

Module Catalogue Master



1. October 2009 till
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University of Cologne
Faculty of Management, Economics and Social Sciences



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List of Abbreviations

AN	credit points acquired at an university abroad (ECTS)
(E)	Classes are regularly or occasionally held in English
FS	Case Study (or Business Game)
HA	Paper
KL	Written Exam
CP	Credit Points
max.	Students can obtain at most the number of credit points indicated
min.	Students must obtain at least the number of credit points required
MP	Oral Exam
PO	Examination Regulations
PR	Project
RE	Presentation
so	Other Examination Requirements
SS	Summer Term
ST	Practical Studies
WS	Winter Term

Major**Major Accounting**

Modules	Type of Exam	CP of the Module	Required CP
Business Taxation I	KL/MP	6 CP	min.
Business Taxation II	KL/MP	6 CP	6 CP
Strategic Controlling	KL/MP	6 CP	min.
Operational Controlling	KL/MP	6 CP	6 CP
International Accounting	KL/MP	6 CP	min.
Operations Audit	KL/MP	6 CP	6 CP
Advanced Seminar Business Taxation	RE/HA	6 CP	min.
Advanced Seminar Controlling	RE/HA	6 CP	6 CP
Advanced Seminar External Rendering of Accounts and Auditing	RE/HA	6 CP	max. 12 CP
Selected Issues in Business Taxation I	KL/MP	6 CP	max. 18 CP
Selected Issues in Business Taxation II	KL/MP	6 CP	
Value-Oriented Controlling	KL/MP	6 CP	
Selected Issues of Controlling	KL/MP	6 CP	
Selected Issues in Accounting and Auditing I – Corporate Disclosure	KL/MP	6 CP	
Selected Issues in Accounting and Auditing II- Audit	KL/MP	6 CP	
Linear Models (E)	so + KL	6 CP	max. 12 CP
Causal Analysis (E)	so + KL	6 CP	
Risk Management in Financial Institutions	KL/MP	6 CP	
Institutional Economics	KL/MP	6 CP	
Empirical Finance (E)	KL/MP	6 CP	
Econometrics (E)	KL(60)/ MP(20)/so	6 CP	
Multivariate Analyses	KL/MP	6 CP	
Accounting and Auditing of Insurance Companies	KL/MP	6 CP	

Modules

Module	Business Taxation I		
Number	19003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge and abilities acquired are particularly helpful for professional occupation in the field of tax consultancy or in tax departments of companies, in management consultancy as well as in finance.		
Module is allocated to	Major Accounting Major Finance Minor Accounting Minor Business Taxation		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise "Business Taxation I"		
Learning Objectives	Students... ... are familiar with issues and methods related to business taxation. ... understand the influence of taxes on national and cross-border decisions concerning the location of companies. ... understand the influence of taxes on decisions on legal forms for companies. ... apply their knowledge to concrete examples.		
Contents	<ul style="list-style-type: none"> • Basic facts: economic impact of taxation, functions of business taxation, methods of business taxation • Decisions on location: regional/local particularities, cross-border choice of location with issues related to double taxation and measures to avoid arbitration of tax • Decisions on legal forms: taxation of partnerships and incorporated firms, choice of legal form with regard to ongoing national and cross-border taxation as well as to non-periodic taxation facts, optimisation of the legal form and particular legal forms 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Norbert Herzig, Seminar für Allgemeine Betriebswirtschaftslehre und Betriebswirtschaftliche Steuerlehre (General Business Administration, Business Taxation)		

Module	Business Taxation II		
Number	19004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge and abilities acquired are particularly helpful for professional occupation in the field of tax consultancy or in tax departments of companies, in management consultancy as well as in finance.		
Module can be allocated to	Major Accounting Minor Accounting Minor Business Taxation		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise "Business Taxation II"		
Learning Objectives	Students... ... are familiar with issues and methods related to business taxation. ... explain the influence of taxes on national and cross-border interlocking relationships. ... explain the influence of taxes on national and cross-border restructuring. ... apply their knowledge to concrete examples.		
Contents	<ul style="list-style-type: none"> • Interlocking relationships: basics, national and cross-border group taxation, taxation of holding companies, location of holding companies. • Restructuring: basics, transfer of assets and liabilities of incorporated firms to partnerships, consolidation and demerger of incorporated firms, processes of investment, other tax-neutral possibilities of restructuring, cross-border restructuring. 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Norbert Herzig, Seminar für Allgemeine Betriebswirtschaftslehre und Betriebswirtschaftliche Steuerlehre (General Business Administration, Business Taxation)		

Module	Strategic Controlling		
Number	20002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Commercial fields of activity which are to provide information crucial for in-company decisions.		
Module is allocated to	Major Accounting Major Marketing Minor Accounting Minor Controlling		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise "Strategic Controlling"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... compare the advantages and limits of a proactive cost management and early cost planning. ... apply new tools of cost management to case studies (life cycle cost analysis, target costing, activity-based costing). ... conduct break-even-analyses. ... make use of the experience curve concept for strategic cost planning. ... understand the basics of benchmarking. 		
Contents	<ul style="list-style-type: none"> • Break-even-analyses • Simulation • Experience curves • Life cycle cost analysis • Target costing • Activity-based costing • Benchmarking 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Homburg, Seminar für Allgemeine Betriebswirtschaftslehre und Controlling (General Business Administration, Controlling)		

Module	Operational Controlling		
Number	20001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Commercial fields of activity which are to provide information crucial for in-company decisions.		
Module is allocated to	Major Accounting Minor Accounting Minor Controlling		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise "Operational Controlling"		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... understand the most important conceptions of controlling. ... identify different types of interdependencies and are able to apply analytical as well as heuristic approaches for the coordination of interdependencies. ... apply in the context of extensive case studies different traditional processes of cost accounting (accounting of budgeted and actual costs on absorbed cost basis and on direct costing, marginal costing etc.). ... are able to conduct analyses of cost divergence for cost controlling. ... are familiar with the theory of Lücke and the connection between cost accounting and investment accounting. ... are able to draft production programmes with the aid of linear programming and are able to deal with intertemporal interdependencies with the aid of dynamic programming. ... decide by means of the concept of information value whether it is worth gathering additional information about controlling when information is uncertain. ... are familiar with the principal-agent problem and know different tools of controlling to decrease incentive problems. ... are able to apply the most important tools of controlling in order to solve problems of coordination. 		
Contents	<ul style="list-style-type: none"> • Controlling with respect to concrete examples • Theoretical approaches to controlling • Interdependencies • Processes of cost accounting and output accounting • Analyses of cost divergence • Investment accounting • Linear and dynamic programming • Concept of information value • Agency theory • Tools of controlling: financial ratios, budgets and target agreements, clearing prices, allocation of overheads and awards 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Homburg, Seminar für Allgemeine Betriebswirtschaftslehre und Controlling (General Business Administration, Controlling)		

Module	International Accounting		
Number	32002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge acquired is relevant for the students in order to understand as well as to independently prepare annual accounts following IAS/IFRS.		
Module is allocated to	Major Accounting Major Finance Minor Accounting Minor Auditing		
Examination Requirements	Written exam lasting 90 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	Students are able to balance accounts in international accounting. ... further their knowledge about the interpretation of standard texts in conformity with accounting systems. ... apply their knowledge about regulations of rendering of accounts on concrete examples. ... implement economic concepts of evaluation in the context of balancing of accounts according to the IFRS.		
Contents	<ul style="list-style-type: none"> • Dogmatic and conceptual basics of the IFRS • IASB-Framework • Regulations on assets and liabilities • Evaluation rules • Special issues of accounts of groups and of individual companies with respect to IFRS 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Christoph Kuhner, Seminar für Allgemeine Betriebswirtschaftslehre und Wirtschaftsprüfung (General Business Administration, Auditing)		

Module	Operations Audit		
Number	32001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge acquired is relevant for the students in order to understand as well as make up own operations audits for different occasions and different purposes.		
Module is allocated to	Major Accounting Minor Accounting Minor Auditing		
Examination Requirements	Written exam lasting 90 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... discriminate between different occasions, purposes and dogmatic conceptions of operations audits. ... further their knowledge about basic rules of the valuation theory oriented towards investment. ... make predictions about cash flow. ... explain variants of the DCF method and other modern valuation methods. 		
Contents	<ul style="list-style-type: none"> • Occasions, purposes, changes of dogmas • Equivalence principles • Rules and tools of predictions • Risk utility test of the operations audit • Valuation methods oriented towards the capital market 		
Information about Teaching and Learning Methods			
Additional Information	Kuhner/Maltry: Operations Audit		
Responsible Faculty Member	Univ.-Prof. Dr. Christoph Kuhner, Seminar für Allgemeine Betriebswirtschaftslehre und Wirtschaftsprüfung (General Business Administration, Auditing)		

Module	Advanced Seminar Business Taxation		
Number	53004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	The knowledge and abilities acquired are particularly helpful for professional occupation in the field of tax consultancy or in tax departments of companies, in management consultancy, in finance as well as in the academic domain.		
Module is allocated to	Major Accounting Minor Accounting Minor Business Taxation		
Examination Requirements	Paper and presentation		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	Students tackle current issues in business taxation in an academic way. ... write a paper about a topic concerned with business taxation on their own. ... give a presentation on their topic. ... discuss the topics presented in the advanced seminar.		
Contents	<ul style="list-style-type: none"> • Current issues in business taxation 		
Information about Teaching and Learning Methods			
Additional Information	Further instructions will be given and required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Norbert Herzig, Seminar für Allgemeine Betriebswirtschaftslehre und Betriebswirtschaftliche Steuerlehre (General Business Administration, Business Taxation)		

Module	Advanced Seminar Controlling		
Number	53005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	20 h	Independent Studies	160 h
Qualifications	Ability to work in an academic way.		
Module is allocated to	Major Accounting Minor Accounting Minor Controlling		
Examination Requirements	Presentation lasting 45 min (30%) and a paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Block seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... acquaint themselves with current academic issues of controlling. ... evaluate the topic- specific academic literature. ... write a paper on their own. ... prepare a presentation in teamwork related to the topic they have dealt with. ... present it in the seminar. ... take part in discussions concerning the presentations. 		
Contents	Current issues will be announced at the end of the previous term.		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Homburg, Seminar für Allgemeine Betriebswirtschaftslehre und Controlling (General Business Administration, Controlling)		

