

# Module Catalogue Bachelor



1<sup>st</sup> October 2010 till  
30<sup>th</sup> September 2011

University of Cologne  
Faculty of Management, Economics and Social Sciences



**This module catalogue only includes modules which are offered through English.**

**This Module Catalogue is giving an first overview over the modules and their corresponding courses of the academic year winter term 2010/211 and summer term 2011. Term specific information you will find in KLIPS: <https://klips.uni-koeln.de> .**

### List of Abbreviations

CP	Credit Points
SS	Summer Term
WS	Winter Term

<b>Module</b>	<b>Channel Management</b>		
<b>Number</b>	07001	<b>Workload</b>	240 h
<b>Credit Points</b>	8 CP	<b>Recurrence Frequency</b>	Every term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	180 h
<b>Qualifications</b>	Management positions in marketing, sales, and distribution of manufacturing-, retailing-, and services companies.		
<b>Module is allocated to</b>	<p>Bachelor Business Administration: Elective module within the main subject Business Administration</p> <p>Bachelor Economics, Social Sciences: Elective module within the subsidiary subject Business Administration</p> <p>Bachelor Health Economics: Elective module within the subsidiary subject Economic Basics</p> <p>Bachelor Information Systems: Elective module within the subject area Business Administration</p> <p>Bachelor Regional Studies China: Elective module within the subsidiary subject Business Administration</p> <p>Bachelor Media Sciences: Elective module within the subsidiary subject Media Management</p>		
<b>Examination Requirements</b>	Written exam lasting 60 min		
<b>Prerequisites for Admission</b>	The content of the module Marketing is required.		
<b>Courses</b>	Lecture, Tutorial, Student-led tutorial		
<b>Language</b>	The lectures, tutorials and student-led tutorials will be held in English. The language of the written exam is English.		
<b>Learning Objectives</b>	<p>Students ...</p> <p>... discuss the issues of market access using different market and distribution channels.</p> <p>... systematise the options of channel design.</p> <p>... describe the theoretical background of channel management.</p> <p>... analyse channel performance.</p> <p>... discuss the consequences of conflict between channel partners.</p> <p>... systematise new (multiple and technology based) channel options.</p>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Channel design process</li> <li>• Implementation and management of a channel design</li> <li>• Insights into specific channel institutions</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	The pedagogy of the course will entail both conceptual and applied elements, including case studies, lectures, and discussions in class.		
<b>Additional Information</b>	<p>The courses and exams of this module will potentially be hold only in the first or in the second half of the semester (see KLIPS).</p> <p>Relevant readings will be announced in class.</p>		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Werner Reinartz, Seminar für Allgemeine Betriebswirtschaftslehre, Handel und Kundenmanagement (General Business Administration, Retailing and Customer Management)		

<b>Module</b>	<b>Information Systems in Practice: Internship with scientific Guidance</b>		
<b>Number</b>		<b>Workload</b>	240 h
<b>Credit Points</b>	8 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	If required	<b>Independent Studies</b>	240 h
<b>Qualifications</b>			
<b>Module is allocated to</b>	Bachelor Information Systems: Elective module within the subject area Business Administration		
<b>Examination Requirements</b>	Written internship report		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>			
<b>Language</b>	The internship report can be written in German or in English.		
<b>Learning Objectives</b>	<p>Students ...</p> <ul style="list-style-type: none"> <li>... learn to cope with the company context.</li> <li>... implement appropriate instruments to accomplish the assigned tasks and adjust the implementation with the context.</li> <li>... reflect their success/progress during the task fulfilment and adjust the instruments and working methods if necessary.</li> <li>... process and describe their practical experiences in a structured way.</li> </ul>		
<b>Contents</b>	<p>In the run-up to the internship the students should contact one of the three Information Systems Departments to agree about the contents of the internship.</p> <p>An internship report has to be written at the end of the internship, which will be basis for the assessment.</p>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	The internship should not take place before the third term.		
<b>Responsible Faculty Member</b>	<p>Univ.-Prof. Dr. Dr. Ulrich Derigs, Seminar für Wirtschaftsinformatik und Operations Research (Information Systems and Operations Research);</p> <p>Univ.-Prof. Dr. Werner Mellis, Seminar für Wirtschaftsinformatik und Systementwicklung (Information Systems and System Development);</p> <p>Univ.-Prof. Dr. Detlef Schoder, Seminar für Wirtschaftsinformatik und Informationsmanagement (Information Systems and Information Management)</p>		

<b>Module</b>	<b>Current Issues in Information Systems</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	30-60 h	<b>Independent Studies</b>	120-150 h
<b>Qualifications</b>	Insight into current information systems topics and problems		
<b>Module is allocated to</b>	Bachelor Information Systems: Elective module within the main subject Information Systems		
<b>Examination Requirements</b>	Written exam <i>or</i> oral exam		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture, exercise and/or seminar by a lecturer		
<b>Language</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... describe, interpret and analyse selected issues and topics in information systems.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Current and selected topics and problems in information systems</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module will be held by a lecturer and can take place as block course. Required reading will be announced at the beginning of the term.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Dr. Ulrich Derigs, Seminar für Wirtschaftsinformatik und Operations Research (Information Systems and Operations Research); Univ.-Prof. Dr. Werner Mellis, Seminar für Wirtschaftsinformatik und Systementwicklung (Information Systems and System Development); Univ.-Prof. Dr. Detlef Schoder, Seminar für Wirtschaftsinformatik und Informationsmanagement (Information Systems and Information Management)		

<b>Module</b>	<b>Economic Policy</b>		
<b>Number</b>	08001	<b>Workload</b>	240 h
<b>Credit Points</b>	8 CP	<b>Recurrence Frequency</b>	Every term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	180 h
<b>Qualifications</b>	Conceptional work and consulting at institutions responsible for economic-political decisions and conceptional work for research institutes.		
<b>Module is allocated to</b>	Bachelor Economics: Elective module within the main subject Economics Bachelor Business Administration, Social Sciences: Elective module within the subsidiary subject Economics Bachelor Regional Studies East and Central Europe, Latin America, China: Elective module within the subsidiary subject Economics		
<b>Examination Requirements</b>	Written exam lasting 90 min		
<b>Prerequisites for Admission</b>	Grundzüge der Mikroökonomie/ Introductory Microeconomics Grundzüge der Makroökonomik/ Introductory Macroeconomics		
<b>Courses</b>	Lecture and exercise sessions		
<b>Language</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... analyse perfect and imperfect markets by means of simple static models. ... analyse problems of economic policy and welfare policy by means of dynamic models. ... transfer theoretical concepts to applied problems in economic policy. ... question and evaluate economic policy measures with their newly learned background in theory of economic policy. ... discuss current problems in economic policy.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Efficiency</li> <li>• Risk theory</li> <li>• Social welfare functions</li> <li>• Distribution</li> <li>• Market failure, in particular asymmetric information</li> <li>• Life cycle models</li> <li>• Social insurances (retirement, unemployment, health)</li> <li>• Current discussion in economic policy</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	Exercise in team work		
<b>Additional Information</b>	Lecture notes in English		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Alexander Ludwig, Center for Macroeconomic Research (CMR)		

<b>Module</b>	<b>Labour Economics</b>		
<b>Number</b>	08009	<b>Workload</b>	240 h
<b>Credit Points</b>	8 CP	<b>Recurrence Frequency</b>	Every term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	180 h
<b>Qualifications</b>	Qualifies students for work in areas where a basic knowledge of Labor Economics and econometric analysis is helpful (ministries, trade unions, employer associations, research institutes, companies, media).		
<b>Module is allocated to</b>	Bachelor Economics: Elective module within the main subject Economics Bachelor Business Administration, Social Sciences: Elective module within the subsidiary subject Economics Bachelor Regional Studies East and Central Europe, Latin America, China: Elective module within the subsidiary subject Economics		
<b>Examination Requirements</b>	Written exam lasting 90 min		
<b>Prerequisites for Admission</b>	Microeconomics		
<b>Courses</b>	Lecture and exercise sessions		
<b>Language</b>	If not indicated otherwise, the course will be held in English.		
<b>Learning Objectives</b>	Students ... ... describe the functioning of the labour market. ... use microeconomic methods to examine behaviour in the labour market. ... understand the basic issues behind empirical research in labour economics.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Labour supply</li> <li>• Labour demand</li> <li>• Human capital and education</li> <li>• Basic empirical methods in labour economics</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	Lectures and discussions		
<b>Additional Information</b>	Additional information will be provided at the beginning of the term.		
<b>Responsible Faculty Member</b>	Univ.-Prof. David A. Jaeger, Ph.D., Center for Macroeconomic Research (CMR)		

<b>Module</b>	<b>International Economics</b>		
<b>Number</b>	08005	<b>Workload</b>	240 h
<b>Credit Points</b>	8 CP	<b>Recurrence Frequency</b>	Every term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	180 h
<b>Qualifications</b>	Prerequisite for further studies in the area of international economics. Qualifies students for activities in or for multilateral organizations, research institutes or other institutions with a focus on international relations.		
<b>Module is allocated to</b>	Bachelor Economics: Elective module within the main subject Economics Bachelor Business Administration, Social Sciences: Elective module within the subsidiary subject Economics Bachelor Regional Studies East and Central Europe, Latin America, China: Elective module within the subsidiary subject Economics		
<b>Examination Requirements</b>	Written exam lasting 90 min		
<b>Prerequisites for Admission</b>	Introductory Microeconomics (Grundzüge der Mikroökonomik), Introductory Macroeconomics (Grundzüge der Makroökonomik)		
<b>Courses</b>	Lecture and exercise sessions		
<b>Language</b>	The courses will be held in English if not indicated otherwise at the beginning of the term. In WS 2010/2011 the courses will be held in German.		
<b>Learning Objectives</b>	Students ... ... understand and apply international trade theory (Ricardo-Model, Heckscher-Ohlin-Model and selected additional approaches). ... know tariffs and other instruments of international trade policy and examine their economic consequences. ... study the role of exchange rates and multinational corporations.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• International trade theory: basics and extensions.</li> <li>• International trade policy.</li> <li>• Introduction to the economics of international finance and multinational corporations.</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Additional information will be provided at the beginning of the term.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Susanne Prantl, Professur für Wirtschaftliche Staatswissenschaften (Economics), Center for Macroeconomic Research (CMR)		



