lectures/entrepreneurship-ii_sose_2020/index.html

Proofs of academic achievement: Seminar: 4 Credits; task for getting a grade: graded presentation and seminar paper Tutorial (Übung): 3.5 Credits; task for getting the grade: active participation in the tutorial (Übung)

Department: Faculty of Business and Economics, TU Dortmund

Contact: M.Sc. Lüdмила Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Master

Course type: Seminar

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Tessa Flatten

Requirements: The professorships Innovationsmanagement and Technologiemanagement will have their online application together. For this reason the application formulars include seminars of both professorships! Please contact the professorships for details.

Course description:

Managers in technology oriented ventures have to take decisions based on a limited information foundation in order to cope with the challenges of their dynamic environment. Therefore, they need to evaluate options, make choices and have to find solutions to deal with their everyday challenges. In this seminar, students will take on the perspective of a decision-maker by analyzing and discussing complex management challenges illustrated in several case studies from various companies.

This seminar enables students to understand the real-world challenges in the area of technology management, as well as methods for analyzing case studies. Moreover, after this class they are able to develop solutions to business problems, as well as defend their solutions and discuss them critically in a group setting.

Disclaimer: All information given are done so without liability for correctness and functionality. Please consult the official module guide for further information.

<http://www.wiwi.tu-dortmund.de/wiwi/tm/en/lectures/Teaching/Summer-term/TM4/index.html>

Proofs of academic achievement: Graded written paper and oral presentation.

Department: Faculty of Business and Economics, TU Dortmund

Contact: M.Sc. Lüdмила Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Master

Course type: Seminar

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Tessa Flatten

Requirements: The professorships Innovationsmanagement and Technologiemanagement will have their online application together. For this reason the application formulars include seminars of both professorships! Please contact the professorships for details.

Course description:

Changing customer needs, shortened product lifecycles and the emergence of boundaryspanning innovation efforts challenge the linear approach to product development. As a result, firms are experimenting with a broad range of alternative development approaches, featuring more iterative and customer-centric methodologies (e.g., agile development, design thinking). In this seminar, students will assume the perspective of a product development team, developing and designing a product prototype. Developed prototypes will be 3D-printed, tested and refined in several iterations, giving students a real-life development experience with all elements of high dynamic market environments. This topic is central to latest developments in product development / technology management research and will bring recent research directly in the classroom.

This seminar allows students to experience innovative forms of product development in practice, enabling them to develop capabilities required for the successful management of product development efforts. Practical experience is complemented by the introduction and discussion of innovative product development techniques and methodologies (e.g., agile, design thinking). Therefore, the focus is on transferring the practical knowledge to theoretical constructs of product development. After completing this course, students will be knowledgeable regarding the specifics of new forms of product development, (incl. required capabilities and potential roadblocks) and be able to put such theoretical knowledge to effective use in real-life situations. On top of that students will further develop presentation skills and will benefit from the team work experience.

<http://www.wiwi.tu-dortmund.de/wiwi/tm/en/lectures/Teaching/Summer-term/TM5/index.html>

Proofs of academic achievement: Graded written paper and oral team presentations.

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Degree programme: Master

Course type: Seminar

Credit Points: 7,5

Teacher/Lecturer: Dr. Sumit Deole

Requirements: please contact professorship for registration details

Course description:

This course introduces students to empirical methods for policy evaluation and to different topics in the field of Migration economics. The module is arranged into two parts. In the lecture part, the basics of empirical methods are introduced. Important methods for empirical analysis, such as the basics of regression analysis, instrumental variables technique, matching estimator, differences-in-differences estimator, regression discontinuity designs, are covered. Each method will be discussed and illustrated with examples. In the seminar part, students will present and discuss the allocated research articles.

Expected Competences acquired after completion of the module:

Students leave the course understanding empirical methods that are useful in evaluating the performance of policy programs. Students will be able to present research work and defend the researcher's choices in conducting economics research; they will be able to exchange information, ideas, and solutions on the topic and approach to problem solving

<http://www.wiwi.tu-dortmund.de/wiwi/of/de/lehre/veranstaltungen/sommersemester/seminarmaster5/index.html>

Proofs of academic achievement: Students are responsible for one presentation. Students will also have to write a report (5-6 pages) evaluating the paper they have presented and suggesting extensions as well as further applications. Grades will be based on the seminar presentations and the report: Seminar presentation (60% of the grade) + report (40% of the grade).

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Degree programme: Master

Course type: Seminar

Credit Points: 7,5

Teacher/Lecturer: Prof. Galina Zudenkova, Ph.D.