Module	Advanced Seminar External Rendering of Accounts and Auditing		
Number	53014	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	The knowledge acquired is relevant for the students in order to prepare and present an academic work in the field of auditing and external rendering of accounts.		
Module is allocated to	Major Accounting Minor Accounting Minor Auditing		
Examination Requirements	Paper and presentation (making up 50% of the final mark, respectively)		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... write an academic paper on their own taking into account up to date academic sources. ... explain formal demands of an academic paper. ... become familiar with the conceptual way of proceeding when writing an academic paper. ... further by means of own experience their knowledge about how to present academic results. 		
Contents	<ul style="list-style-type: none"> • Main topics from courses of the previous term • Topics currently discussed in academia and commerce 		
Information about Teaching and Learning Methods	Presentation and discussion		
Additional Information	General topic and specific topics with selected introductory literature.		
Responsible Faculty Member	Univ.-Prof. Dr. Christoph Kuhner, Seminar für Allgemeine Betriebswirtschaftslehre und Wirtschaftsprüfung (General Business Administration, Auditing)		

Module	Selected Issues in Business Taxation I		
Number	19501	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge and abilities acquired are particularly helpful for professional occupation in the field of tax consultancy or in tax departments of companies, in management consultancy as well as in finance.		
Module is allocated to	Major Accounting Major Finance Minor Finance Minor Business Taxation		
Examination Requirements	Two written exams lasting 45 min each or oral exams (making up 50 % of the final mark, respectively)		
Prerequisites for Admission	None		
Courses	Within the module, 2 of the 4 following courses are to be chosen: <ul style="list-style-type: none"> • Lecture/ Exercise „Selected Issues in Accounting Tax Law“ • Lecture/ Exercise ”Issues of Group Taxation“ • Lecture/ Exercise „International Tax Planning II“ (English) This exam is exclusively in English. • Lecture/ Exercise §Real Estate Taxation” 		
Learning Objectives	Students deepen their knowledge about domains with a particular practical orientation of business taxation discuss concrete examples.		
Contents	<ul style="list-style-type: none"> • Accounting tax law • Group taxation • ITP II: tax planning; use of contradictions between tax systems • Real estate taxation 		
Information about Teaching and Learning Methods	Courses are planned as lectures (with exercises if required).		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Overall Responsibility: Univ.-Prof. Dr. Norbert Herzig, Seminar für Allgemeine Betriebswirtschaftslehre und Betriebswirtschaftliche Steuerlehre (General Business Administration, Business Taxation) Lecturers for the courses: Prof. Dr. André Jacques Dicken Prof. Dr. Thomas Rödder Dr. Thomas Borstell Dr. Michael Fuchs		

Module	Selected Issues in Business Taxation II		
Number	19502	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge and abilities acquired are particularly helpful for professional occupation in the field of tax consultancy or in tax departments of companies, in management consultancy as well as in finance.		
Module is allocated to	Major Accounting Minor Business Taxation		
Examination Requirements	Two written exams lasting 45 min each or oral exams (making up 50% of the final mark, respectively)		
Prerequisites for Admission	None		
Courses	<p>Within the module, 2 of the 4 following courses are to be chosen, as long as they have not been already chosen in the module "Selected Issues in Business Taxation I":</p> <ul style="list-style-type: none"> • Lecture/ Exercise "Determination of taxable income and reporting" • Lecture/ Exercise "Taxation of Medium-Sized companies" • Lecture/ Exercise "International Tax Planning I" (English) This exam is exclusively in English. • Lecture/ Exercise "Tax Accounting" 		
Learning Objectives	<p>Students ...</p> <p>... deepen their knowledge about domains with a particular practical orientation of business taxation.</p> <p>... discuss concrete examples.</p>		
Contents	<ul style="list-style-type: none"> • Determination of taxable income and reporting • Taxation of medium-sized companies • ITP I: Basic principles of national and international tax law; Avoidance of double taxation; Influence of the European Union on the taxation of companies • Tax Accounting 		
Information about Teaching and Learning Methods	Courses are planned as lectures (with exercises if required).		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	<p>Overall Responsibility: Univ.-Prof. Dr. Norbert Herzig, Seminar für Allgemeine Betriebswirtschaftslehre und Betriebswirtschaftliche Steuerlehre (General Business Administration, Business Taxation)</p> <p>Lecturers for the courses: Prof. Dr. Jörg Bauer Dr. Thomas Borstell Dr. Rüdiger Loitz</p>		

Module	Value-Oriented Controlling		
Number	20003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Commercial functions which are to provide information crucial for in-company decisions.		
Module is allocated to	Major Accounting Major Marketing Major Supply Chain Management Major Corporate Development - Strategy, Organization and Human Resources Minor Controlling		
Examination Requirements	Written exam lasting 60 min or oral exams		
Prerequisites for Admission	None		
Courses	Lecture and exercise "Value-Oriented Controlling"		
Learning Objectives	Students become acquainted with the disadvantages of traditional financial ratios. ... deal with the necessary basics oriented towards the capital market. ... apply processes in order to make predictions about cash flow and to determine the capital cost rate. ... figure out the company value /project value with the aid of DCF-approaches and models of residual income. ... discuss further value-oriented financial ratios (e.g. SVA und CFROI).		
Contents	<ul style="list-style-type: none"> • Traditional financial ratios (e.g. ROI) • Types of capital market • Irrelevance and relevance of finance • Leverage effect • Free cash flow-identification according to Rappaport • DCF- approaches • EVA-concepts • CFROI-concepts • Realisation of a value-oriented strategy 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Homburg, Seminar für Allgemeine Betriebswirtschaftslehre und Controlling (General Business Administration, Controlling)		

Module	Selected Issues in Controlling		
Number	20004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Commercial functions which provide information about planning and documentation decisions on current issues in controlling, on the basis of specific specialised knowledge about theory as well as of knowledge acquired through experience.		
Module is allocated to	Major Accounting Minor Controlling		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and Workshop "Selected Issues in Controlling"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... acquire specific specialised knowledge about current issues in controlling. ... become familiar with specific issues of controlling of selected companies. ... apply the specialised knowledge that has been acquired to realistic case studies. ... discuss implementation problems regarding the application of tools of controlling. ... become acquainted with the advantages and disadvantages of new tools of controlling, such as Activity-Based Costing, Target Costing and Benchmarking, from a practical point of view. 		
Contents	<ul style="list-style-type: none"> • Current issues will be announced at the beginning of the term. 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Homburg, Seminar für Allgemeine Betriebswirtschaftslehre und Controlling (General Business Administration, Controlling)		

Module	Selected Issues in Accounting and Auditing I – Corporate Disclosure		
Number	32101	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge acquired is relevant in order to analyse annual accounts oriented towards the capital market and other regular capital market information.		
Module is allocated to	Major Accounting Major Finance Minor Finance Minor Auditing		
Examination Requirements	Written exam lasting 90 min		
Prerequisites for Admission	None		
Courses	Lecture		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become more acquainted with lawful and strategic aspects of modern capital market orientation. ... determine, adopting different perspectives, in how far the data of rendering of accounts are useful when it comes to making decisions. ... operationalise economic concepts of evaluation in the context of annual accounts. ... deepen their knowledge about rendering of accounts in areas with practical orientation. 		
Contents	<ul style="list-style-type: none"> • Regulation of information regarding the capital market • Value, Relevance-Studies • Methods of the rating of companies • Analyses based on financial ratios • Special issues of the balancing of accounts of groups 		
Information about Teaching and Learning Methods	It is compulsory to attend the lecture "Corporate Disclosure and Balance Sheet Analysis" (2 credit hours). In addition to this, one of the following courses has to be chosen: either "Consolidated Accounts" (2 credit hours) or "Undergraduate Seminar on Rendering of Accounting" (2 credit hours).		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Christoph Kuhner, Seminar für Allgemeine Betriebswirtschaftslehre und Wirtschaftsprüfung (General Business Administration, Auditing)		

Module	Selected Issues in Accounting and Auditing II - Audit		
Number	32102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge acquired is relevant in order to understand methods and institutions of audits of annual accounts as well as their practical layouts.		
Module is allocated to	Major Accounting Major Finance Minor Auditing		
Examination Requirements	Written exam lasting 90 minutes		
Prerequisites for Admission	None		
Courses	Lecture		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become more acquainted with institutional aspects of audits of annual accounts. ... acquire methodical skills in order to apply modern techniques of auditing. ... operationalise economic concepts of analysis in the context of audits of annual accounts. ... deepen methodical knowledge in areas of practical orientation. 		
Contents	<ul style="list-style-type: none"> • Regulations of auditing • System audits and analytic audits • Planning and procedure of audits • Audits of individual cases • Audits of specific industries and of different occasions 		
Information about Teaching and Learning Methods	It is compulsory to attend the lecture "Methods and Institutions of Audits of Annual Accounts" (2 credit hours). In addition to this, one of the following courses has to be chosen: "Special Audits" (2 credit hours) or "Banking Audit" (2 credit hours)		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Christoph Kuhner, Seminar für Allgemeine Betriebswirtschaftslehre und Wirtschaftsprüfung (General Business Administration, Auditing)		

Major Corporate Development - Strategy, Organisation and Human Resources

Modules	Type of Exam	CP of the Module	Required CP
Corporate Development (E)	KL/MP	6 CP	min. 12 CP
Strategic Management (E)	KL/MP	6 CP	
Strategic Human Resource Management (E)	KL/MP/FS	6 CP	
Business Project/ Research Project in Corporate Development	RE/HA	6 CP	max. 6 CP
Business Project/ Research Project in Strategic Management	RE/HA	6 CP	
Business Project/ Research Project in Human Resource Management	RE/HA	6 CP	
Compensation, Performance Measurement and the Theory of Incentives	KL/MP	6 CP	min. 12 CP
Theories of Organisation	KL/MP	6 CP	
Strategic Alliances and Networks (E)	KL/MP/RE	6 CP	
Advanced Seminar Corporate Development and Organisation (E)	RE/HA	6 CP	6 CP
Advanced Seminar Human Resource Management (E)	RE/HA	6 CP	
Advanced Seminar Business Policy and Logistics (E)	RE/HA	6 CP	
Strategy and Innovation Management (E)	KL/MP/ RE	6 CP	max. 12 CP
Enterprises, Markets and Strategies (E)	KL/MP/ RE	6 CP	
Operations Audit and Corporate Development	KL/MP	6 CP	
Marketing Planning (E)	KL/MP	6 CP	
New Product Development (E)	KL/MP	6 CP	
Linear Models (E)	so + KL	6 CP	
Causal Analysis (E)	so + KL	6 CP	
Advanced Microeconomics II: Contract Theory	KL	6 CP	
Value-Oriented Controlling	KL/MP	6 CP	
Supply Chain Management and Management Science I (Strategy) (E)	KL/MP/FS	6 CP	
Global Competition in the Aviation Industry (E)	RE/HA/KL	6 CP	
Business Strategy in Global Supply Chains	RE/HA + KL	6 CP	
Culture and Organisation	KL/HA/RE	6 CP	
The Psychology of Strategic Interactions, Negotiations and Selling (E)	KL/HA/RE	6 CP	
Industrial Economics	KL/MP	6 CP	