<b>Module</b>	<b>Introduction into European Politics</b>		
<b>Number</b>	05102	<b>Workload</b>	240 h
<b>Credit Points</b>	8 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	180 h
<b>Qualifications</b>	Analysis, advice and information about working for German, European or international political or higher education institutions, research and media.		
<b>Module is allocated to</b>	Bachelor Social Sciences: Elective module within the main subject Social Sciences, group Political Science Bachelor Economics: Elective module within the subsidiary subject Social Sciences, group Political Science Bachelor Business Administration, Economics, Health Economics: Elective module within the specialization Political Science Bachelor Regional Studies East and Central Europe, Latin America, China: Elective module within the subject Social Sciences		
<b>Examination Requirements</b>	Written exam lasting 90 min		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture and exercise (SS)		
<b>Language</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... describe and analyse the fundamental developments of the political system of the EU and its corresponding basic theoretical underpinnings in the study of European integration. ... identify and differentiate different forms and modes of governance in the EU. ... assess the explanatory power of different theoretical and strategic approaches for academic or practical relevance. ... apply their knowledge to topical issues and current problems of European integration and study the relevant academic literature, also in English. ... evaluate the theoretical and strategic approaches studied in an independent academic analysis of current developments in the European integration process.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Dates, facts and perspectives on the history, institutions and procedures of the EU political system</li> <li>• Evolution of the EU-system</li> <li>• Institutions and bodies of the EU</li> <li>• Forms of policy-, constitution- and system making</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	E-Learning material may be made available (in ILIAS).		
<b>Additional Information</b>	Weidenfeld, Werner / Wessels, Wolfgang (ed.): Europa von A bis Z, Taschenbuch der europäischen Integration, Baden-Baden, current issue; Wessels, Wolfgang: Das Politische System der Europäischen Union, Wiesbaden, current issue; Cini, Michelle: European Union Politics, 3. ed., Oxford 2009.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Wolfgang Wessels, Seminar für Politische Wissenschaften (Political Science); Contact: Katharina Eckert M.A., Seminar für Politische Wissenschaften (Political Science)		

<b>Module</b>	<b>Seminar - European Politics</b>		
<b>Number</b>		<b>Workload</b>	120 h
<b>Credit Points</b>	4 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	30 h	<b>Independent Studies</b>	90 h
<b>Qualifications</b>	Analysis, advice and information about working for German, European or international political or higher education institutions, research and media.		
<b>Module is allocated to</b>	Bachelor Social Sciences: Elective module within the main subject Social Sciences, group Political Science Bachelor Economics: Elective module within the subsidiary subject Social Sciences, group Political Science Bachelor Business Administration, Economics, Health Economics: Elective module within the specialization Political Science Bachelor Regional Studies East and Central Europe, Latin America, China: Elective module within the subject Social Sciences		
<b>Examination Requirements</b>	Presentation (30%) and paper (making up 70% in the final mark)		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Seminar (WS, SS)		
<b>Language</b>	The seminar can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... describe and analyse the fundamental developments of the political system of the EU and its corresponding basic theoretical underpinnings in the study of European integration. ... identify and differentiate different forms and modes of governance in the EU. ... assess the explanatory power of different theoretical and strategic approaches for academic or practical relevance. ... apply their knowledge to topical issues and current problems of European integration and study the relevant academic literature, also in English. ... evaluate the theoretical and strategic approaches studied in an independent academic analysis of current developments in the European integration process.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Dates, facts and perspectives on the history, institutions and procedures of the EU political system</li> <li>• Evolution of the EU-system</li> <li>• Institutions and bodies of the EU</li> <li>• Forms of policy-, constitution- and system making.</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	E-Learning material may be made available (in ILIAS).		
<b>Additional Information</b>	Weidenfeld, Werner / Wessels, Wolfgang (ed.): Europa von A bis Z, Taschenbuch der europäischen Integration, Baden-Baden, current issue; Wessels, Wolfgang: Das Politische System der Europäischen Union, Wiesbaden, current issue; Cini, Michelle: European Union Politics, 3. Aufl., Oxford 2009.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Wolfgang Wessels, Seminar für Politische Wissenschaften (Political Science); Contact: Katharina Eckert M.A., Seminar für Politische Wissenschaften (Political Science)		

<b>Module</b>	<b>Current Issues in Political Science</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	30 h	<b>Independent Studies</b>	150 h
<b>Qualifications</b>	Students will acquire skills and capabilities to analyse key issues and problems of political science on the basis of sound theoretical and methodological knowledge.		
<b>Module is allocated to</b>	Bachelor Social Sciences: Elective module within the main subject Social Sciences, group Sociology Bachelor Economics: Elective module within the subsidiary subject Social Sciences, group Sociology Bachelor Regional Studies East and Central Europe, Latin America, China: Elective module within the subject Social Sciences		
<b>Examination Requirements</b>	Written exam lasting 90 min <i>or</i> presentation (passed/failed) and seminar paper (graded) <i>or</i> oral exam lasting 20 min <i>or</i> case study <i>or</i> other form of examination		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture or seminar		
<b>Language</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... are able to identify and understand relevant issues and problems of political science and to analyse them in theoretically and methodologically adequate ways. ... are capable of applying theories and methods of political science in empirical investigations and to scrutinize them critically. ... are able to discuss and critically reflect their research results.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Political Theory and History of Political Ideas</li> <li>• Comparative Politics</li> <li>• European Politics</li> <li>• International Relations</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	E-Learning material may be made available (in ILIAS).		
<b>Additional Information</b>	The courses of this module can be announced on short term notice before the start of the semester (see KLIPS). Required readings will be announced in KLIPS. The courses of this module will potentially be hold only in the first or in the second half of the semester (see KLIPS).		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Thomas Jäger, Univ.-Prof. Dr. André Kaiser, Univ.-Prof. Dr. Wolfgang Leidhold, Univ.-Prof. Dr. Wolfgang Wessels, Seminar für Politische Wissenschaften (Political Science)		

<b>Module</b>	<b>Seminar – Sociological Theory</b>		
<b>Number</b>	06007	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	30 h	<b>Independent Studies</b>	150 h
<b>Qualifications</b>	Advanced knowledge of sociological theories, ability to reconstruct argumentations from primary sociological sources		
<b>Module is allocated to</b>	Bachelor Social Sciences: Elective module within the main subject Social Sciences, group Sociology Bachelor Economics: Elective module within the subsidiary subject Social Sciences, group Sociology Bachelor Regional Studies East and Central Europe, Latin America, China: Elective module within the subject Social Sciences		
<b>Examination Requirements</b>	Written exam lasting 90 min; Other examination requirements: Short presentation. (The exam will be graded, the short presentation will be pass/fail. Passing the short presentation is the requirement to be able to participate in the exam.)		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Seminar (in WS, possibly also in SS)		
<b>Language</b>	The seminar can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... are familiar with the basic issues in sociological theory formation. ... are familiar with the formal structure of sociological theories. ... are able to compare them and to reconstruct them on the basis of the readings and the interpretation of primary sources.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Basic issues in sociological theory</li> <li>• Structures of sociological theories</li> <li>• Investigating the above mentioned using examples from micro- and macrosociological theories</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	Student presentations, intense discussions, interpretation of primary sources in class		
<b>Additional Information</b>	Registration for the course is possible on KLIPS only. The registration for the exam must take place at the respective examination office. Required readings will be announced in every semester; there will be a prepared reader for independent studies.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Heiner Meulemann, Seminar für Soziologie (Sociology)		

<b>Module</b>	<b>Seminar – Networks and Organisations</b>		
<b>Number</b>	06005	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	30 h	<b>Independent Studies</b>	150 h
<b>Qualifications</b>	Knowledge of the conditions and functioning of networks and organisations as well as of the consequences of the integration of individuals in networks and organisations		
<b>Module is allocated to</b>	Bachelor Social Sciences: Elective module within the main subject Social Sciences, group Sociology Bachelor Economics: Elective module within the subsidiary subject Social Sciences, group Sociology Bachelor Regional Studies East and Central Europe, Latin America, China: Elective module within the subject Social Sciences		
<b>Examination Requirements</b>	Presentation and paper. (The paper will be graded, the presentation will be pass/fail. Passing the presentation is the requirement to be able to write the paper.)		
<b>Prerequisites for Admission</b>	Introduction to Sociology: Microsociology Introduction to Sociology: Macrosociology		
<b>Courses</b>	Seminar (in SS, possibly also in WS)		
<b>Language</b>	The seminar can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students increase their knowledge of the functioning of networks and organisations and their importance to individual actions and societal processes. The curriculum also encompasses methods for analysing networks and organisations.		
<b>Contents</b>	Essential topics are: <ul style="list-style-type: none"> <li>• Network analysis and social capital</li> <li>• Theories of organisational sociology</li> <li>• Quantitative methods for analysing networks and organisations</li> <li>• Application of network or organisational analysis in different sociological fields of research (e.g., family and kinship, education, economy, social change)</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	Student presentations, discussions and interpretation of readings in class		
<b>Additional Information</b>	Registration for the course is possible on KLIPS only. The registration for the exam must take place at the respective examination office. Required readings will be announced in every semester; there will be a prepared reader for independent studies.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Michael Wagner, Seminar für Soziologie (Sociology)		