Requirements: -none- The course requires successful participation in microeconomics and game theory courses on a bachelor level. Please contact professorship for registration details

Course description:

In this seminar, we will cover questions related to law and economics (in the winter term) and to political economy and policymaking (in the summer term). We will analyze the re-cent theoretical, empirical and experimental work on these topics. In the winter term, we will focus on behavioral law and economics. The topics include endowment effect and Coase theorem, bargaining and property rights regimes, deterrence and emotions, enforcement and norms, consumer protection, litigation and breach remedies. In the summer term, we will discuss the role that political actors (voters, candidates, legislatures, interest groups, political parties, and media) play in policy determination. The topics include political and fiscal constitutions, electoral systems, political competition, political accountability, lobby formation, campaign contributions, legislative decision-making, and political parties' impact on policymaking.

Students will learn to formulate and defend their position and approach to problem solving; they will be able to exchange information, ideas, and solutions with experts of the field.

Subject-related skills: profound knowledge of the material presented by the instructor and other students.

Analytical skills: analysis of the theoretical, empirical and experimental papers, evaluation of the papers and possible extensions.

<http://www.wiwi.tu-dortmund.de/wiwi/of/de/lehre/veranstaltungen/sommersemester/seminar/master4/index.html>

Proofs of academic achievement: Module examination, consisting of a graded written paper (counts for 50 % of the grad-ing) and an oral presentation (counts for 50 % of the grading).

Department: Faculty of Business and Economics, TU Dortmund

Contact: M.Sc. Lüdmila Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Master

Course type: Seminar

Credit Points: 7,5

Teacher/Lecturer: Lukas Kuld, Ph.D.

Requirements: Please email Lukas Kuld, Ph.D. for registration

Course description:

In this course we are going to define and analyse various aspects of globalisation. In doing so, the students can largely decide which dimensions they find most topical at the moment. Ultimately, we want to carry out an empirical project in student groups on a topic to be chosen by the students.

Potential areas of interest could be:

- Global migration flows and reasons for migration
- De-industrialisation in the Western economies and the rise of the Asian tigers
- International capital flows and their role for growth and development
- The role of cities and regions in a globally acting economy
- Political aspects of economic development
- What does globalisation mean for labour markets?
- Why are some countries still so poor?
- Anything which you find of interest in this context

Students will conduct literature as well as data analysis in order to carefully analyse their chosen topic. Based on this we will assess the costs and benefits of globalisation on the analysed strand of the economy and ultimately think of the implications for planning spaces and policy makers.

<http://www.wiwi.tu-dortmund.de/wiwi/uri/de/lehre/Lehre-WiWi/Globalisation/index.html>

Proofs of academic achievement: Module examination, consisting of a graded written paper, an oral presentation and active participation (attendance is obligatory).

Department: Faculty of Business and Economics, TU Dortmund

Contact: M.Sc. Lüdмила Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Master

Course type: Seminar

Credit Points: 7,5

Teacher/Lecturer: Prof. Christiane Hellmanzik, Ph.D.

Requirements: -none-

Course description:

In this seminar we are going to analyse in great depth various aspects of Spatial Economics in order to obtain a better understanding of locational distributions of individuals, households, firms, capital and goods and services as well as their economic impact. Students can largely decide which particular topic they find most interesting. However, it is essential that topics are analysed using state of the art scientific literature as well as empirical analysis ideally using regressions.

Potential areas of interest could be:

- Does the internet render physical proximity unnecessary? - Agglomeration of households in hip neighbourhoods and the impact on housing prices - Social media's impact on economic activity and international linkages
- Anything topical which students find of interest

Students will conduct literature as well as data analysis in order to carefully analyse their chosen topic. Based on this we will assess the costs and benefits of spatial economics on the analysed strand of the economy - be it digitisation or urban sprawl, for example - and ultimately think of the implications for policy makers.

<http://www.wiwi.tu-dortmund.de/wiwi/uri/de/lehre/Lehre-WiWi/index.html>

Proofs of academic achievement: Module examination, consisting of a graded written paper, an oral presentation and active participation (attendance is obligatory).

Department: Faculty of Business and Economics, TU Dortmund

Contact: M.Sc. Lüdмила Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 2317558157

Degree programme: Master

Course type: Seminar

Credit Points: 7,5

Teacher/Lecturer: Sara Mitchell, Ph.D.

Requirements: -none-

Course description:

Content of the module

In this seminar, students will engage with Brexit from a whole new perspective – their own. Students will represent selected EU countries (such as the UK, Germany, France, Ireland, the Netherlands, Poland, Spain) and lead their own Brexit negotiations. As part of this seminar, students will investigate a country's trade policy and the ways in which that country is tied to the British economy (i.e. economic/trade dependencies and sur-pluses) and defend that country's perspective in Brexit debates.