Modules

Module	Corporate Development (E)		
Number	29002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Department of corporate development, internal/ external consultancy, assistance of executive boards.		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources Major Health Economics Minor Corporate Development - Strategy, Organisation and Human Resources Minor Media Management		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	It is assumed that students are familiar with the bachelor module Business Policy and International Management.		
Courses	Lecture and exercise		
Learning Objectives	Students become familiar with different perspectives and drivers of corporate development. ... acquire knowledge about options of action and strategies for the development of companies and the conditions necessary to obtain success. ... learn about tools and measures important for the control of innovative activities in companies. ... apply the tools and concepts that have been acquired in order to analyse as well as to tackle case studies. ... learn to deal with the ambiguity of real situations and to make reasonable decisions.		
Contents	<ul style="list-style-type: none"> • Models of corporate development • Strategies of corporate development, direction of growth and shift of boundaries of companies • Innovative strategies and innovative management 		
Information about Teaching and Learning Methods	Lecture and interactive exercise which is based on case studies; individual courses take place in collaboration with practitioners in companies. If not indicated otherwise, the course is in English.		
Additional Information	Required reading will be announced at the beginning of term.		
Responsible Faculty Member	Univ.-Prof. Dr. Mark Ebers, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensentwicklung und Organisation (General Business Administration, Corporate Development and Organisation)		

Module	Strategic Management (E)		
Number	30001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Corporate Development, strategy, and corporate planning , internal/ external consultancy		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources Minor Corporate Development - Strategy, Organisation and Human Resources Minor Media Management		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	Students become acquainted with different approaches that aim at explaining strategic positioning. ... analyse in how far the industry environment and resources of companies influence the choice of different types of strategies. ... become familiar with different types of strategic development. ... apply theoretical knowledge to realistic case studies and industry settings.		
Contents	<ul style="list-style-type: none"> • Basics of strategic management • Strategic positioning • Strategy process • Contexts 		
Information about Teaching and Learning Methods	In the context of lectures and exercises, case studies and guest lectures help in deepening the students' knowledge about how the theoretical lecture material is used in practice. If not indicated otherwise, the course is in English.		
Additional Information	The schedule of the course will be announced at the beginning of the term in ILIAS.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensführung und Logistik (General Business Administration, Business Policy and Logistics)		

Module	Strategic Human Resource Management (E)		
Number	26003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	In this module, students grasp the contribution of Human Resource Management to the realisation of corporate strategies.		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources Major Health Economics Minor Corporate Development - Strategy, Organisation and Human Resources		
Examination Requirements	Written exam lasting 60 min and further performance requirements (interactive discussion of case studies)		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	Students develop an economic understanding of corporate strategies. ... analyse tools of personnel management commonly used to align Human Resource Management with corporate strategy. ... autonomously develop concepts aiming at implementing the acquired methods into discussions of case studies.		
Contents	<ul style="list-style-type: none"> • Value management and corporate objectives • Corporate strategies • Vision and Mission Statements • Balanced Scorecard and HR Scorecard • Corporate culture • Employee attitude surveys 		
Information about Teaching and Learning Methods	Discussion of case studies. If not indicated otherwise, the course is held in English.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Dirk Sliwka, Seminar für Allgemeine Betriebswirtschaftslehre und Personalwirtschaftslehre (General Business Administration, Human Resource Management)		

Module	Business Project/ Research Project in Corporate Development		
Number	29201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every second term (starting winter term 2009/10)
Attendance	Depending on the project	Independent Studies	Depending on the project
Qualifications	Internal/ external consultancy, departments concerned with corporate strategies and planning, academic topics.		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources		
Examination Requirements	Presentation and paper prepared in group work		
Prerequisites for Admission	None		
Courses	Project		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn to apply theoretical and methodical knowledge to concrete issues of research and to difficulties in realisation. ... discuss different strategies of solution with their group as well as with their project managers. ... get to know different strategies of how to reason and to present a topic. ... acquire social skills by coming up with solutions in group work. ... learn about the practical application of topics belonging to the area of Corporate Development, Strategic Management and Human Resource Management. 		
Contents	<ul style="list-style-type: none"> • Contents change according to the project 		
Information about Teaching and Learning Methods	In group work, students come up with concrete practical (Business Project) or academic (Research Project) problem solving.		
Additional Information	Project topics will be announced at the beginning of the term either by putting up a notice or on the homepage of the chairs. A Business Project / Research Project belonging to the area of Corporate Development is offered in rotation by Prof. Sliwka (Human Resource Management), Prof. Delfmann (Strategic Management) and Prof. Ebers (Corporate Development)		
Responsible Faculty Member	Univ.-Prof. Dr. Mark Ebers, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensentwicklung und Organisation (General Business Administration, Corporate Development and Organisation)		

Module	Business Project/ Research Project in Strategic Management		
Number	29202	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every second term (starting winter term 2009/10)
Attendance	Depending on the project	Independent Studies	Depending on the project
Qualifications	Internal/ external consultancy, departments concerned with corporate strategies and planning, academic topics.		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources		
Examination Requirements	Presentation and paper prepared in group work		
Prerequisites for Admission	None		
Courses	Project		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn about the practical application of topics belonging to the area of Corporate Development, Strategic Management and Human Resource Management. ... learn to apply theoretical and methodical knowledge to concrete issues of research and to difficulties in realisation. ... discuss different strategic options with their group as well as with their project managers. ... get to know different strategies of how to reason and to present a topic. ... acquire social skills by coming up with solutions in group work. 		
Contents	<ul style="list-style-type: none"> • Contents change according to the project 		
Information about Teaching and Learning Methods	In group work, students come up with concrete practical (Business Project) or academic (Research Project) problem solving.		
Additional Information	<p>Project topics will be announced at the beginning of the term on the homepage of the chairs and in ILIAS.</p> <p>A Business Project / Research Project belonging to the area of Corporate Development is offered in rotation by Prof. Sliwka (Human Resource Management), Prof. Delfmann (Strategic Management) and Prof. Ebers (Corporate Development).</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensführung und Logistik (General Business Administration, Business Policy and Logistics)		

Module	Business Project/ Research Project in Human Resource Management		
Number	29203	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every second term (starting winter term 2009/10)
Attendance	Depending on the project	Independent Studies	Depending on the project
Qualifications	Internal/ external consultancy, departments concerned with corporate strategies and planning, academic topics.		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources		
Examination Requirements	Presentation and paper prepared in group work		
Prerequisites for Admission	None		
Courses	Project		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn about the practical application of topics belonging to the area of Corporate Development, Strategic Management and Human Resource Management. ... learn to apply theoretical and methodical knowledge to concrete problems in a research and corporate context. ... discuss different problem solving strategies with their group as well as with their project managers. ... train presentation and argumentation skills. ... acquire social skills by coming up with solutions in group work. 		
Contents	<ul style="list-style-type: none"> • Contents change according to the project 		
Information about Teaching and Learning Methods	In group work, students come up with concrete practical (Business Project) or academic (Research Project) problem solving.		
Additional Information	Project topics will be announced at the beginning of the term either by putting up a notice or on the homepage of the chairs. A Business Project / Research Project belonging to the area of Corporate Development is offered in rotation by Prof. Sliwka (Human Resource Management), Prof. Delfmann (Strategic Management) and Prof. Ebers (Corporate Development).		
Responsible Faculty Member	Univ.-Prof. Dr. Dirk Sliwka, Seminar für Allgemeine Betriebswirtschaftslehre und Personalwirtschaftslehre (General Business Administration, Human Resource Management)		

Module	Compensation, Performance Measurement and the Theory of Incentives		
Number	26002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	In this module, students analyse by means of economic methods how incentive systems work.		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources Major Marketing Minor Corporate Development - Strategy, Organisation and Human Resources		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	Students develop a strategic understanding about how incentive systems work. ... analyse economic models. ... understand how econometric methods are used to analyse performance and compensation data. ... know practical methods for the implementation of incentive systems and systems of performance measurement.		
Contents	<ul style="list-style-type: none"> • The basic incentive problem (moral hazard) • The informativeness principle • Multitasking • Incentives in teams • Dynamic incentive problems • Subjective performance evaluation 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Dirk Sliwka, Seminar für Allgemeine Betriebswirtschaftslehre und Personalwirtschaftslehre (General Business Administration, Human Resource Management)		

Module	Strategic Alliances and Networks (E)		
Number	30003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30-60 h	Independent Studies	150-120 h
Qualifications	Department of Corporate Development, Planning staff, internal / external consulting		
Module is allocated to	Major Supply Chain Management Major Marketing Major Corporate Development - Strategy, Organisation and Human Resources Minor Supply Chain Management Minor Media Management Minor Corporate Development - Strategy, Organisation and Human Resources		
Examination Requirements	Written exam lasting 90 min and/ or oral exam		
Prerequisites for Admission	None		
Courses	Lecture/ Exercise		
Learning Objectives	Students learn about different types and approaches which aim at explaining the establishment of inter-organisational networks as well as about the differences of production of goods and services within the own company or through purchase in the market (make or buy). ... analyse in how far the issue of trust influences cooperation and become familiar with associated risks. ... analyse inter-organisational management concepts and become acquainted with the design of alliance governance systems. ... learn the different phases of evolution of networks within the organisation.		
Contents	<ul style="list-style-type: none"> • Theories of strategic networks • Types of strategic networks • Outsourcing • Reliance and risks of strategic networks • Management of networks • Development of strategic networks 		
Information about Teaching and Learning Methods	In the context of lectures and exercises, case studies and guest lectures help in deepening the students' knowledge about how the theoretical lecture material is used in practice.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensführung und Logistik (General Business Administration, Business Policy and Logistics)		

Module	Theories of Organisation		
Number	29003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Organisation departments.		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources Minor Corporate Development - Strategy, Organisation and Human Resources		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	It is assumed that students are familiar with the bachelor module "Organisation and Human Resources".		
Courses	Lecture and exercise		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... become familiar with different theory-based criteria which help making decisions regarding the company (e.g. organisational design, structuring of contracts, and realisation of boundaries of companies). ... apply decision criteria to concrete situations in companies where decision-making is required. ... analyse and evaluate empirical studies in order to verify theories. ... know about different factors that influence the success of companies as well as about the criteria which are important for its assessment. 		
Contents	<ul style="list-style-type: none"> • Criteria for the classification and evaluation of theories of organisation • Efficient structuring of organisations (Theory of Contingency) • In how far stakeholders, expectations and norms are important for the success of companies (Institutionalism) • In how far values and symbols are important for the success of companies (Corporate Culture) • Efficient structuring of contracts and realisation of boundaries of companies (Theories of Institutional Economics) 		
Information about Teaching and Learning Methods	Lecture is accompanied by an exercise which is based on interactive case studies; some courses take place with the collaboration of practitioners in companies.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Mark Ebers, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensentwicklung und Organisation (General Business Administration, Corporate Development and Organisation)		