<b>Module</b>	<b>Seminar – Structure and Change of Societies</b>		
<b>Number</b>	06006	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	30 h	<b>Independent Studies</b>	150 h
<b>Qualifications</b>	Advanced knowledge of societal structures and their change, ability to independently analyse a selected sociological issue		
<b>Module is allocated to</b>	Bachelor Social Sciences: Elective module within the main subject Social Sciences, group Sociology Bachelor Economics: Elective module within the subsidiary subject Social Sciences, group Sociology Bachelor Regional Studies East and Central Europe, Latin America, China: Elective module within the subject Social Sciences		
<b>Examination Requirements</b>	Presentation and paper. (The paper will be graded, the presentation will be pass/fail. Passing the presentation is the requirement to be able to write the paper.)		
<b>Prerequisites for Admission</b>	Introduction to Sociology: Microsociology Introduction to Sociology: Macrosociology		
<b>Courses</b>	Seminar (in SS, possibly also in WS)		
<b>Language</b>	The seminar can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... enhance their knowledge of selected societal structures and their change. ... are familiar with trends of societal change of modern societies (e.g., individualisation, pluralisation). ... understand the methodological problems of analysing structural change and obtain an overview of the theoretical sociological instruments to analyse and explain societal structures and their change.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Theories and models of selected societal structures and their change (e.g., cohort analyses or diffusion models)</li> <li>• Methodological problems in analysing changing societal structures</li> <li>• Empirical development of selected changing societal structures</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	Student presentations, discussions and interpretation of readings in class		
<b>Additional Information</b>	Registration for the course is possible on KLIPS only. The registration for the exam must take place at the respective examination office. Required readings will be announced in every semester; there will be a prepared reader for independent studies.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Karsten Hank, Seminar für Soziologie (Sociology)		

<b>Module</b>	<b>Current Issues in Sociology</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	30 h	<b>Independent Studies</b>	150 h
<b>Qualifications</b>	Ability to analyse current issues and problems of social inequality and social change on the basis of sociological theories and methods		
<b>Module is allocated to</b>	Bachelor Social Sciences: Elective module within the main subject Social Sciences, group Sociology Bachelor Economics: Elective module within the subsidiary subject Social Sciences, group Sociology Bachelor Regional Studies East and Central Europe, Latin America, China: Elective module within the subject Social Sciences		
<b>Examination Requirements</b>	Written exam lasting 90 min <i>or</i> presentation and paper		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture or exercise or seminar		
<b>Language</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... are able to recognise and understand sociologically relevant questions and problems and to adequately solve them. ... are able to use sociological theories and methods as instruments for diagnoses of the present. ... recognise and understand the complexities of social dependencies and learn to assess the direct and indirect consequences of social events and interventions.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Social change</li> <li>• Social inequality</li> <li>• Sociological theories</li> <li>• Methods of empirical social research</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	Lecture with integrated group work and discussion or Student presentations, discussion and interpretation of readings in class		
<b>Additional Information</b>	The module session(s) may be announced on short notice prior to the beginning of the course (see KLIPS). Registration for the course is possible on KLIPS only. The registration for the exam must take place at the respective examination office. Required readings will be announced on KLIPS or the first session. The sessions may be held in the first or second half of the semester only (see KLIPS). A prepared reader will be made available for independent studies.		
<b>Responsible Faculty Member</b>	PD Dr. Ulrich Rosar, Seminar für Soziologie (Sociology)		

<b>Module</b>	<b>Governance and International Relations - A Perspective of Economic Geography</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	30 h	<b>Independent Studies</b>	150 h
<b>Qualifications</b>	Application-oriented and multidisciplinary preparation for activities in economy, administration, organisations, associations and media in a German, European and international environment.		
<b>Module is allocated to</b>	Bachelor Social Sciences: Elective module within the main subject Social Sciences - Group Integrative Social Sciences - Subgroup Governance and International Relations		
<b>Examination Requirements</b>	Presentation (making up 30% of the final mark) and paper (making up 70% of the final mark)		
<b>Prerequisites for Admission</b>	32 credit points in the main subject Social Sciences Methods of Social Sciences and related areas		
<b>Courses</b>	Seminar (SS)		
<b>Language</b>	The seminar will be held in English.		
<b>Learning Objectives</b>	<p>Students...</p> <ul style="list-style-type: none"> <li>... analyse site-specific processes of decision-making in an international, transnational and supranational context.</li> <li>... get to know different international management types and effectiveness of regional processes.</li> <li>... establish a connection between different subjects and disciplines at a specific, theoretical, methodological and empirical level.</li> </ul>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Locations and regions of world economy</li> <li>• Approaches and perspectives of the Economic and Social Geography</li> <li>• Regional structures, institutions and actors operating on an international, transnational and supranational level of decision-making</li> <li>• Current issues related to regional development in Europe</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	Students actively participate in the seminar, discussion after the presentations		
<b>Additional Information</b>	Required reading will be announced at the beginning of the term.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Martina Fuchs, Lehrstuhl für Wirtschafts- und Sozialgeographie (Economic and Social Geography)		



<b>Module</b>	<b>Transnational Social Policy and International Standards as a Problem of Governance</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	30 h	<b>Independent Studies</b>	150 h
<b>Qualifications</b>	Application-oriented, multidisciplinary preparation for activities in economy, administration, organisations, associations and media within a German, European and international environment.		
<b>Module is allocated to</b>	Bachelor Social Sciences: Elective module within the main subject Social Sciences – Group Integrative Social Sciences - Subgroup Governance and International Relations		
<b>Examination Requirements</b>	Presentation (making up 30% of the final mark) and paper (making up 70% of the final mark)		
<b>Prerequisites for Admission</b>	32 credit points in the main subject Social Sciences Methods of Social Sciences and related areas.		
<b>Courses</b>	Seminar (WS)		
<b>Language</b>	The seminar will be held in English.		
<b>Learning Objectives</b>	Students... ... analyse political processes of decision-making in an international, transnational and supranational context. ... interlink different subjects and disciplines at a specific, theoretical, methodological and empirical level.		
<b>Contents</b>	Students become familiar with theoretical approaches and perspectives of transnational social policy. Main focuses are the developments and concepts of international and supranational organisations in the field of social policy. Questions are also related to models and methods in the framework of a world social order. The topics will be discussed with reference to relevant regional case studies.		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Compulsory reading will be announced at the beginning of the term.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Frank Schulz-Nieswandt, Seminar für Sozialpolitik (Social Policy)		

<b>Module</b>	<b>The Political System of the EU: Governance and Institutions</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	30 h	<b>Independent Studies</b>	150 h
<b>Qualifications</b>	Application-oriented and multidisciplinary preparation for activities in economy, administration, organisations, associations and media in a German, European and international environment.		
<b>Module is allocated to</b>	Bachelor Social Sciences: Elective module within the main subject Social Sciences – Group Integrative Social Sciences - Subgroup Governance and International Relations		
<b>Examination Requirements</b>	Presentation (making up 30% of the final mark) and paper (making up 70% of the final mark)		
<b>Prerequisites for Admission</b>	32 credit points in the main subject Social Sciences Methods of Social Sciences and related areas.		
<b>Courses</b>	Seminar (WS)		
<b>Language</b>	The seminar will be held in English.		
<b>Learning Objectives</b>	<p>Students...</p> <p>... analyse political processes of decision-making in an international, transnational and supranational context.</p> <p>... establish within the subgroup Governance and International Relations a connection between different subjects and disciplines at a specific, theoretical, methodological and empirical level.</p>		
<b>Contents</b>	Students become familiar with approaches and perspectives of the European Policy. Main focuses are current developments in European integration and in other international and supranational organisations and institutions as well as the handling with decisive theoretical, methodological and analytical concepts of international cooperation and integration.		
<b>Information about Teaching and Learning Methods</b>	Students actively participate in the seminar, discussion after the presentations.		
<b>Additional Information</b>	Required reading will be announced at the beginning of the term.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Wolfgang Wessels, Seminar für Politische Wissenschaften (Political Science); Contact: Katharina Eckert M.A., Seminar für Politische Wissenschaften (Political Science)		

<b>Module</b>	<b>Economic Psychology</b>		
<b>Number</b>		<b>Workload</b>	240 h
<b>Credit Points</b>	8 CP	<b>Recurrence Frequency</b>	Every summer term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	180 h
<b>Qualifications</b>	Knowledge of concepts and empirical findings in economic psychology.		
<b>Module is allocated to</b>	Bachelor Social Sciences: Elective module within the subsidiary subject Social Psychology Bachelor Business Administration, Economics, Health Economics, Information Systems: Elective module within the specialisation Economic Psychology Bachelor Regional Studies East and Central Europe, Latin America: Elective module within the subsidiary subject Social Sciences		
<b>Examination Requirements</b>	Written exam lasting 60 min		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture (SS)		
<b>Language</b>	The lecture will be held in English.		
<b>Learning Objectives</b>	Students ... ... know fundamental theories in economic psychology. ... know empirical methods and findings in the area of economic psychology.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>Theories and empirical findings in economic psychology, e.g., consumer behavior, advertising, leadership, tax compliance, investment</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Required reading will be announced in the introductory session.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Detlef Fetchenhauer; Univ.-Prof. Dr. Erik Hölzl, Institut für Wirtschafts- und Sozialpsychologie (Economic and Social Psychology)		

<b>Module</b>	<b>Organizational Psychology</b>		
<b>Number</b>	52008	<b>Workload</b>	120 h
<b>Credit Points</b>	4 CP	<b>Recurrence Frequency</b>	Every summer term
<b>Attendance</b>	30 h	<b>Independent Studies</b>	90 h
<b>Qualifications</b>	Occupations in management consulting and in human resources departments, ability to evaluate consulting offers		
<b>Module is allocated to</b>	Bachelor Social Sciences: Elective module within the subsidiary subject Social Psychology Bachelor Business Administration, Economics, Health Economics, Information Systems: Elective module within the specialisation Economic Psychology Bachelor Regional Studies Latin America: Elective module within the subsidiary subject Social Sciences		
<b>Examination Requirements</b>	Written exam lasting 60 min		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Seminar		
<b>Language</b>	The seminar will be held in English.		
<b>Learning Objectives</b>	Students ... ... know fundamental theories in organizational psychology. ... know empirical methods and findings in the area of organizational psychology. ... are able to apply psychological theories to current topics in organizations (e.g., human resources, leadership).		
<b>Contents</b>	<ul style="list-style-type: none"> <li>Theories and empirical findings in organizational psychology, e.g., teams, conflict resolution, leadership, motivation</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Required reading will be announced in the introductory session.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Detlef Fetchenhauer; Univ.-Prof. Dr. Erik Hölzl, Institut für Wirtschafts- und Sozialpsychologie (Economic and Social Psychology)		