The seminar will include several introductory lectures about the EU policy-making process with a special focus on international trade, including:

- Review of international trade theory: customs union, single market, etc.;
- Overview of various trade agreements between EU and other countries;
- Overview of the complex trade interdependencies between EU countries and UK; and
- Overview of the EU institutions and legal processes involved in the Brexit process (European Commission, MEPs, etc.).

As part of this seminar, students will be required to produce and present a policy document summarising their country's policy position. Students representing the EU member states will debate their position with 'the EU' and decide on a common negotiation position to give the European Commission to negotiate with the UK. The UK and European Commission student representatives will submit final policy documents and have a plenary discussion over whether a compromise text can be found.

<http://www.wiwi.tu-dortmund.de/wiwi/uri/de/lehre/Lehre-WiWi/Brexit/index.html>

Proofs of academic achievement: Module examination, consisting of a graded written paper, an oral presentation and active participation (attendance is obligatory).

Department: Faculty of Business and Economics, TU Dortmund

Contact: M.Sc. Lüdмила Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 23317558157

Degree programme: Master

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: Professor Dr. Manuel Wiesche

Requirements: [Klicken Sie hier, um Text einzugeben.](#)

Course description:

In this module, students will learn about digital platform ecosystems. Digital platforms are at the heart of business model change in digital transformation. Companies like Apple, Facebook, Uber and Google, but also Microsoft, SAP, and Salesforce develop ecosystems, where partners develop a plethora of applications to match customer needs on their digital platform. Digital platform ecosystems will be analyzed from both technological design as well as the market perspective.

The course addresses the managerial challenges in building and scaling platform-based business models and governing the ecosystem surrounding the digital platform. In addition to participating in the lecture, students will conduct a group case work assignment on digital platform ecosystems.

After completion of this module, students will understand the basic concepts of platforms as two-sided markets, model platform ecosystems, understand the design and governance of digital platforms from the perspective of the platform owner and analyze existing platform ecosystems.

<http://www.wiwi.tu-dortmund.de/wiwi/wij/de/lehre/sommersemester/platforms/index.html>

Proofs of academic achievement: Module examination, consisting of an oral exam or a graded written exam (60 minutes) (counts for 60 % of the grading), both of them in combination with the preparation and presentation of a case (counts for 40 % of the grading) (mode will be announced in time).

Department: Faculty of Business and Economics, TU Dortmund

Contact: M.Sc. Lüdмила Riesen, Erasmus.WiWi@tu-dortmund.de, +49 (0) 23317558157

Degree programme: Master

Course type: Seminar

Credit Points: 7,5

Teacher/Lecturer: Professor Dr. Manuel Wiesche

Requirements: It is recommended to attend a course on scientific work (e.g. Bachelor course Wissenschaftliches Arbeiten at WIJ) as students should have a good understanding of scientific work including literature review and empirical research methods. Please send your application to wij.wiwi@tu-dortmund.de indicating your prior experience with topics in the research areas digital platforms, IT workforce, and security risk management, as well as your prior experience with empirical research methods such as surveys, experiments, archival data or qualitative work using interviews or ethnographies.

Course description:

In this course, students will learn to design their own empirical research project by replicating a study in information systems research (Tsang et al. 1999; Berthon et al. 2002; Niederman and March 2015). Studies stem from research areas on digital platforms, IT workforce, and security risk management. Replications may include exact replications, methodological replications, and conceptual replications (Dennis and Valacich 2014). With a detailed understanding of replication logics and of their research field, students will work on a replication project in their team.

Students should take this course if they want to work on their own empirical project and learn about a topic on information systems at the intersection of management and digitalization. This course will prepare students for research projects in social sciences including master and PhD theses.

Learning outcomes

Upon completion of the course, students will be able to

- Evaluate the theoretical development of a research stream in information systems research
- Understand the application of empirical research methods in information systems research
- Plan and execute their own research to replicate existing research in information systems
- Develop the ability to bridge the gap between conceptual and empirical work by adopting and testing a conceptual model using empirical data

<http://www.wiwi.tu-dortmund.de/wiwi/wij/de/lehre/sommersemester/seminar/master/index.html>

Proofs of academic achievement: Module examination, consisting of an oral exam or a graded written exam (60 minutes) (counts for 60 % of the grading), both of them in combination with the preparation and presentation of a case (counts for 40 % of the grading) (mode will be announced in time).