Module	Advanced Seminar Corporate Development and Organisation (E)		
Number		Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff.		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources Minor Corporate Development - Strategy, Organisation and Human Resources		
Examination Requirements	Presentation/ paper prepared in team work		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... gain insight into a current topic from the field of Corporate Development. ... make a research into, comprehend and select the academic literature that is relevant for a specific task and topic. ... write an academic paper and by doing so, they get well prepared for the master thesis they will have to write later on. ... learn how to work in an academic context. ... apply theoretical and conceptual approaches to concrete examples. ... help organising the final class where they discuss their conclusions. 		
Contents	<ul style="list-style-type: none"> • Constantly changing 		
Information about Teaching and Learning Methods	<p>The focus of the seminar lies in tackling a specific topic on one's own authority. Lecturers support students in structuring and tackling their topics. Presenting and discussing individual results in the final class as well as dealing with related issues fosters the ability to work on academic topics.</p> <p>The course can be given in English.</p>		
Additional Information	<p>The schedule of the course will be announced at the beginning of the term either by putting up a notice or through the central allocation (https://wisoanmeldung.uni-koeln.de).</p>		
Responsible Faculty Member	<p>Univ.-Prof. Dr. Mark Ebers, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensentwicklung und Organisation (General Business Administration, Corporate Development and Organisation)</p>		

Module	Advanced Seminar Human Resource Management (E)		
Number	53061	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Several terms
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources Minor Corporate Development - Strategy, Organisation and Human Resources		
Examination Requirements	Presentation/ paper		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... gain insight into a current topic in the field of corporate development. ... comprehend and select the academic literature that is relevant for a specific task and topic ... learn how to work in an academic context. ... write an academic paper to get well prepared for the master thesis. ... apply theoretical and conceptual approaches to concrete examples. ... help organising the final class, where they discuss their conclusions actively. 		
Contents	<ul style="list-style-type: none"> • Constantly changing 		
Information about Teaching and Learning Methods	<p>The focus of the seminar lies in tackling a specific topic either on one's own authority or in small groups. Lecturers support students in structuring and tackling their topics. Presenting and discussing individual results in the final class as well as dealing with related issues fosters the ability to work on academic topics. The course can be given in English.</p>		
Additional Information	<p>A advanced seminar from the field of Corporate Development is offered in every term, either by Prof. Delfmann (Business Policy and Logistics), Prof. Ebers (Corporate Development) or Prof. Sliwka (Human Resource Management).</p>		
Responsible Faculty Member	<p>Univ.-Prof. Dr. Dirk Sliwka, Seminar für Allgemeine Betriebswirtschaftslehre und Personalwirtschaftslehre (General Business Administration, Human Resource Management)</p>		

Major Finance

Module	Type of Exam	CP of the Module	Required CP
Institutional Economics	KL/MP	6 CP	min. 18 CP
Investments	KL/MP	6 CP	
Insurance Economics	KL/MP	6 CP	
Empirical Finance (E)	KL/MP	6 CP	
Derivatives	KL/MP	6 CP	max. 30 CP
Risk Management in Financial Institutions	KL/MP	6 CP	
Management of Leasing Companies	KL/MP	6 CP	
Corporate Valuation Theory	KL/MP	6 CP	
Value-Oriented Control of Insurance Companies	KL/MP	6 CP	
Accounting and Auditing of Insurance Companies	KL/MP	6 CP	
Insurance Groups and Reinsurance	KL/MP	6 CP	
Investmentbanking	KL/MP	6 CP	
Advanced Seminar Capital Markets and Corporate Finance	RE/HA	6 CP	min. 6 CP
Advanced Seminar Financial Institutions	RE/HA	6 CP	6 CP
Selected Issues in Accounting and Audit I – Corporate Disclosure	KL/MP	6 CP	max. 12 CP
International Accounting	KL/MP	6 CP	
Selected Issues in Accounting and Auditing II - Audit	KL/MP	6 CP	
Selected Issues in Business Taxation	KL/MP	6 CP	
Business Taxation I	KL/MP	6 CP	
Statistical Analysis of Financial Market Data	KL/MP	6 CP	

Modules

Module	Institutional Economics		
Number	16003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Management in banks and other financial services		
Module is allocated to	Major Finance Major Accounting Minor Finance Minor Bank Management		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture "Institutional Economics"		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... are familiar with the particularities of the relationship between banks and borrowers. ... apply models oriented towards institutional economics to issues of banking operations. ... analyse the tasks which banks perform within a fiscal system. ... analyse different bank products that are offered. ... assess the reasons why financial intermediaries exist. 		
Contents	<ul style="list-style-type: none"> • Overview of the German banking system • Functions of transformations • Theory of financial intermediaries • Theory of credits • Theory of deposit contracts 		
Information about Teaching and Learning Methods	Integrated periods of practice		
Additional Information	Freixas, X., Rochet, J.C.: Microeconomics of Banking 1998; Hartmann-Wendels, T., Pfingsten, A., Weber, M.: Bankbetriebslehre, 4. Aufl. 2007		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, Seminar für Allgemeine Betriebswirtschaftslehre und Bankbetriebslehre (General Business Administration, Bank Management)		

Module	Investments		
Number	18001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in the field of security analysis and asset management for individuals, institutions and companies.		
Module is allocated to	Major Finance Minor Finance Minor Asset Management		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn to do equity research. ... gain a deep insight into the assessment of bonds as well as into the risk management for bonds. ... learn to compile optimal security holdings and recognise issues connected with it. ... evaluate shares using different models of the capital market. ... analyse investment performance and its sources. ... autonomously apply the methods they have acquired in the context of exercises and case studies. 		
Contents	<ul style="list-style-type: none"> • Efficient information of markets • Stock valuation • Bonds • Theory of portfolio selection • Models of capital market • Performance measurement and performance attribution 		
Information about Teaching and Learning Methods	Integrated exercise		
Additional Information	Course-supporting exercises are set, which students have to work on autonomously. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Alexander Kempf, Seminar für Allgemeine Betriebswirtschaftslehre und Finanzierungslehre (General Business Administration, Finance)		

Module	Insurance Economics		
Number	31001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications			
Module is allocated to	Major Finance Minor Finance Minor Insurance		
Examination Requirements	Two written exams lasting 60 min each or oral exams (making up 50% of the final mark, respectively)		
Prerequisites for Admission	None		
Courses	Lecture "Assessment of cash flows in companies" (in the summer term) and "Insurance Markets" (in the summer term)		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... apply risk theoretical loss models. ... analyse in how far individual models are suitable for specific corporate objectives. ... understand the difficulty of approximate modelling in insurance companies. ... evaluate tools of the risk-political range of instruments with regard to risk transfer and to shift in risk spreading. ... calculate capital requirements. ... describe the insurance market and its participants. ... analyse offers of insurances and demands for insurances. ... explain the equilibrium of symmetric and asymmetric distribution of information. ... evaluate the institutional framework in insurance markets. 		
Contents	<ul style="list-style-type: none"> • Modelling of stochastic cash flows in insurance companies • Risk-theoretical loss models • Theory of risk transfer and shift in risk spreading • Decision models applying to individual economic units • Theory of demand of insurance • Overview of offers of insurances • Market equilibrium when it comes to symmetric and asymmetric distribution of information • Intermediaries in insurance markets • Theory and application of insurance supervision 		
Information about Teaching and Learning Methods	Lecture with integrated exercise		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Heinrich R. Schradin, Seminar für Allgemeine Betriebswirtschaftslehre, Risikomanagement und Versicherungslehre (General Business Administration, Risk Management and Insurance)		

Module	Empirical Finance (E)		
Number	21004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Professional occupation in quantitatively-oriented departments of companies, banks and insurance companies, in particular in the field of finance and investment.		
Examination Requirements	Major Finance Major Accounting Minor Asset Management Minor Controlling		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture including exercises (in English)		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become familiar with selected econometric methods typically applied in finance. ... discuss conditions that are necessary in order to apply these methods and also ways to resolve possible issues. ... draw up regression analyses for selected applications, in the context of exercises and case studies (for example in order to test models of the capital market, to estimate capital costs and to value companies). 		
Contents	<ul style="list-style-type: none"> • Selected econometric methods in particular OLS, FGLS, panel methods and time series models • Test procedures in order to assess the quality of the prediction and estimate results • Application of regression models to analyse theoretical models and estimate or predict parameters for practical applications 		
Information about Teaching and Learning Methods	Lecture including exercises		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.- Prof. Dr. Dieter Hess, Seminar für Allgemeine Betriebswirtschaftslehre und Unternehmensfinanzen (General Business Administration, Corporate Finance)		

Module	Derivatives		
Number	18002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in the field of risk management, asset management and financial engineering.		
Module is allocated to	Major Finance Minor Finance Minor Asset Management Minor Bank Management		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... deal with all kinds of derivatives in detail (forwards, futures, swaps and options). ... analyse the issues concerning handling positions in derivatives and risks associated with the resulting strategies. ... learn techniques in order to evaluate standardised and exotic derivatives. ... learn how to combine different financial instruments in order to generate special cash flows. ... deepen the knowledge and techniques they have acquired in the lecture by solving applied exercises and examples of particular cases. 		
Contents	<ul style="list-style-type: none"> • Trading strategies with derivatives • Analysis and evaluation of forwards, futures and swaps • Analysis and evaluation of options • Financial engineering 		
Information about Teaching and Learning Methods	Integrated exercise		
Additional Information	Course-supporting exercises are set, which students have to work on autonomously. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Alexander Kempf, Seminar für Allgemeine Betriebswirtschaftslehre und Finanzierungslehre (General Business Administration, Finance)		