<b>Module</b>	<b>Psychology of Marketing and Advertising</b>		
<b>Number</b>	52004	<b>Workload</b>	120 h
<b>Credit Points</b>	4 CP	<b>Recurrence Frequency</b>	Every summer term
<b>Attendance</b>	30 h	<b>Independent Studies</b>	90 h
<b>Qualifications</b>	Occupations in market research companies as well as in marketing departments of companies.		
<b>Module is allocated to</b>	Bachelor Social Sciences: Elective module within the subsidiary subject Social Psychology Bachelor Business Administration, Economics, Health Economics, Information Systems: Elective module within the specialisation Economic Psychology		
<b>Examination Requirements</b>	Written exam lasting 60 min		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Seminar		
<b>Language</b>	The seminar will be held in English.		
<b>Learning Objectives</b>	Students ... ... know psychological theories relevant for marketing and advertising ... know empirical methods and findings on psychological aspects of marketing and advertising ... are able to apply psychological theories to current topics in marketing and advertising		
<b>Contents</b>	<ul style="list-style-type: none"> <li>Theories and empirical findings in psychology of marketing and advertising, e.g., impulse buying, emotional branding, personal selling</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Required reading will be announced in the introductory session.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Detlef Fetchenhauer; Univ.-Prof. Dr. Erik Hölzl, Institut für Wirtschafts- und Sozialpsychologie (Economic and Social Psychology)		

<b>Module</b>	<b>Current Issues in Business Taxation</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	30-60 h	<b>Independent Studies</b>	120-150 h
<b>Qualifications</b>	Insight into current business taxation topics and problems		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Information Systems: Elective module within the specialisation Business Taxation		
<b>Examination Requirements</b>	Written exam <i>or</i> other examination		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture, exercise and/or seminar		
<b>Language</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... describe, interpret and analyse selected issues and topics in business taxation.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Alternate contents relevant to current and selected topics and problems in business taxation</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module can be held by a lecturer and can take place as block course. Required reading will be announced at the beginning of the term.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Norbert Herzig, Seminar für Allgemeine Betriebswirtschaftslehre und Betriebswirtschaftliche Steuerlehre (General Business Administration, Business Taxation)		

<b>Module</b>	<b>Corporate Finance</b>		
<b>Number</b>	21101	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	120 h
<b>Qualifications</b>	Quantitative activities in financial, asset and investment management in companies, banks and insurances.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences: Elective module within the Specialisation Finance I and II Bachelor Health Economics, Information Systems: Elective module within the Specialisation Finance		
<b>Examination Requirements</b>	Written exam lasting 60 min		
<b>Prerequisites for Admission</b>	none		
<b>Courses</b>	Lecture and exercise (SS)		
<b>Language</b>	The courses will be held in English.		
<b>Learning Objectives</b>	Students... ... get an introduction on financial and financial statement analysis. ... examine the effects of capital spending and financial decisions on financial ratios. ... become acquainted with the techniques of short and long term financial management.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Financial management</li> <li>• Valuation of a company</li> <li>• Financing strategy</li> <li>• Cost of capital</li> <li>• Value-based capital spending policy</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Classes may be given exclusively during the first or the second part of the term (refer to KLIPS). Class dates may be announced via KLIPS shortly before the start of the term. Required reading will be announced via KLIPS.		
<b>Responsible Faculty Member</b>	Univ.- Prof. Dr. Dieter Hess, Seminar für Allgemeine Betriebswirtschaftslehre und Unternehmensfinanzen (General Business Administration, Corporate Finance)		

<b>Module</b>	<b>Investment Management</b>		
<b>Number</b>	21102	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	120 h
<b>Qualifications</b>	Activities in the field of investment management for private investors, institutional investors and companies.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences: Elective module within the Specialisation Finance I and II Bachelor Health Economics, Information Systems: Elective module within the Specialisation Finance		
<b>Examination Requirements</b>	Written exam lasting 60 min		
<b>Prerequisites for Admission</b>	Students should have attended the modules “Investition und Finanzierung” as well as “Finanzmanagement”.		
<b>Courses</b>	Lecture and exercise (SS)		
<b>Language</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	<p>Students...</p> <ul style="list-style-type: none"> <li>... analyse the investment objectives of (institutional) investors.</li> <li>... analyse the optimal portfolio selection.</li> <li>... learn how to manage the portfolio risk.</li> <li>... evaluate the success of the investment strategies.</li> <li>... deepen the knowledge and techniques they have acquired in the lecture by solving applied exercises and examples of particular cases.</li> </ul>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Investment objectives</li> <li>• Portfolio Theory</li> <li>• Risk Management</li> <li>• Investment strategies</li> <li>• Case studies</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	The course consists of a lecture and exercises. Students are expected to prepare the problem sets before class.		
<b>Additional Information</b>	The courses will be held every week during the lecture period. Required reading will be announced at the beginning of the term.		
<b>Responsible Faculty Member</b>	Univ.- Prof. Dr. Alexander Kempf, Seminar für Allgemeine Betriebswirtschaftslehre und Finanzierungslehre (General Business Administration, Finance)		



<b>Module</b>	<b>Current Issues in Finance I</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	30-60 h	<b>Independent Studies</b>	120-150 h
<b>Qualifications</b>	On successful completion, students will have acquired the conceptual foundations and analytical skills to pursue a career in corporate treasury, banking, and insurance.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences: Elective module within the Specialisation Finance I Bachelor Health Economics, Information Systems: Elective module within the Specialisation Finance		
<b>Examination Requirements</b>	Written exam lasting 60 min <i>or</i> other examination form		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture and exercise or seminar		
<b>Language</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... learn to make qualified contributions to current issues in finance.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Current issues in the area of financial markets, corporate finance, and financial institutions</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Class dates will be announced via KLIPS shortly before the start of the term. Required reading will be announced via KLIPS. Classes may be taught exclusively in the first or the second part of the term (refer to KLIPS).		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Thomas Hartmann-Wendels, Seminar für Allgemeine Betriebswirtschaftslehre und Bankbetriebslehre (General Business Administration, Bank Management); Univ.-Prof. Dr. Dieter Hess, Seminar für Allgemeine Betriebswirtschaftslehre und Unternehmensfinanzierung (General Business Administration, Corporate Finance); Univ.-Prof. Dr. Alexander Kempf, Seminar für Allgemeine Betriebswirtschaftslehre und Finanzierungslehre (General Business Administration, Finance); Univ.-Prof. Dr. Heinrich Schradin, Seminar für Allgemeine Betriebswirtschaftslehre, Risikomanagement und Versicherungslehre (General Business Administration, Risk Management and Insurance)		

<b>Module</b>	<b>Current Issues in Finance II</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	30-60 h	<b>Independent Studies</b>	120-150 h
<b>Qualifications</b>	On successful completion, students will have acquired the conceptual foundations and analytical skills to pursue a career in corporate treasury, banking, and insurance.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences: Elective module within the Specialisation Finance I Bachelor Health Economics, Information Systems: Elective module within the Specialisation Finance		
<b>Examination Requirements</b>	Written exam lasting 60 min <i>or</i> other examination form		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture and exercise or seminar		
<b>Language</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... learn to make qualified contributions to current issues in finance.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Current issues in the area of financial markets, corporate finance, and financial institutions</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Class dates will be announced via KLIPS shortly before the start of the term. Required reading will be announced via KLIPS. Classes may be taught exclusively in the first or the second part of the term (refer to KLIPS).		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Thomas Hartmann-Wendels, Seminar für Allgemeine Betriebswirtschaftslehre und Bankbetriebslehre (General Business Administration, Bank Management); Univ.-Prof. Dr. Dieter Hess, Seminar für Allgemeine Betriebswirtschaftslehre und Unternehmensfinanzierung (General Business Administration, Corporate Finance); Univ.-Prof. Dr. Alexander Kempf, Seminar für Allgemeine Betriebswirtschaftslehre und Finanzierungslehre (General Business Administration, Finance); Univ.-Prof. Dr. Heinrich Schradin, Seminar für Allgemeine Betriebswirtschaftslehre, Risikomanagement und Versicherungslehre (General Business Administration, Risk Management and Insurance)		

<b>Module</b>	<b>Product Management</b>		
<b>Number</b>	24101	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	60 h	<b>Independent Studies</b>	120 h
<b>Qualifications</b>	Jobs in the field of marketing and sales, in manufacturing, retailing and services companies.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: Elective module within the specialisation Marketing Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: Elective module within the specialisation Media Management		
<b>Examination Requirements</b>	Written exam lasting 60 min		
<b>Prerequisites for Admission</b>	We expect students to be familiar with the contents of the module Marketing. Attendance of the module Channel Management is also recommended.		
<b>Courses</b>	Lecture and exercise (WS)		
<b>Language</b>	The courses will be held in English.		
<b>Learning Objectives</b>	Students ... ... categorize decision problems in product management. ... develop strategies for brand management and apply methods for determining brand equity. ... present methods for the development of new products and analyse decisions related to the launch of new products in the market. ... discuss characteristics of services marketing and draft marketing programs for services.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Brand management</li> <li>• New product development</li> <li>• Service marketing</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Readings are announced at the beginning of the term.		
<b>Responsible</b>	N.N., Seminar für Allgemeine Betriebswirtschaftslehre, Marketing und Marktforschung (General Business Administration, Marketing and Marketing Research)		