Name	Risk Management in Financial Institutions		
Number	16002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Management in banks and other financial services		
Module is allocated to	Major Finance Major Accounting Minor Asset Management Minor Finance Minor Bank Management Minor Insurance Management		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture "Risk Management in Financial Institutions"		
Learning Objectives	Students are familiar with methods necessary in order to calculate the risks of market prices and of loan losses. ... interpret controlling regulations concerned with risk limitation. ... apply variables of risk calculation to decisions concerned with bank management and which cannot be easily made. ... analyse different risk estates with regard to a goal-oriented control of yields and risks. ... evaluate tools used to control risks of market prices and loan losses.		
Contents	<ul style="list-style-type: none"> • Diversification of risks in perfect and imperfect financial markets • Risk and risk estate • Management of foreign currency risks • Management of risks of interest changes • Management of risks of loan loss 		
Information about Teaching and Learning Methods	Integrated periods of practice		
Additional Information	Hartmann-Wendels, T., Pfingsten, A., Weber, M.: Bankbetriebslehre, 4. Aufl. 2007		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, Seminar für Allgemeine Betriebswirtschaftslehre und Bankbetriebslehre (General Business Administration, Bank Management)		

Module	Management of Leasing Companies		
Number	16005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Leadership positions in leasing companies		
Module is allocated to	Major Finance Minor Finance Minor Bank Management		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture "Management of leasing companies"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse the theoretical basic principles of leasing. ... know about the economic particularities of leasing. ... evaluate different ways to refinance leasing companies. ... make use of the calculation of net asset value as a tool aiming at evaluating leasing stocks. ... are familiar with the particularities of the rendering of accounts of leasing companies. ... apply tools of controlling to the control of yield risk of leasing companies. 		
Contents	<ul style="list-style-type: none"> • Institutional-economic analysis of leasing relations • Financing of leasing companies • Particularities of rendering of accounts of leasing agreements • Calculation of net asset value • Controlling of the earnings situation and the risk situation of leasing companies 		
Information about Teaching and Learning Methods	Lecture with integrated periods of practice		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, Seminar für Allgemeine Betriebswirtschaftslehre und Bankbetriebslehre (General Business Administration, Bank Management)		

Module	Corporate Valuation Theory		
Number	21002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications			
Module is allocated to	Major Finance Major Corporate Development - Strategy, Organisation and Human Resources Minor Finance Minor Asset Management		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture		
Learning Objectives	Students gain a detailed insight into different methods of comparing valuation and special valuing assets. ... further their knowledge about the analysis of annual accounts in order to extract value relevant information. ... become familiar with different theories explaining M&A-activities as well as with empirical findings concerning them. ... analyse manager interests in mergers and acquisitions.		
Contents	<ul style="list-style-type: none"> • Equity valuation models (in particular Discounted Cash Flow methods, models of residual income, Multiples approach) • Impact of financial policies • M&A-activities and defensive strategies • Aspects of balancing of accounts and financial realisation of mergers and acquisitions • 		
Information about Teaching and Learning Methods	Integrated exercise		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.- Prof. Dr. Dieter Hess, Seminar für Allgemeine Betriebswirtschaftslehre und Unternehmensfinanzen (General Business Administration, Corporate Finance)		

Module	Value-Oriented Control of Insurance Companies		
Number	31005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications			
Module is allocated to	Major Finance Minor Finance Minor Insurance Management		
Examination Requirements	Two written exam lasting 60 min each or oral exams (making up 50% of the final mark, respectively)		
Prerequisites for Admission	None		
Courses	Two of the three following courses have to be chosen: Lecture "Insurance Management I: Personal Insurances" (in the summer term) Lecture "Insurance Management II: Composite Insurance Companies" (in the winter term) Lecture "Insurance Industry in the Capital Market" (in the winter term)		
Learning Objectives	Students classify product offering of personal insurances and composite insurance companies. ... analyse value-oriented methods of controlling in personal insurances and composite insurance companies ... analyse the situation of the risk of personal insurances and composite insurance companies. ... calculate the premium and reserves in life and health insurances as well as in composite insurance companies. ... analyse the impact of different parameters on the situation of the risk of health and life insurance companies as well as of composite insurance companies. ... explain the legal conditions of personal insurances and composite insurance companies. ... become familiar with methods aiming at the evaluation of personal insurances and composite insurance companies		
Contents	<ul style="list-style-type: none"> • Services catalogue • Legal conditions in the field of insurances • Management control and risk management in insurance companies • Capital stocks of insurance companies • Evaluation of personal insurances and composite insurance companies 		
Information about Teaching and Learning Methods	Lecture including exercises		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Heinrich R. Schradin, Seminar für Allgemeine Betriebswirtschaftslehre, Risikomanagement und Versicherungslehre (General Business Administration, Risk Management and Insurance)		

Module	Accounting and Auditing of Insurance Companies		
Number	31003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications			
Module is allocated to	Major Finance Major Accounting Minor Insurance		
Examination Requirements	Two written exams lasting 60 min each or oral exams (making up 50% of the final mark, respectively)		
Prerequisites for Admission	None		
Courses	Lecture "Accounting of Insurance Companies" (ST) and "Inspection of Insurance Companies" (WT)		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become familiar with risk oriented approaches of the inspection of insurance companies. ... analyse the impact of different statutory sources on the assessment of balance-sheet items. ... analyse annual accounts of insurance companies on the basis of different statutory sources. ... evaluate loss reserves, claims equalisation reserves and pro rata unearned premium reserves. 		
Contents	<ul style="list-style-type: none"> • Systems of rendering of accounts • Statutory sources • Rendering of accounts according to HGB, IAS/IFRS • Full Fair Value Accounting • Auditing standards 		
Information about Teaching and Learning Methods	Lecture including exercises		
Additional Information	Required reading will be announced at the beginning of every term.		
Responsible Faculty Member	Univ.-Prof. Dr. Heinrich R. Schradin, Seminar für Allgemeine Betriebswirtschaftslehre, Risikomanagement und Versicherungslehre (General Business Administration, Risk Management and Insurance)		

Module	Insurance Groups and Reinsurance		
Number	31009	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications			
Module is allocated to	Major Finance Minor Insurance		
Examination Requirements	Two written exams lasting 60 min each or oral exams (making up 50% of the final mark, respectively)		
Prerequisites for Admission	None		
Courses	Lecture "Directing of Groups and Principle of Reciprocity" (ST) and "Reinsurance and Alternative Risk Transfer" (WT)		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become familiar with the legal conditions of insurance groups. ... assess group structures that come up in practice. ... understand the mode of action of different kinds of reinsurance. ... analyse in how far risk-political tools can be used in order to achieve goals. 		
Contents	<ul style="list-style-type: none"> • Build-up of insurance groups • Risk management in groups • Types of traditional reinsurance • Financial reinsurance • Alternative risk transfer 		
Information about Teaching and Learning Methods	Lecture including exercises		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Heinrich R. Schradin, Seminar für Allgemeine Betriebswirtschaftslehre, Risikomanagement und Versicherungslehre (General Business Administration, Risk Management and Insurance)		

Module	Advanced Seminar Capital Markets and Corporate Finance		
Number	53063	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications			
Module is allocated to	Major Finance Minor Finance		
Examination Requirements	Presentation/ Paper		
Prerequisites for Admission	Two of the following modules: <ul style="list-style-type: none"> • Derivatives • Investments • Corporate Valuation Theory • Empirical Finance (E) 		
Courses	Advanced seminar		
Learning Objectives	Students ... <ul style="list-style-type: none"> ... practise working on a selected and extensive issue on their own. ... carry out a thorough literature and internet research. ... write a paper about how they have solved the given problem. ... give a presentation of 60 min on their topic, either alone or in group, and also comment on presentations given by fellow students. 		
Contents	<ul style="list-style-type: none"> • Current theoretical and empirical issues • Covering the areas of capital markets, asset management and corporate finance 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.- Prof. Dr. Dieter Hess, Seminar für Allgemeine Betriebswirtschaftslehre und Unternehmensfinanzen (General Business Administration, Corporate Finance); Univ.-Prof. Dr. Alexander Kempf, Seminar für Allgemeine Betriebswirtschaftslehre und Finanzierungslehre (General Business Administration, Finance)		

Module	Advanced Seminar Financial Institutions		
Number	53064	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications			
Module is allocated to	Major Finance Minor Finance		
Examination Requirements	Presentation/ Paper		
Prerequisites for Admission	One of the following modules: <ul style="list-style-type: none"> • Institutional Economics • Insurance Economics • Risk Management in Financial Institutions • Value-oriented Controlling of Insurance Companies 		
Courses	Advanced Seminar		
Learning Objectives	Students ... <ul style="list-style-type: none"> ... autonomously carry out a thorough literature and internet research. ... familiarize themselves with the selected range of topics. ... write a paper on the selected topic. ... give a presentation of 60 min, either alone or in group. ... comment on the presentations given by their fellow students. 		
Contents	<ul style="list-style-type: none"> • Constantly changing 		
Information about Teaching and Learning Methods	Advanced Seminar		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, Seminar für Allgemeine Betriebswirtschaftslehre und Bankbetriebslehre (General Business Administration, Bank Management); Univ.-Prof. Dr. Heinrich R. Schradin, Seminar für Allgemeine Betriebswirtschaftslehre, Risikomanagement und Versicherungslehre (General Business Administration, Risk Management and Insurance)		

Major Marketing

Modules	Type of Exam	CP of the Module	Required CP
Marketing Research	KL/MP	6 CP	min. 12 CP
Marketing-Planning (E)	KL/MP	6 CP	
New Product Development (E)	KL/MP	6 CP	
Advanced Seminar Marketing and Marketing Research	RE/HA	6 CP	min. 6 CP
Advanced Seminar Marketing and Brand Management	RE/HA	6 CP	
Advanced Seminar Retailing and Customer Management (E)	RE/HA	6 CP	
Brand Management	KL/MP	6 CP	min. 6 CP max. 36 CP
Pricing	KL/MP	6 CP	
Communication and Sales Promotion	KL/MP	6 CP	
Customer Relationship Management (E)	KL/MP	6 CP	
Strategic Management in Retailing (E)	KL/MP	6 CP	
Retail Marketing (E)	KL/MP	6 CP	
Selected Issues in Marketing	KL/MP	6 CP	
Selected Problems in Retailing: Practical Applications (E)	KL/MP/ HA	6 CP	
Selected Problems in Marketing: Quantitative Applications (E)	KL/MP/ HA	6 CP	
Selected Issues in Marketing: Practical Applications (E)	so/AN	6 CP	
Consumer Behaviour (E)	KL/HA/ RE	6 CP	
The Psychology of Strategic Interactions, Negotiations and Selling (E)	KL/HA/ RE	6 CP	
Strategic Controlling	KL/MP	6 CP	
Value-Oriented Controlling	KL/MP	6 CP	max. 12 CP
Supply Chain Management and Management Science I (Strategy) (E)	KL/MP/FS	6 CP	
Supply Chain Management and Management Science II (Planning) (E)	KL/MP/FS	6 CP	
Strategic Alliances and Networks (E)	KL/MP/RE	6 CP	
Compensation, Performance Measurement and the The- ory of Incentives	KL/MP	6 CP	

Modules

Module	Marketing Research		
Number	24001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management tasks in marketing and sales.		
Module is allocated to	Major Marketing Minor Retail Management Minor Marketing Minor Media Management		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... get to know how marketing research studies are planned and conducted. ... learn which decisions need to be made when data are collected and analysed. ... analyse how the quality of marketing research studies can be evaluated. ... apply methods of marketing research to examples. 		
Contents	<ul style="list-style-type: none"> • Data collection • Data cleaning and construct validation • Analysis of causal relationships 		
Information about Teaching and Learning Methods	Project-application multivariate methods to a data set		
Additional Information	Readings are announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Karen Gedenk, Seminar für Allgemeine Betriebswirtschaftslehre, Marketing und Marktforschung (General Business Administration, Marketing and Marketing Research)		

Module	Marketing-Planning (E)		
Number	24002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management tasks in marketing and sales.		
Module is allocated to	Major Marketing Major Supply Chain Management Major Corporate Development - Strategy, Organisation and Human Resources Minor Marketing Minor Media Management		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	Students describe the process of marketing-planning. ... evaluate methods for marketing-planning. ... apply methods for marketing-planning (others.g. in the context of a business game).		
Contents	<ul style="list-style-type: none"> • Process of marketing- planning • Methods for market analysis • Methods for strategic marketing- planning • Methods for tactical marketing-planning • Measures of success 		
Information about Teaching and Learning Methods	During the exercise class, students take part in a management business game (simulation).		
Additional Information	Readings are announced at the beginning of the term. The course is held in English.		
Responsible Faculty Member	Univ.-Prof. Dr. Karen Gedenk, Seminar für Allgemeine Betriebswirtschaftslehre, Marketing und Marktforschung (General Business Administration, Marketing and Marketing Research)		

Module	New Product Development (E)		
Number	17001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every summer term (exceptions possible)
Attendance	60 h	Independent Studies	120 h
Qualifications	Management activities in the area of marketing and retailing.		
Module is allocated to	Major Marketing Major Corporate Development - Strategy, Organisation and Human Resources Minor Marketing		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	Students become familiar with basic terms of (new) product management. ... analyse and evaluate essential planning problems in new product management. ... become acquainted with the new product development process.		
Contents	<ul style="list-style-type: none"> • Steps underlying the process of product development • Planning problems concerning the management of new products (such as the generation of ideas, customer-oriented development of concepts, product tests and market testing) • Methodological approaches in order to determine consumers' preferences 		
Information about Teaching and Learning Methods	Language of instruction: English		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Franziska Völckner, Seminar für Allgemeine Betriebswirtschaftslehre, Marketing und Markenmanagement (General Business Administration, Marketing and Brand Management)		

Module	Advanced Seminar Marketing und Marketing Research		
Number	53009	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management tasks in marketing and sales.		
Module is allocated to	Major Marketing Minor Marketing		
Examination Requirements	Every participant writes a paper and presents it in class		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	Students learn to search for academic literature. ... learn to identify and to evaluate Marketing problems. ... learn to present issues in a systematic way. ... write own academic texts. ... give a presentation about the topics they have worked on in class.		
Contents	<ul style="list-style-type: none"> • Marketing research • Marketing-planning • Pricing • Sales promotion • Customer relationship management 		
Information about Teaching and Learning Methods	At times, projects are the focus of the course.		
Additional Information	The topic of the advanced seminar is different in each term. Information about the topics is provided before the term starts.		
Responsible Faculty Member	Univ.-Prof. Dr. Karen Gedenk, Seminar für Allgemeine Betriebswirtschaftslehre, Marketing und Marktforschung (General Business Administration, Marketing and Marketing Research)		

Module	Advanced Seminar Marketing and Brand Management		
Number	53002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in marketing and retailing.		
Module is allocated to	Major Marketing Minor Marketing		
Examination Requirements	Write a paper (usually in group work) and present the topic in class.		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn to analyse, to depict and to evaluate academic articles. ... learn to evaluate issues of the area of marketing and market research (in particular those connected to brand management). ... learn to develop and to test hypotheses. ... write own academic texts. ... present the topics they have worked on in class. 		
Contents	<p>Depending on the general topic of the advanced seminar (changes in every term), amongst others:</p> <ul style="list-style-type: none"> • Brand management • Market research • Pricing • Product management • Communication management 		
Information about Teaching and Learning Methods	At times, projects are the focus of the course.		
Additional Information	The concrete topics of the advanced seminar change in every term. A list comprising the topics for the papers will be made available before the term starts.		
Responsible Faculty Member	Univ.-Prof. Dr. Franziska Völckner, Seminar für Allgemeine Betriebswirtschaftslehre, Marketing und Markenmanagement (General Business Administration, Marketing and Brand Management)		

Module	Advanced Seminar Retailing and Customer Management (E)		
Number	53007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every term
Attendance	30h	Independent Studies	150 h
Qualifications	Management activities in retailing and marketing.		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	Every participant writes a paper comprising approx. 15 pages and presents it in class. Team work is possible.		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn to integrate academic articles and to evaluate them critically. ... learn to develop and to evaluate current problems in the field of retailing and customer management ... learn to advance hypotheses and to test them. ... autonomously write academic texts. ... present the topics they have worked on in class. 		
Contents	<ul style="list-style-type: none"> • Current topics from the field of Retailing • Current topics from the field of Customer Management 		
Information about Teaching and Learning Methods			
Additional Information	<p>The topics of the advanced seminar will change in every term. A list with the topics will be published before the term starts. At times, projects are the focus of the course.</p> <p>Depending on the course, students work on their topics in English and/or in German.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Werner Reinartz, Seminar für Allgemeine Betriebswirtschaftslehre, Handel und Kundenmanagement (General Business Administration, Retailing and Customer Management)		

Module	Brand Management		
Number	17005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every winter term (exceptions possible)
Attendance	60 h	Independent Studies	120 h
Qualifications	Management activities in the areas of marketing and retailing.		
Module is allocated to	Major Marketing Minor Marketing		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become acquainted with concepts and methods of a value-based management of brands as market-based assets. ... analyse and evaluate the advantages and disadvantages of alternative branding strategies. ... become familiar with concepts and methods of brand valuation and brand equity measurement. 		
Contents	<ul style="list-style-type: none"> • Basic terms, general and legal conditions in brand management • Brand building • Branding strategies • Brand valuation and brand equity measurement 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Franziska Völckner, Seminar für Allgemeine Betriebswirtschaftslehre, Marketing und Markenmanagement (General Business Administration, Marketing and Brand Management)		

Module	Pricing		
Number	17006	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every summer term (exceptions possible)
Attendance	60 h	Independent Studies	120 h
Qualifications	Management activities in the areas of marketing and retailing.		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	Students get to know about theoretical and practical issues in the area of pricing. ... get to know key factors determining price optimisation decisions. ... analyse and evaluate concepts and methods of price response measurement and price optimisation.		
Contents	<ul style="list-style-type: none"> • Basic terms of pricing • Price behaviour as the basis of the reaction of customers to prices • Methods for measuring consumer's price response • Concepts and methods of price optimisation 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Franziska Völckner, Seminar für Allgemeine Betriebswirtschaftslehre, Marketing und Markenmanagement (General Business Administration, Marketing and Brand Management)		

Module	Communication and Sales Promotion		
Number	24004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management tasks in marketing and sales.		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	Written exam lasting 60 min. or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... get to know problems and tools for communication and sales promotion. ... analyse relevant microeconomic and behavioural theories. ... describe the effects of communication and sales promotion instruments. ... apply methods for planning communication and sales promotion campaigns. 		
Contents	<ul style="list-style-type: none"> • Integrated communication • Economic and behavioural theories of sales promotion • Effectiveness of sales promotions • Planning of sales promotion campaigns • Effectiveness of advertising • Design of advertising campaigns 		
Information about Teaching and Learning Methods	Guest lectures are integrated		
Additional Information	Readings are announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Karen Gedenk, Seminar für Allgemeine Betriebswirtschaftslehre, Marketing und Marktforschung (General Business Administration, Marketing and Marketing Research)		

Module	Customer Relationship Management (E)		
Number	22010	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management positions in marketing, sales, and distribution of manufacturing, retailing and service companies.		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	Written examination: 60 min or oral examination		
Prerequisites for Admission	None		
Courses	Lecture and tutorial		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... distinguish between transactional and relational exchanges. ... investigate the satisfaction-profit chain and its implications for managing customers. ... get to know a basic set of important customer related metrics. ... understand the concept of “customer lifetime value”. ... recognise the potentials and limits of an active customer management. ... learn the application of customer management in a variety of industries. 		
Contents	<ul style="list-style-type: none"> • What are the theoretical and conceptual foundations of CRM? • How can CRM enhance organisational performance? • How does CRM force the interaction between corporate strategy, organisational structure, supply chain, and customer facing front end? • How are CRM strategies implemented? • What is the role of measuring and managing customer satisfaction, customer loyalty, customer profitability, and lifetime value? • How does one use some of the basic CRM analytic tools? • etc. 		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements, including case studies, lectures, and the participation of guest speakers with in-depth experience in the field. Lectures and tutorials will be held in English.		
Additional Information	Relevant readings will be announced in class.		
Responsible Faculty Member	Univ.-Prof. Dr. Werner Reinartz, Seminar für Allgemeine Betriebswirtschaftslehre, Handel und Kundenmanagement.(General Business Administration, Retailing and Customer Management)		

Module	Strategic Management in Retailing (E)		
Number	22001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management positions in retailing and marketing		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and tutorial		
Learning Objectives	<p>The students ...</p> <ul style="list-style-type: none"> ... learn about the importance of retailing. ... assess current trends in retailing. ... develop a strategic view on managing retail companies. ... use theoretical approaches to analyse existing and new retail markets. ... learn about metrics to measure retail performance. ... know about best-practices. 		
Contents	<ul style="list-style-type: none"> • Process of strategic planning • Segmentation, Targeting, Positioning • Internationalisation strategies • Location models • Performance metrics and retail controlling • Retail branding • Retail best-practices • etc. 		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements, including case studies, lectures, and the participation of guest speakers with in-depth experience in the field. Lectures and tutorials will be held in English.		
Additional Information	Relevant readings will be announced in class.		
Responsible Faculty Member	Univ.-Prof. Dr. Werner Reinartz, Seminar für Allgemeine Betriebswirtschaftslehre, Handel und Kundenmanagement (General Business Administration, Retailing and Customer Management)		