<b>Module</b>	<b>Pricing and Communication</b>		
<b>Number</b>	24102	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	60 h	<b>Independent Studies</b>	120 h
<b>Qualifications</b>	Jobs in marketing and sales, in manufacturing, retailing and services companies.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: Elective module within the specialisation Marketing Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: Elective module within the specialisation Media Management Bachelor Media Sciences: Compulsory module within the subsidiary subject Media Management		
<b>Examination Requirements</b>	Written exam lasting 60 min		
<b>Prerequisites for Admission</b>	We expect students to be familiar with the contents of the module Marketing. We recommend having attended the module Channel Management.		
<b>Courses</b>	Lecture and exercise (SS)		
<b>Language</b>	The courses will be held in English.		
<b>Learning Objectives</b>	Students ... ... identify decision problems of pricing and communication. ... discuss pricing strategies and behavioural aspects of pricing. ... evaluate the applicability of different communication tools. ... apply theories in order to derive implications for the effects of pricing and communication. ... apply planning and marketing research methods to set optimal prices and to design communication campaigns.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Pricing</li> <li>• Communication</li> <li>• Sales promotion as a cross-sectional instrument</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	The reading list is announced at the beginning of the term.		
<b>Responsible Faculty Member</b>	N.N., Seminar für Allgemeine Betriebswirtschaftslehre, Marketing und Marktforschung (General Business Administration, Marketing and Marketing Research)		

<b>Module</b>	<b>Current Issues in Marketing I &amp; II</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	30-60 h	<b>Independent Studies</b>	120-150 h
<b>Qualifications</b>	Insight into current marketing topics and problems		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: Elective module within the specialisation Marketing Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: Elective module within the specialisation Media Management Bachelor Media Sciences: Compulsory module within the subsidiary subject Media Management		
<b>Examination Requirements</b>	Written exam <i>or</i> other examination		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture, exercise and/or seminar		
<b>Language</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... describe, interpret and analyse selected issues and topics in marketing.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Alternate contents relevant to current and selected topics and problems in marketing</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module can be held by a lecturer and can take place as block course. Required reading will be announced at the beginning of the term.		
<b>Responsible Faculty Member</b>	N.N., Seminar für Allgemeine Betriebswirtschaftslehre, Marketing und Marktforschung (General Business Administration, Marketing and Marketing Research)		

<b>Module</b>	<b>International Media and Technology Project</b>		
<b>Number</b>	25103	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	30 h	<b>Independent Studies</b>	150 h
<b>Qualifications</b>	Planning, execution and presentation of international studies and / projects in the fields of media, new media, information management, or telecommunication management		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: Elective module within the specialisation Media Management Bachelor Media Sciences: Compulsory module within the subsidiary subject Media Management		
<b>Examination Requirements</b>	KL/MP/RE/sp (weights vary in the final mark)		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Seminar		
<b>Language</b>	The seminar can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... get introduced to a wide spectrum of media topics. ... get acquainted with the international media and technology management terminology and study / project communication. ... plan, execute and present (in writing or orally) one particular project or study undertaken in international settings or with international focus.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Details differ from semester to semester</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	A mixture of lecturing, group work, and interactive elements.		
<b>Additional Information</b>	<a href="http://www.mtm.uni-koeln.de">www.mtm.uni-koeln.de</a>		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., Seminar für Allgemeine Betriebswirtschaftslehre und Medien- und Technologiemanagement (Media and Technology Management)		

<b>Module</b>	<b>Current Topics in Media Management</b>		
<b>Number</b>	25102	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	30 h	<b>Independent Studies</b>	150 h
<b>Qualifications</b>	In-depth insights into selected, current media and technology management topics		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: Elective module within the specialisation Media Management Bachelor Media Sciences: Compulsory module within the subsidiary subject Media Management		
<b>Examination Requirements</b>	KL/MP/RE/sp (weights vary in the final mark)		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Seminar		
<b>Language</b>	The seminar can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students gain deeper insights into selected media management topics and discussion issues. Interactive elements are emphasized.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Details differ from semester to semester</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	A mixture of lecturing, group work, and interactive elements.		
<b>Additional Information</b>	<a href="http://www.mtm.uni-koeln.de">www.mtm.uni-koeln.de</a>		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., Seminar für Allgemeine Betriebswirtschaftslehre und Medien- und Technologiemanagement (Media and Technology Management)		

<b>Module</b>	<b>Managing Organizations and Supply Chains</b>		
<b>Number</b>	27101	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	120 h
<b>Qualifications</b>	Support and consulting of executive management.		
<b>Module is allocated to</b>	<p>Bachelor Business Administration, Economics, Social Sciences, Information Systems: Elective module within the specialisation Supply Chain Management</p> <p>Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: Elective module within the specialisation Media Management</p> <p>Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: Elective module within the specialisation Corporate Development, Organisation and Human Resources</p> <p>Bachelor Media Sciences: Compulsory module within the subsidiary subject Media Management</p>		
<b>Examination Requirements</b>	Written exam lasting 60 min <i>or</i> paper, <i>or</i> both (then each making up 50% of the final mark)		
<b>Prerequisites for Admission</b>	It is assumed that students are familiar with the module Business Policy and International Management.		
<b>Courses</b>	Lecture and exercise (SS)		
<b>Language</b>	The courses will be held in English.		
<b>Learning Objectives</b>	<p>Students ...</p> <p>... acquire a basic knowledge of the challenges and tasks strategic management is concerned with.</p> <p>... discuss specific requirements and concepts for the analysis, organisation and control of companies and their value chains in different contexts.</p> <p>... apply their theoretical knowledge to concrete case studies and to different industries.</p>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Basic knowledge of strategic management and organisation of value added networks</li> <li>• Analysis and structuring of value chains in different contexts</li> <li>• Current challenges of the management of global value: alliances, electronic commerce and business ethics</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	<p>The courses of this module will potentially be hold only in the first or in the second half of the semester. More information will be given at the beginning of the term in ILIAS/KLIPS.</p> <p>Required reading will be announced at the beginning of the term.</p>		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensführung und Logistik (General Business Administration, Business Policy and Logistics)		



<b>Module</b>	<b>Supply Chain Management and Management Science</b>		
<b>Number</b>	27102	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	120 h
<b>Qualifications</b>	The ability to optimize, plan and manage complex supply chains.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Information Systems: Elective module within the specialisation Supply Chain Management		
<b>Examination Requirements</b>	Written exam lasting 60 min (50-95%) and/or oral exam (5-95%) and case study assignments (making up 5%-50% of the final mark)		
<b>Prerequisites for Admission</b>	Successful participation in "Operations Management"		
<b>Courses</b>	Lecture and discussion session (WS, 1. Term)		
<b>Language</b>	The courses will be held in English.		
<b>Learning Objectives</b>	<p>Students ...</p> <ul style="list-style-type: none"> <li>... plan, control and optimize supply chains.</li> <li>... apply modern concepts such as revenue management and contract design.</li> <li>... employ modern problem solving tools such as simulations software.</li> <li>... conduct case studies on real companies.</li> </ul>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Supply chain coordination</li> <li>• Revenue management</li> <li>• Contract design</li> <li>• Process optimization</li> <li>• Case studies on general management</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	Students will apply the theoretical concepts in real life case studies. Together with guest speakers from industry students will discuss how supply chain management concepts can be applied in practice.		
<b>Additional Information</b>	Required reading will be announced at the beginning of the term.		
<b>Responsible Faculty Member</b>	Jun.-Prof. Dr. Kai Hoberg, Seminar für Allgemeine Betriebswirtschaftslehre, Supply Chain Management und Management Science (General Business Administration, Supply Chain Management and Management Science)		

<b>Module</b>	<b>Current Topics in Supply Chain Management</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	30 h	<b>Independent Studies</b>	150 h
<b>Qualifications</b>	Activities in the area of Supply Chain Management (and related areas such as purchase, logistics and distribution), project management and consulting		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Information Systems: Elective module within the specialisation Supply Chain Management		
<b>Examination Requirements</b>	Written exam lasting 60 min <i>or</i> oral exam		
<b>Prerequisites for Admission</b>	none		
<b>Courses</b>	Lecture and exercise		
<b>Language</b>	The courses will be held in English.		
<b>Learning Objectives</b>	<p>Students ...</p> <ul style="list-style-type: none"> <li>... become familiar with current developments in Supply Chain Management.</li> <li>... regard new concepts from a critical angle.</li> <li>... analyse a concrete example in cooperation with a company.</li> <li>... suggest possible opportunities for action for the companies involved.</li> <li>... describe a current concept in Supply Chain Management.</li> <li>... discuss advantages and disadvantages of several concepts.</li> <li>... write a paper about their topic.</li> <li>... present their results in class.</li> </ul>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• New concepts for Supply Chain Management</li> <li>• Current issues from the area of Supply Chain Management</li> <li>• Elaboration of management reports</li> <li>• Students learn to present their topics in class</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Required reading will be announced at the beginning of the term. The course is offered by an external lecturer.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Ulrich W. Thonemann, Seminar für Allgemeine Betriebswirtschaftslehre, Supply Chain Management und Management Science (General Business Administration, Supply Chain Management and Management Science)		

<b>Module</b>	<b>Human Resource Management</b>		
<b>Number</b>	26005	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	120 h
<b>Qualifications</b>	Positions in human resource management; general management		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: Elective module within the specialisation Corporate Development, Organisation and Human Resources		
<b>Examination Requirements</b>	Written exam lasting 60 min (80%) and coursework (making up 20% of the final mark)		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture and exercise (SS)		
<b>Language</b>	The courses will be held in English.		
<b>Learning Objectives</b>	<p>Students ...</p> <ul style="list-style-type: none"> <li>... understand different theoretical approaches to managing human resources.</li> <li>... analyse different methods of personnel selection and assess empirical evidence on their usefulness.</li> <li>... analyse different methods of personnel development and job design and evaluate their advantages and disadvantages.</li> <li>... become acquainted with contemporary issues in human resource management.</li> </ul>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Theoretical approaches to human resource management</li> <li>• Personnel selection</li> <li>• Personnel development</li> <li>• Personnel controlling and compensation</li> <li>• Contextual factors of organizations' human resource management</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Relevant readings will be announced in class.		
<b>Responsible Faculty Member</b>	Jun.-Prof. Dr. Torsten Biemann, Seminar für Allgemeine Betriebswirtschaftslehre und Personalwirtschaftslehre (General Business Administration, Human Resource Management)		