Module	Retail Marketing (E)		
Number	22002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management positions in retailing and marketing		
Module is allocated to	Major Marketing Major Supply Chain Management Minor Marketing Minor Retail Management		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and tutorial		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... develop knowledge of retail marketing theory and practice both within a national and international context. ... are trained in marketing foundations, functions, and strategies used to merchandise and sell products and services effectively in highly competitive retail markets. ... understand how new trends and developments in retail marketing, such as e-commerce and the internationalisation in retailing, have an impact on retail execution. 		
Contents	<ul style="list-style-type: none"> • What is the concept and nature of retail marketing? • What are the particularities and consequences of consumer behaviour in the context of retailing? • What constitutes the retail marketing planning process? • What are the particularities of marketing mix execution in retailing (for example, selling and executing price policies, developing and executing promotional strategies, etc.)? • What are the new trends and developments in retail marketing? • How does service retailing differ from product retailing? • How do retailers leverage the large volume of data (customer/product related) which is available today? • etc. 		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements, including case studies, lectures, and the participation of guest speakers with in-depth experience in the field. Lectures and tutorials will be held in English.		
Additional Information	Relevant readings will be announced in class.		
Responsible Faculty Member	Univ.-Prof. Dr. Werner Reinartz, Seminar für Allgemeine Betriebswirtschaftslehre, Handel und Kundenmanagement (General Business Administration, Retailing and Customer Management)		

Module	Selected Issues in Marketing		
Number	24005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Management tasks in marketing and retailing.		
Module is allocated to	Major Marketing Minor Marketing		
Examination Requirements	Written exam and/or oral exam		
Prerequisites for Admission	None		
Courses	Lecture, exercise and/ or seminar given by guests		
Learning Objectives	Students analyse current issues in the field of marketing.		
Contents	Current topics		
Information about Teaching and Learning Methods			
Additional Information	Readings are announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Karen Gedenk, Seminar für Allgemeine Betriebswirtschaftslehre, Marketing und Marktforschung (General Business Administration, Marketing and Marketing Research); Univ.-Prof. Dr. Werner Reinartz, Seminar für Allgemeine Betriebswirtschaftslehre, Handel und Kundenmanagement (General Business Administration, Retailing and Customer Management); Univ.-Prof. Dr. Franziska Völckner, Seminar für Allgemeine Betriebswirtschaftslehre, Marketing und Markenmanagement (General Business Administration, Marketing and Brand Management)		

Module	Selected Problems in Retailing: Practical Applications (E)		
Number		Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Management Positions in Retailing, CRM and Marketing		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	Written exam lasting 60 min, oral exam or seminar paper		
Prerequisites for Admission	None		
Courses	Lecture and/or tutorial or seminar held by visiting lecturer		
Learning Objectives	Students are given insights to hands-on management and operations problems in a retailing organization, ... analyze and learn to structure those problems ... and try to find solutions in class.		
Contents	Possible topics: <ul style="list-style-type: none"> • How can retailers adapt to constantly changing customer needs? • How can retailers successfully compete against local and global competition? • What are strategies to survive today`s financial crisis as a retailer? • What are key success factors in retail execution? 		
Information about Teaching and Learning Methods	The pedagogy of the course will entail applied learning through a case study, lecture and discussion approach. Students learn from a senior manager with a long experience in the retailing business. The language of this class will be English.		
Additional Information	The topics of this class are subject to change. Relevant readings will be announced in class.		
Responsible Faculty Member	Univ.-Prof. Dr. Werner Reinartz, Seminar für Allgemeine Betriebswirtschaftslehre, Handel und Kundenmanagement (General Business Administration, Retailing and Customer Management)		

Module	Selected Problems in Marketing: Quantitative Applications (E)		
Number		Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Management Positions in Retailing, CRM and Marketing		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	Written exam lasting 60 min, oral exam or seminar paper		
Prerequisites for Admission	None		
Courses	Lecture and/or tutorial or seminar		
Learning Objectives	<p>The students...</p> <ul style="list-style-type: none"> ... understand the role of statistical techniques/models and how they enhance marketing decision making. ... get to know variants of predictive modeling techniques (with emphasis on concepts and practice) used for data analysis and decision making. ... learn to carefully apply those techniques to specific marketing problems and to translate the results into effective managerial decisions. ... become familiar with the basic functions of advanced statistical software tools. 		
Contents	<p>Topics are</p> <ul style="list-style-type: none"> • marketing decision models • predictive modeling techniques and their applications in marketing settings • statistical practice using software and real data sets 		
Information about Teaching and Learning Methods	<p>The pedagogy of the course will entail both conceptual and applied elements. To enhance the practical orientation, attention will be paid to training in clear, accurate and thorough reporting of a statistical analysis with a problem-solving orientation. Throughout the course students will work with a statistical software program. The statistical techniques covered in the lecture will be practiced in case studies with real data sets. The language of this class will be English.</p>		
Additional Information	Relevant readings will be announced in class.		
Responsible Faculty Member	Juniorprofessor Dr. Maik Eisenbeiß, Seminar für Allgemeine Betriebswirtschaftslehre, Handel und Kundenmanagement (General Business Administration, Retailing and Customer Management)		

Module		Selected Issues in Marketing: Practical Applications (E)	
Number		Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Not on a regular basis
Attendance	60 h	Independent Studies	120 h
Qualifications	Management activities in the area of marketing and retailing		
Module is allocated to	Major Marketing Minor Marketing		
Examination Requirements	so / AN		
Prerequisites for Admission	None		
Courses	The module is not offered by the University of Cologne but it is part of the studies during an exchange with a university abroad.		
Learning Objectives	Students analyse current issues in the field of marketing. ... work on case studies/examples. ... derive management relevant implications from case study results.		
Contents	Current topics in marketing, e.g. <ul style="list-style-type: none"> • market analyses • business projects • development of marketing concepts 		
Information about Teaching and Learning Methods	The module can only be taken at a university abroad.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Franziska Völckner, Seminar für Allgemeine Betriebswirtschaftslehre, Marketing und Markenmanagement (General Business Administration, Marketing and Brand Management)		

Major Supply Chain Management

Module	Type of Exam	CP of the Module	Required CP
Supply Chain Management and Production I (Structures)	KL/MP	6 CP	min. 24 CP
Supply Chain Management and Production II (Processes)	KL/MP	6 CP	
Supply Chain Management and Management Science I (Strategy) (E)	KL/MP/FS	6 CP	
Supply Chain Management and Management Science II (Planning) (E)	KL/MP/FS	6 CP	
Logistics Concepts, Systems and Models (E)	KL/MP	6 CP	
Strategic Alliances and Networks (E)	KL/MP/RE	6 CP	
Supply Chain Management and Production III (Logistics of Materials and Inventory Management)	KL/MP	6 CP	min. 6 CP
Software Systems for Supply Chain Management and Production	KL/MP	6 CP	
Analysis of Production and Logistic Systems	KL/MP	6 CP	
Supply Chain Management and Management Science III (Operations) (E)	KL/MP/HA/FS	6 CP	
Trends in Supply Chain Management	KL/MP	6 CP	
Management of Logistics Service Providers (E)	RE/HA/KL	6 CP	
Global Competition in the Aviation Industry (E)	RE/HA/KL	6 CP	
Business Strategy in Global Supply Chains	KL/MP	6 CP	
Advanced Seminar Supply Chain Management and Production	RE/HA	6 CP	min. 6 CP
Advanced Seminar Supply Chain Management and Management Science (E)	RE/HA/KL	6 CP	
Advanced Seminar Business Policy and Logistics (E)	RE/HA	6 CP	
Marketing-Planning (E)	KL/MP	6 CP	max. 12 CP
Retail Marketing (E)	KL/MP	6 CP	
Value-Oriented Controlling	KL/MP	6 CP	

Modules

Module	Supply Chain Management and Production I (Structures)		
Number	28001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Proficient decision-makers in the area of production and logistics; management consultants.		
Module is allocated to	Major Supply Chain Management Minor Supply Chain Management		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	It is recommended to be familiar with the contents dealt with in the lecture "Production and Logistics".		
Courses	Lecture and exercise		
Learning Objectives	Students get to know about the relationship between relevant decision variables in production and logistics and are able to develop and to apply practical and theoretically sound possible solutions for concrete planning problems.		
Contents	<ul style="list-style-type: none"> • Location planning • Organising of the infrastructure of production • Design of flow production systems with regard to deterministic and stochastic conditions • Design of centres of production (flexible manufacturing systems) 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Horst Tempelmeier, Seminar für Allgemeine Betriebswirtschaftslehre, Supply Chain Management und Produktion (General Business Administration, Supply Chain Management and Production)		

Module	Supply Chain Management and Production II (Processes)		
Number	28002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Specialized knowledge in the field of production, logistics as well as production planning.		
Module is allocated to	Major Supply Chain Management Minor Supply Chain Management		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	It is recommended to be familiar with the contents dealt with in the lecture "Production and Logistics".		
Courses	Lecture and exercise		
Learning Objectives	Students get to know about the relationship between relevant decision variables in production and logistics and are able to develop and to apply practical and theoretically sound possible solutions for concrete planning problems.		
Contents	<ul style="list-style-type: none"> • Aggregate overall planning • Planning of main production • Applications planning of resources in job shop production • Planning of lot sizes and priority routing and scheduling • Applications planning of resources in centre-based production • Quality control • Maintenance planning 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Horst Tempelmeier, Seminar für Allgemeine Betriebswirtschaftslehre, Supply Chain Management und Produktion (General Business Administration, Supply Chain Management and Production)		

Module	Supply Chain Management and Management Science I (Strategy) (E)		
Number	27001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in Supply Chain Management (and related areas such as purchase, logistics and distribution), Project Management and Consulting.		
Module is allocated to	Major Supply Chain Management Major Marketing Major Corporate Development - Strategy, Organisation and Human Resources Major Health Economics Minor Supply Chain Management Minor Retail Management Minor Media Management		
Examination Requirements	Written exam lasting 90 min or oral exam (85-95%) and a case study (making up 5-15% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn about basic concepts for the realisation of strategies in the context of Supply Chain Managements. ... analyse strategic decisions and aspects of design in Supply Chains. ... see, besides corporate strategies, the relevance of other important strategic fields. ... make use of methods in the framework of product development, which enable them to enhance product planning and product architecture. ... comprehend in the area of process development how products can be efficiently manufactured. ... make use of a number of methods such as the process flow analysis. ... apply their knowledge on the basis of case studies and exercises and, by doing so, deepen their skills. 		
Contents	<ul style="list-style-type: none"> • Strategy formation • Portfolio concepts • Product development • Process design 		
Information about Teaching and Learning Methods	The lecture and the exercise are in English. The module should be attended along with the module Supply Chain Management and Management Science II (Planning).		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	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)		