<b>Module</b>	<b>Business Ethics</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	120 h
<b>Qualifications</b>	Reflection on ethical behavior in business.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: Elective module within the specialisation Corporate Development, Organization, and Human Resources		
<b>Examination Requirements</b>	Written exam lasting 60 min		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lectures and classes/seminars (SS)		
<b>Languages</b>	In general the courses of this module will be held in English (see KLIPS).		
<b>Learning Objectives</b>	<p>Students ...</p> <ul style="list-style-type: none"> <li>... acquire first insights into essential parts of business ethics.</li> <li>... are guided to critically reflect their own role in a company.</li> <li>... develop visions of responsible behavior in business.</li> <li>... apply the learned material to concrete case studies.</li> </ul>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Values and the "Good Life"</li> <li>• Ethics in the workplace: Promises and betrayals</li> <li>• Honesty and trust in business</li> <li>• Who gets what and why? Fairness and Justice</li> <li>• Is "The social responsibility of business... to increase its profits?"</li> <li>• Ethic aspects of accounting, finance and investment ethics</li> <li>• Ethics aspects of advertising, marketing, and sales</li> <li>• Whistle-blowing, company loyalty, and employee responsibility</li> <li>• Reciprocity, conflict of interest and corruption</li> <li>• Ethical aspects of leadership</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	Interactive discussions of case studies		
<b>Additional Information</b>	<p>The courses of this module can be announced on short term notice before the start of the semester (see KLIPS).  Required readings will be announced in KLIPS.  The courses of this module will potentially be hold only in the first or in the second half of the semester (see KLIPS).</p>		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Bernd Irlenbusch, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensentwicklung und Wirtschaftsethik (General Business Administration, Corporate Development and Business Ethics)		

<b>Module</b>	<b>Current Issues in Corporate Development, Organisation and Human Resources</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	30-60 h	<b>Independent Studies</b>	120-150 h
<b>Qualifications</b>	Insight into current corporate development, organisation and human resources topics and problems		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: Elective module within the specialisation Corporate Development, Organisation and Human Resources		
<b>Examination Requirements</b>	Written exam <i>or</i> other examination		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture, exercise and/or seminar		
<b>Language</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... describe, interpret and analyse selected issues and topics in corporate development, organisation and human resources.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Alternate contents relevant to current and selected topics and problems in corporate development, organisation and human resources</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module can be held by a lecturer and can take place as block course. Required reading will be announced at the beginning of the term.		
<b>Responsible Faculty Member</b>	Jun.-Prof. Dr. Torsten Biemann, Seminar für Allgemeine Betriebswirtschaftslehre und Personalwirtschaftslehre (General Business Administration, Human Resource Management); Univ.-Prof. Dr. Mark Ebers, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensentwicklung und Organisation (General Business Administration, Corporate Development and Organization); Univ.-Prof. Dr. Bernd Irlenbusch, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensentwicklung und Wirtschaftsethik (General Business Administration, Corporate Development and Business Ethics)		

<b>Module</b>	<b>International Accounting and Taxation</b>		
<b>Number</b>		<b>Workload</b>	360 h
<b>Credit Points</b>	12 CP	<b>Recurrence Frequency</b>	Every term
<b>Attendance</b>	90 h	<b>Independent Studies</b>	270 h
<b>Qualifications</b>	Applications oriented knowledge of financial statement analysis and security valuation. Comprehension of fundamental structural components of (income) tax systems. Application to international transactions from a German company and individual perspective.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Information Systems: Compulsory module within the specialisation International Accounting and Taxation		
<b>Examination Requirements</b>	Written exam lasting 120 min		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture and tutorial: Financial Statement Analysis and Security Valuation (each 90 min) and Lecture/tutorial: Fundamentals in International Taxation (90 min) Each winter term the courses take place in the first half of the term. The weekly contact hours are doubled.		
<b>Languages</b>	All lectures and tutorials as well as the written exam take place in English language.		
<b>Learning Objectives</b>	<p>Students ...</p> <ul style="list-style-type: none"> <li>... acquaint themselves with important technical terms in English language.</li> <li>... learn to use relevant legal sources (laws, international treaties, accounting standards).</li> <li>... are able to identify and analyze structural elements of most tax systems.</li> <li>... evaluate the tax consequences of international economic activities of individuals and companies.</li> <li>... discuss tax avoidance schemes and the prescriptions established to impede those schemes.</li> <li>... apply the acquired knowledge to selected practical case studies.</li> <li>... analyze business models with the help of financial statements from an investor perspective.</li> <li>... forecast pro-forma financial statements.</li> <li>... apply accounting oriented valuation-methods to evaluate companies, business units and strategic projects.</li> <li>... scrutinize the performance and limits of simplifying business valuation models.</li> </ul>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Connecting factors for tax liability</li> <li>• Determination of (corporate) income tax basis</li> <li>• Anti-avoidance rules</li> <li>• Financial statement and strategy analysis</li> <li>• Business valuation</li> <li>• Case studies</li> </ul>		

<b>Information about Teaching and Learning Methods</b>	
<b>Additional Information</b>	Required readings will be announced at the beginning of the term.
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Norbert Herzig, Seminar für Allgemeine Betriebswirtschaftslehre und Betriebswirtschaftliche Steuerlehre (General Business Administration, Business Taxation); Univ.-Prof. Dr. Christoph Kuhner, Jun.-Prof. Dr. Sönke Sievers, Seminar für Allgemeine Betriebswirtschaftslehre und Wirtschaftsprüfung (General Business Administration, Auditing); Univ.-Prof. Dr. Carsten Homburg, Seminar für Allgemeine Betriebswirtschaftslehre und Controlling (General Business Administration, Controlling)

<b>Module</b>	<b>Seminar Economic Theory II</b>		
<b>Number</b>	15102	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every to every second term
<b>Attendance</b>	30 h	<b>Independent Studies</b>	150 h
<b>Qualifications</b>	Development of economic theory concepts		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences: Elective module within the specialisation Selected Topics of Economic Theory		
<b>Examination Requirements</b>	Presentation (50%) and home assignment (50%), additional assignments may be announced before the seminar starts		
<b>Prerequisites for Admission</b>	Principles of Microeconomics (Grundzüge der Mikroökonomik) Principles of Macroeconomics (Grundzüge der Makroökonomik)		
<b>Courses</b>	Seminar (block course)		
<b>Languages</b>	The seminar can be held in German or English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... develop selected concepts of economic theory. ... are introduced to current research in economic theory., ... present and discuss the insights they have gained.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Concepts of economic theory</li> <li>• Current research in economic theory</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Compulsory reading will be announced at the beginning of the course.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Axel Ockenfels, Staatswissenschaftliches Seminar (Economics)		



<b>Module</b>	<b>Basics of Energy Markets</b>		
<b>Number</b>	35001	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	120 h
<b>Qualifications</b>	Understanding of technical-economic basics of energy economics. Application of economic principles and models to the energy sector.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences: Elective module within the specialisation Energy Economics		
<b>Examination Requirements</b>	Written exam lasting 60 min		
<b>Prerequisites for Admission</b>	Students are expected to have completed the module Basics of Microeconomics and the content of the module Industrial Economics and Competition will be assumed.		
<b>Courses</b>	Lecture and exercise (WS)		
<b>Languages</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... become acquainted with the technical-economic basics of energy economics and understand the structure of the overall economic energy balance. ... familiarise themselves with the fundamental concepts and models of the economic exhaustible resources. ... analyse the importance of capital investment and technical progress in the energy sector for the availability of energy resources. ... analyse the conditions and forms of impact from the competitive pricing in the electricity and gas markets.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Technical-economic basics of energy economics</li> <li>• Markets of grid-bound energy</li> <li>• Price formation in the electricity markets</li> <li>• Regulation of energy transmission systems</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Required reading will be announced at the beginning of the term. The courses will be held every week during the lecture period.		
<b>Responsible Faculty Member</b>	PD Dr. Dietmar Lindenberger, Energiewirtschaftliches Institut (Energy Economics)		

<b>Module</b>	<b>Basics of Energy Policy</b>		
<b>Number</b>	35002	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	120 h
<b>Qualifications</b>	Understanding of basic energy political interrelation. Recognizing the need for energy political intervention.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences: Elective module within the specialisation Energy Economics		
<b>Examination Requirements</b>	Written exam lasting 60 min		
<b>Prerequisites for Admission</b>	Students are expected to have completed the module Basics of Microeconomics and the content of the module Industrial Economics and Competition will be assumed.		
<b>Courses</b>	Lecture and exercise (SS)		
<b>Languages</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	<p>Students ...</p> <ul style="list-style-type: none"> <li>... analyse the economic conditions and reasons of state intervention for different value chain levels of the grid-bound energy.</li> <li>... analyse the economic circumstances of different value chain levels.</li> <li>... discuss the influence market forms have on the price and volume of international energy supply and demand.</li> <li>... discuss different types and models for the regulation of energy transmission systems.</li> <li>... analyse the development of global energy consumption and energy-related emissions, as well as the international instruments for climate protection in the economic context.</li> <li>... evaluate the energy and environmental policy equipment in terms of cost to the economy.</li> </ul>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Regulation of energy transmission systems</li> <li>• Energy supply and demand</li> <li>• Development of global energy consumption</li> <li>• Instruments for climate protection</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Required reading will be announced at the beginning of the term. The courses will be held every week during the lecture period.		
<b>Responsible Faculty Member</b>	PD Dr. Dietmar Lindenberger, Energiewirtschaftliches Institut (Energy Economics)		

<b>Module</b>	<b>Seminar Energy Economics</b>		
<b>Number</b>	35101	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every term
<b>Attendance</b>	30 h	<b>Independent Studies</b>	150 h
<b>Qualifications</b>	Analysis of selected energy economic questions.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences: Elective module within the specialisation Energy Economics		
<b>Examination Requirements</b>	Presentation (1/3) and paper (making up 2/3 of the final mark)		
<b>Prerequisites for Admission</b>	The content of the module “Basics of Energy Markets” or the module “Basics of Energy Policy” will be assumed.		
<b>Courses</b>	Seminar		
<b>Languages</b>	The seminar can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	<p>Students ...</p> <p>... analyse the development of the market from specific energy carriers.</p> <p>... discuss deeply specific questions of energy economics.</p> <p>... develop and present a scientific paper.</p>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• The seminar refers to the content from the last term offered “Basics” module.</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	The seminar will be held every week during the lecture period or takes place as block course.		
<b>Responsible Faculty Member</b>	PD Dr. Dietmar Lindenberger, Energiewirtschaftliches Institut (Energy Economics)		

<b>Module</b>	<b>Current Issues in Energy Economics</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	60 h	<b>Independent Studies</b>	120 h
<b>Qualifications</b>	Insight into current energy economic topics and first preparation for activities in companies, consultancies, associations, public authorities and in the area of energy industry.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences: Elective module within the specialisation Energy Economics		
<b>Examination Requirements</b>	Written exam lasting 60 min <i>or</i> presentation (1/3) and paper (making up 2/3 of the final mark) <i>or</i> oral exam lasting 15-45 min		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture or seminar		
<b>Languages</b>	The course can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	<p>Students ...</p> <p>... are able to understand and to analyse the relevant questions and problems of energy economics and energy policy.</p> <p>... are capable of discussing and of critically reflecting the results.</p>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Current questions in energy economics</li> <li>• Important topics of energy policy</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	<p>The courses will be held every week during the lecture period or takes place as block course.</p> <p>The teaching sessions will be announced on the verge of the beginning of the lecture period (see KLIPS).</p> <p>Required reading will be announced at the beginning of the term.</p>		
<b>Responsible Faculty Member</b>	<p>Univ.-Prof. Dr. Marc Oliver Bettzüge, Staatswissenschaftliches Seminar (Economics);</p> <p>PD Dr. Dietmar Lindenberger, Energiewirtschaftliches Institut (Energy Economics)</p>		

<b>Module</b>	<b>Current Issues in Media Economics</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	30-60 h	<b>Independent Studies</b>	120-150 h
<b>Qualifications</b>	Insight into current media economics topics and and problems		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Information Systems: Elective module within the specialisation Media Economics Bachelor Media Sciences: Compulsory module within Economy and Sociology of Media		
<b>Examination Requirements</b>	Written exam <i>or</i> other examination		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture, exercise and/or seminar		
<b>Languages</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... describe, interpret and analyse selected issues and topics in media economics.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Alternate contents relevant to current and selected topics and problems in media economics</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module can be held by a lecturer and can take place as block course. Required reading will be announced at the beginning of the term.		
<b>Responsible Faculty Member</b>	N.N., Staatswissenschaftliches Seminar (Economics)		

<b>Module</b>	<b>European and German Economic History</b>		
<b>Number</b>	51101	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every term
<b>Attendance</b>	30 h	<b>Independent Studies</b>	150 h
<b>Qualifications</b>	Evaluation and classification of economic issues on the basis of historical facts and analyses; finding solutions for economic issues arising in companies or political institutions		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences: Elective module within the specialisation Economic and Business History		
<b>Examination Requirements</b>	Written exam lasting 60 min (Lectures); Paper (Seminar)		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture Economic History – Europe and Germany (SS)		
<b>Languages</b>	The lecture can be held in English (see KLIPS).		
<b>Learning Objectives</b>	<p>Students ...</p> <ul style="list-style-type: none"> <li>... outline the concept of industrialisation.</li> <li>... classify the driving forces of industrialisation via theoretical and empirical approaches.</li> <li>... analyse the process of industrialisation in major European countries and compare it to the German case.</li> <li>... expand their language skills in English via discussion in class, reading literature and writing exams.</li> </ul>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Industrialisation and Economic Growth</li> <li>• Regional aspects of Industrialisation</li> <li>• Driving forces of Industrialisation</li> <li>• Comparative Analysis of Industrialisation processes in European countries</li> </ul>		
<b>Courses</b>	Lecture Aspects of European Economic History		
<b>Languages</b>	The lecture can be held in English (see KLIPS).		
<b>Learning Objectives</b>	<p>Students ...</p> <ul style="list-style-type: none"> <li>... outline determinants of economic and social change in Europe and Germany.</li> <li>... analyse the development of the major European economies in comparison to the German case.</li> <li>... deal with central aspects of economic development in the modern world.</li> </ul>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Different aspects of European economic and social development since 1750</li> </ul>		
<b>Courses</b>	Seminar European Economic History		
<b>Languages</b>	The seminar can be held in English (see KLIPS).		

<b>Learning Objectives</b>	<p>Students ...</p> <ul style="list-style-type: none"> <li>... outline determinants of economic and social change in Europe and Germany.</li> <li>... analyse the development of the major European economies in comparison to the German case.</li> <li>... deal with central aspects of economic development in the modern world.</li> <li>... apply the interdisciplinary methodological approach (economics and historical sciences) of Economic and Business History via concrete exercises in class.</li> <li>... acquire academic techniques and methods, such as research for sources and literature, application of models, developing relevant questions, presentation of research results (Presentation in class, Writing Papers).</li> </ul>
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Different aspects of economic and social development in Europe since 1750</li> <li>• Acquiring and application of methods in historical economic and social research</li> <li>• Historical method of critical source analysis</li> <li>• Becoming familiar with the state of academic research of the respective seminar's topic</li> <li>• Critical discussion on current research and development of own perspectives</li> <li>• Working on a specific issue of research</li> </ul>
<b>Information about Teaching and Learning Methods</b>	
<b>Additional Information</b>	<p>Each term one of the three specified courses is offered, of which one has to be chosen.  Required reading will be announced at the beginning of the term.</p>
<b>Responsible Faculty Member</b>	<p>Univ.-Prof. Dr. Carsten Burhop, Seminar für Wirtschafts- und Unternehmensgeschichte (Economic and Business History)</p>

<b>Module</b>	<b>Current Issues in Business History</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	30 h	<b>Independent Studies</b>	150 h
<b>Qualifications</b>	Evaluation and classification of economic issues on the basis of historical facts and analyses; finding solutions for economic issues arising in companies or political institutions		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences: Elective module within the specialisation Economic and Business History		
<b>Examination Requirements</b>	Written exam lasting 90 min <i>or</i> paper		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture or seminar		
<b>Languages</b>	The courses can be held in English (see KLIPS).		
<b>Learning Objectives</b>	<p>Students ...</p> <ul style="list-style-type: none"> <li>... outline determinants of economic and social change in Europe and Germany.</li> <li>... analyse the development of the major European economies in comparison to the German case.</li> <li>... deal with central aspects of economic development in the modern world.</li> </ul>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Current literature and issues in Economic and Business History</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Required reading will be announced at the beginning of the term.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Carsten Burhop, Seminar für Wirtschafts- und Unternehmensgeschichte (Economic and Business History)		



<b>Module</b>	<b>Current Issues in Cooperative Economics</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	30-60 h	<b>Independent Studies</b>	120-150 h
<b>Qualifications</b>			
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Health Economics: Elective module within the specialisation Cooperative Economics Bachelor Regional Studies East and Central Europe, Latin America: Elective module within the subsidiary subject Social Sciences		
<b>Examination Requirements</b>	Written exam lasting 60 min <i>or</i> other examination		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture and exercise or seminar		
<b>Languages</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... describe, interpret and analyse selected issues and topics in cooperative economics.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Alternate contents relevant to current and selected topics and problems in cooperative economics</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS).		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Hans J. Rösner, Univ.-Prof. Dr. Frank Schulz-Nieswandt, Seminar für Genossenschaftswesen (Cooperative Studies)		

<b>Module</b>	<b>Current Issues in Social Policy</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	30-60 h	<b>Independent Studies</b>	120-150 h
<b>Qualifications</b>	Advanced knowledge about selected fields of social protection. Competence regarding activities in national and international institutions of social security.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Health Economics: Elective module within the specialisation Social Policy Bachelor Regional Studies East and Central Europe, Latin America: Elective module within the subsidiary subject Social Sciences		
<b>Examination Requirements</b>	Written exam lasting 60 min <i>or</i> other examination		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture and exercise or seminar		
<b>Languages</b>	The courses can be held in German or in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... describe, interpret and analyse current issues and topics in the field of social policy.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Alternate contents relevant to current and selected topics and problems in social policy</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS).		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Hans J. Rösner, Univ.-Prof. Dr. Frank Schulz-Nieswandt, Seminar für Sozialpolitik (Social Policy)		

<b>Module</b>	<b>Main Features of Economic Geography</b>		
<b>Number</b>	50101	<b>Workload</b>	240 h
<b>Credit Points</b>	8 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	120 h
<b>Qualifications</b>	Application-oriented and multidisciplinary preparation for activities in economy, administration, organisations, associations and media in a German, European and international environment.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences: Compulsory module within the specialisation Economic Geography Bachelor Regional Studies East and Central Europe, Latin America: Elective module within the subsidiary subject Social Sciences Bachelor Regional Studies China: Elective module within the subsidiary subject Business Administration		
<b>Examination Requirements</b>	Case study (30%) and written exam lasting 90 min (making up 70% of the final mark)		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Lecture and Exercise in Economic Geography: Basic topics and introduction for the BA (WS), Excursions (WS)		
<b>Language</b>	The courses will be held in German and additionally in English (see KLIPS).		
<b>Learning Objectives</b>	<p>Students ...</p> <ul style="list-style-type: none"> <li>... analyse subnational-regional structures, institutions and actors and national and international (inter-)dependencies of locations, institutions and actors.</li> <li>... discuss problems of specific topics of socio-economic change on different spatial scales.</li> <li>... discuss recent theories and empirical case studies of regional development in the core economies and the peripheries of the global economy.</li> <li>... evaluate case studies on the background of theoretical concepts about regulation, transformation, crises and change.</li> <li>... use concepts of qualitative and quantitative regional research.</li> <li>... evaluate socio-economic development in selected regions and regional policies.</li> </ul>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Theories of regional change</li> <li>• Quantitative and qualitative methods of empirical regional research</li> <li>• Case studies</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Required reading will be announced at the beginning of the term.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Martina Fuchs, Wirtschafts- und Sozialgeographisches Institut (Economic and Social Geography)		

<b>Module</b>	<b>Seminar Economic Geography</b>		
<b>Number</b>	50102	<b>Workload</b>	120 h
<b>Credit Points</b>	4 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	30 h	<b>Independent Studies</b>	90 h
<b>Qualifications</b>	Application-oriented and multidisciplinary preparation for activities in economy, administration, organisations, associations and media in a German, European and international environment.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences: Compulsory module within the specialisation Economic Geography Bachelor Regional Studies East and Central Europe, Latin America: Elective module within the subsidiary subject Social Sciences Bachelor Regional Studies China: Elective module within the subsidiary subject Business Administration		
<b>Examination Requirements</b>	Presentation (30%) and paper (making up 70% of the final mark)		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Seminar Economic Geography (WS)		
<b>Language</b>	The courses will be held in German and additionally in English (see KLIPS).		
<b>Learning Objectives</b>	Students ... ... analyse regional and national institutions and actors of globalization. ... evaluate recent theories and case studies of regional development in Europe. ... learn computer-based methods. ... discuss examples of location and regional development.		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Theories of economic geography</li> <li>• Methods of regional science</li> <li>• Regional policy</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	Required reading will be announced at the beginning of the term.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Martina Fuchs, Wirtschafts- und Sozialgeographisches Institut (Economic and Social Geography)		

<b>Module</b>	<b>Introductory Econometrics</b>		
<b>Number</b>	44102	<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	60 h	<b>Independent Studies</b>	120 h
<b>Qualifications</b>	Econometric analysis and prediction		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Information Systems: Elective module within the specialisation Quantitative Methods of Economics and Social Sciences		
<b>Examination Requirements</b>	Written exam lasting 60 min <i>or</i> oral exam lasting 20 min <i>or</i> combination of written exam (60%) and exercises, tests and projects (40%)		
<b>Prerequisites for Admission</b>	Statistics A and B		
<b>Courses</b>	Lecture (2 SWS) and exercises (2 SWS) (WS)		
<b>Language</b>	The courses will be held in English.		
<b>Learning Objectives</b>	<p>Students ...</p> <ul style="list-style-type: none"> <li>... use statistical software.</li> <li>... smooth and filter time series data.</li> <li>... fit ARMA models.</li> <li>... make forecasts.</li> <li>... model economic circumstances.</li> <li>... estimate and test linear models.</li> <li>... perform small empirical studies.</li> </ul>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Data description</li> <li>• Simple and multiple regression analysis</li> <li>• Parameter estimation, prediction</li> <li>• Residual analysis and model selection</li> <li>• Analysis of qualitative data</li> <li>• Time series analysis (Box-Jenkins)</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	The exercises include supervised work using the computer and a small empirical project		
<b>Additional Information</b>	The courses will be held every week during the lecture period. Required reading will be announced at the beginning of the term.		
<b>Responsible Faculty Member</b>	Univ.-Prof. Dr. Karl Mosler, Dr. Christoph Scheicher, Seminar für Wirtschafts- und Sozialstatistik (Economic and Social Statistics)		

<b>Module</b>	<b>Selected Quantitative Methods</b>		
<b>Number</b>		<b>Workload</b>	180 h
<b>Credit Points</b>	6 CP	<b>Recurrence Frequency</b>	Irregular
<b>Attendance</b>	60 h	<b>Independent Studies</b>	120 h
<b>Qualifications</b>	Doing research using and related to Econometrics and Statistics		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Information Systems: Elective module within the specialisation Quantitative Methods of Economics and Social Sciences		
<b>Examination Requirements</b>	Written exam lasting 60 min <i>or</i> combination of oral exam (50%) and hand in assignments (50%)		
<b>Prerequisites for Admission</b>	Statistics A and B and one module from the specialization Quantitative Methods of Economics and Social Sciences		
<b>Courses</b>	Lecture (2 SWS) and exercises (2 SWS)		
<b>Language</b>	The courses will be held in English.		
<b>Learning Objectives</b>	<p>Students learn some selected quantitative methods and their applications, e.g.</p> <ul style="list-style-type: none"> <li>• Basic programming techniques</li> <li>• Understanding the mechanics of regression analysis</li> <li>• Perform simulation studies</li> <li>• Use advanced econometric techniques</li> <li>• Writing a thesis in a quantitative area</li> </ul>		
<b>Contents</b>	<p>Various quantitative methods, e.g.</p> <ul style="list-style-type: none"> <li>• Introduction to Matlab or a related software package</li> <li>• Regression and time series models</li> <li>• Monte Carlo simulation</li> <li>• Unit roots and cointegration</li> <li>• Vector autoregressions</li> <li>• GARCH models</li> <li>• Basic non-linear models</li> </ul>		
<b>Information about Teaching and Learning Methods</b>	One half of the module will be exercises. Exercises may include practical application of the procedures and small projects on the computer.		
<b>Additional Information</b>	The courses will be held every week during the lecture period. Literature will be recommended during the lectures.		
<b>Responsible Faculty Member</b>	Jun.-Prof. Dr. Hans Manner, Seminar für Wirtschafts- und Sozialstatistik (Economic and Social Statistics)		

<b>Module</b>	<b>English for Students of Economics and Social Sciences</b>		
<b>Number</b>	90002	<b>Workload</b>	120 h
<b>Credit Points</b>	4 CP	<b>Recurrence Frequency</b>	Every second term
<b>Attendance</b>	30 h	<b>Independent Studies</b>	90 h
<b>Qualifications</b>	Students are prepared for activities in companies and organisations operating at an international level.		
<b>Module is allocated to</b>	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: Elective module within Studium Integrale		
<b>Examination Requirements</b>	Written exam lasting 60 min		
<b>Prerequisites for Admission</b>	None		
<b>Courses</b>	Exercise		
<b>Language</b>	The exercise will be held in English.		
<b>Learning Objectives</b>	<p>Students ...</p> <ul style="list-style-type: none"> <li>... read articles related to economics taken from journals and newspapers, discuss issues concerning the authors' core statements and write short texts explaining their own position.</li> <li>... discuss, on the basis of English texts, selected historical and current controversial issues of economics and social sciences.</li> <li>... learn to understand vocational factual information which is verbally communicated and to make the difference between core statements and individual pieces of information.</li> <li>... summarise English texts related to issues of economics and translate the summary into German.</li> <li>... translate conclusions that other students have reached into English and check in how far the translation is accurate.</li> </ul>		
<b>Contents</b>	<ul style="list-style-type: none"> <li>• Reading and understanding area specific English texts</li> <li>• The ability to write and to summarise texts</li> <li>• Discussions led in English</li> </ul>		
<b>Information about Teaching and Learning Methods</b>			
<b>Additional Information</b>	The number of participants may be restricted.		
<b>Responsible Faculty Member</b>	The representative for education and academic studies of the Faculty		

## Index

### *B*

<b>Basics of Energy Markets</b> .....	39
<b>Basics of Energy Policy</b> .....	40
<b>Business Ethics</b> .....	34

### *C*

<b>Channel Management</b> .....	1
<b>Corporate Finance</b> .....	21
<b>Current Issues in Business History</b> .....	46
<b>Current Issues in Business Taxation</b> .....	20
<b>Current Issues in Cooperative Economics</b> .....	47
<b>Current Issues in Corporate Development, Organisation and Human Resources</b> .....	35
<b>Current Issues in Energy Economics</b> .....	42
<b>Current Issues in Finance I</b> .....	23
<b>Current Issues in Finance II</b> .....	24
<b>Current Issues in Information Systems</b> .....	3
<b>Current Issues in Marketing I &amp; II</b> .....	27
<b>Current Issues in Media Economics</b> .....	43
<b>Current Issues in Political Science</b> .....	9
<b>Current Issues in Social Policy</b> .....	48
<b>Current Issues in Sociology</b> .....	13
<b>Current Topics in Media Management</b> .....	29
<b>Current Topics in Supply Chain Management</b>	32

### *E*

<b>Economic Policy</b> .....	4
<b>Economic Psychology</b> .....	17
<b>English for Students of Economics and Social Sciences</b> .....	53
<b>European and German Economic History</b> .....	44

### *G*

<b>Governance and International Relations - A Perspective of Economic Geography</b> .....	14
---	----

### *H*

<b>Human Resource Management</b> .....	33
--	----

### *I*

<b>Information Systems in the company practice Scientific supported external internship</b> .....	2
<b>International Accounting and Taxation</b> .....	36
<b>International Economics</b> .....	6
<b>International Media and Technology</b> .....	28
<b>Introduction into European Politics</b> .....	7
<b>Introductory Econometrics</b> .....	51
<b>Investment Management</b> .....	22

### *L*

<b>Labour Economics</b> .....	5
-------------------------------	---

### *M*

<b>Main Features of Economic Geography</b> .....	49
<b>Managing Organizations and Supply Chains</b> ..	30

### *O*

<b>Organizational Psychology</b> .....	18
--	----

### *P*

<b>Pricing and Communication</b> .....	26
<b>Product Management</b> .....	25
<b>Psychology of Marketing and Advertising</b> .....	19

### *S*

<b>Selected Quantitative Methods</b> .....	52
<b>Seminar - European Politics</b> .....	8
<b>Seminar – Networks and Organisations</b> .....	11
<b>Seminar – Sociological Theory</b> .....	10
<b>Seminar – Structure and Change of Societies</b> .	12
<b>Seminar Economic Geography</b> .....	50
<b>Seminar Economic Theory II</b> .....	38
<b>Seminar Energy Economics</b> .....	41
<b>Supply Chain Management and Management Science</b> .....	31

### *T*

<b>The Political System of the EU: Governance and Institutions</b> .....	16
<b>Transnational Social Policy and International Standards as a Problem of Governance</b> .....	15



**Imprint:**

**Editor:** Deanship Faculty of Management, Economics and Social Sciences,  
center for higher education Quality - cheQ@WiSo

**Photo:** Helmar Mildner

**Dated:** June 2010