Module	Supply Chain Management and Management Science II (Planning) (E)		
Number	27002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in Supply Chain Management (and related areas such as purchase, logistics and distribution), Project Management and Consulting.		
Module is allocated to	Major Supply Chain Management Major Marketing Minor Supply Chain Management Minor Retail Management		
Examination Requirements	Written exam lasting 90 min or oral exam (85-95%) and a case study (making up 5-15% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... get familiar with the tactical level of Supply Chain Managements. ... simulate value-added processes with the aid of modern simulation software. ... plan locations for stocks of goods, manufacturing operations or outlets by using analytical methods. ... make use of mathematical models in order to organise the locations they have determined before as well as in order to arrange business activities that will take place there. ... take advantage of the methodological skills they have acquired in order to tackle further important problems in the field of Supply Chain Management. ... apply their knowledge on the basis of case studies and exercises and, by doing so, deepen their skills. 		
Contents	<ul style="list-style-type: none"> • Simulation of value-added processes • Decisions with regard to location • In-company location planning • Heuristics of planning and improvement • Branch-and-Bound method 		
Information about Teaching and Learning Methods	The lecture and the exercise are in English. The module should be attended along with the module Supply Chain Management and Management Science I (Strategy).		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	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)		

Module	Logistics Concepts, Systems and Models (E)		
Number	30002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Logistics departments, internal/ external consultancy.		
Module is allocated to	Major Supply Chain Management Minor Supply Chain Management Minor Traffic and Logistics		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	Students obtain a basic understanding of the management of logistics processes. ... become aware of basic trade-offs in logistics systems. ... become familiar with the development and classification of logistics networks. ... get to know different logistics models, their domains of application as well as their prerequisites for application.		
Contents	<ul style="list-style-type: none"> • Conceptual basics of logistics • Logistics subsystems • Logistics models • International logistics. 		
Information about Teaching and Learning Methods	In the context of lectures and exercises, case studies and guest lectures help in deepening the students' knowledge about how the theoretical lecture material is used in practice.		
Additional Information	The schedule of the course will be announced at the beginning of the term in ILIAS. If not indicated otherwise, the course is in English.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensführung und Logistik (General Business Administration, Business Policy and Logistics)		

Module	Supply Chain Management and Production III (Logistics of Materials and Inventory Management)		
Number	28003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Specialized knowledge in the area of production planning, supply chain management and logistics; management consultants.		
Module is allocated to	Major Supply Chain Management Minor Supply Chain Management Minor Production and Logistics Management		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	It is recommended to be familiar with the contents dealt with in the lecture "Production and Logistics".		
Courses	Lecture and exercise		
Learning Objectives	Students get to know about the relationship between relevant decision variables in multi-level production and store systems and are able to develop and to apply practical and theoretically sound possible solutions for concrete planning problems.		
Contents	<ul style="list-style-type: none"> • Prediction methods (time series analysis, exponential smoothing, multivariate predictions, etc.) • Dynamic lot size planning (including materials requirements planning, lot size planning with and without capacity limitations, etc.) • Inventory management in single as well as multi-level production and store systems 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Horst Tempelmeier, Seminar für Allgemeine Betriebswirtschaftslehre, Supply Chain Management und Produktion (General Business Administration, Supply Chain Management and Production)		

Module	Software Systems for Supply Chain Management and Production		
Number	28010	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	The theoretical part in every summer term. The practical part in every term.
Attendance	60 h	Independent Studies	120 h
Qualifications	Specialized knowledge in Supply Chain Optimisation and Advanced Planning Systems.		
Module is allocated to	Major Supply Chain Management Minor Management of Production and of Logistics		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	It is recommended to be familiar with the contents dealt with in the lecture "Production and Logistics".		
Courses	Lecture and exercise		
Learning Objectives	In the theoretical part, students understand the basic structure, the basics of data systems technology and the planning models used in the modules (actual and budgeted condition, respectively) of Advanced Planning Systems. In the practical part, students learn to apply concrete Advanced Planning Systems.		
Contents	<ul style="list-style-type: none"> • Theoretical basics of Advanced Planning Systems (concepts, modules, models) • Basics of data systems technology (in particular relational data model) • Models for the planning of production and logistics processes for the modules: Network Design, Demand Planning, Supply Network Planning, Production Planning and Detailed Scheduling, Inventory Management, Available-to-Promise, Distribution Planning, Transportation Planning and Vehicle Routing • Introduction to the application of selected Advanced Planning Systems • Use of selected Advanced Planning Systems 		
Information about Teaching and Learning Methods	Two parts make up the module. The practical part is carried out by practitioners on a regular basis (in every term). The theoretical part is presented in every summer term. Each part consists of a lecture with integrated exercises.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Horst Tempelmeier, Seminar für Allgemeine Betriebswirtschaftslehre, Supply Chain Management und Produktion (General Business Administration, Supply Chain Management and Production)		

Module	Analysis of Production and Logistic Systems		
Number	28011	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Specialized knowledge in production and logistics as well in production planning; management consultants.		
Module is allocated to	Major Supply Chain Management Minor Production and Logistics Management		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	It is recommended to be familiar with the contents dealt with in the lecture "Production and Logistics".		
Courses	Lecture and exercise: The first part is in the winter term and the second one in the summer term		
Learning Objectives	Students become familiar with methods analysing production and logistic systems, in particular the calculation of statistical parameters which aim at describing the efficiency of those systems. In order to do so, students make use of stochastic models. For this purpose, analytical approaches are a possibility. In addition to this, students will reproduce the dynamic behaviour of the system with the help of simulation models. By doing so, students become familiar with methods which are applied in order to evaluate alternatives when it comes to decision-making concerning optimisation in the field of supply chain management, production and logistics.		
Contents	<ul style="list-style-type: none"> • Part One: Analytical Approaches (stochastic models, waiting-line theory) • Part II: Simulation Models (process-oriented simulation, simulation software SIMAN, graphically supported simulation with ARENA) 		
Information about Teaching and Learning Methods	The module consists of two parts which are offered in different terms. Each part consists of a lecture with integrated exercises.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Horst Tempelmeier, Seminar für Allgemeine Betriebswirtschaftslehre, Supply Chain Management und Produktion (General Business Administration, Supply Chain Management and Production)		

Module	Supply Chain Management and Management Science III (Operations) (E)		
Number	27003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in the area of Supply Chain Management (and related areas such as purchase, logistics and distribution), Project Management and Consulting		
Module is allocated to	Major Supply Chain Management Minor Supply Chain Management Minor Production and Logistics Management		
Examination Requirements	Written exam lasting 90 min or oral exam (85-95%) and paper or case study (making up 5-15% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... get to know the operational level of Supply Chain Management. ... apply mathematical analyses which enable them to determine appropriate goods in stock in a company. ... make use of these analyses in order to analyse contracts which are concluded between several independent companies. ... analyse questions of Supply Chain Management with the help of methods of Capacity and Revenue Management. ... evaluate a number of very different models of Supply Chain in order to comprehend the relevance of data processing. ... apply their knowledge on the basis of case studies and exercises and, by doing so, deepen their skills. 		
Contents	<ul style="list-style-type: none"> • Inventory Management • Contract Design • Capacity and Revenue Management • Data Processing in Supply Chains 		
Information about Teaching and Learning Methods	The lecture and the exercise are in English.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	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)		

Module	Trends in Supply Chain Management		
Number	27004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	As agreed
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in the area of Supply Chain Management (and related areas such as purchase, logistics and distribution), project management and consulting		
Module	Major Supply Chain Management		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become in this module familiar with current developments in Supply Chain Management. ... regard new concepts from a critical angle. ... analyse a concrete example in cooperation with a company. ... suggest possible opportunities for action for the companies involved. ... describe a current concept in Supply Chain Management. ... discuss advantages and disadvantages of several concepts. ... write a paper about their topic. ... present their results in class. 		
Contents	<ul style="list-style-type: none"> • New concepts for Supply Chain Management • Current issues from the area of Supply Chain Management • Elaboration of management reports • Students learn to present their topics in class 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	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)		

Module	Management of Logistics Service Providers (E)		
Number	30005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal and external consultancy, planning staff, logistics departments		
Module is allocated to	Major Supply Chain Management Minor Supply Chain Management Minor Production and Logistics Management Minor Traffic and Logistics		
Examination Requirements	Presentation/Paper (50%) and written exam (50%)		
Prerequisites for Admission	Students must have already attended one of the following modules: "Supply Chain Management I", "Supply Chain Management II", "Supply Chain Management and Management Science I", "Supply Chain Management and Management Science II", "Logistics Concepts, Systems and Models (E)" or "Strategic Alliances and Networks (E)".		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... work out relevant issues of Global Logistics Management in group papers and presentations. ... learn about the particularities of the international market environment and their implications for the management of logistics chains and logistics service providers. ... learn the practical relevance of theoretical concepts of Global Management supported by case studies and guest lecturers from practice. ... enhance their intercultural skills given the participation of international students. 		
Contents	<ul style="list-style-type: none"> • Concrete topics are changing from term to term 		
Information about Teaching and Learning Methods	Case studies, group presentations and guest lectures of practitioners. The course is in English.		
Additional Information	The schedule of the course will be at the end of the preceding term in ILIAS.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensführung und Logistik (General Business Administration, Business Policy and Logistics)		

Module	Global Competition in the Aviation Industry (E)		
Number	30004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal and external consultancy, planning staff.		
Module is allocated to	Major Supply Chain Management Major Corporate Development - Strategy, Organisation and Human Resources Minor Traffic and Logistics		
Examination Requirements	Presentation/Paper (50%) and written exam (50%)		
Prerequisites for Admission	Students must have already attended one of the following modules: "Supply Chain Management I", "Supply Chain Management II", "Supply Chain Management and Management Science I", "Supply Chain Management and Management Science II", "Logistics Concepts, Systems and Models" or "Strategic Alliances and Networks (E)".		
Courses	Seminar		
Learning Objectives	Students work out relevant issues of the international air transport in group presentations. ... acquire subject-specific knowledge about the international aviation industry. ... comprehend the practical relevance of theoretical concepts of air transport management with the aid of case studies and guest lectures of practitioners. ... enhance their intercultural skills given the participation of international students.		
Contents	The course deals with issues of strategic management as well as with economic aspects of the aviation industry. The course aims at imparting knowledge in the following areas: <ul style="list-style-type: none"> • The nature and the economic foundations of airlines, airports as well as of the industry as a whole • Analysis and assessment of future actions of airlines and airports • Current and future challenges of transport policy • Presentation of theoretical concepts by taking into consideration the empirical field 		
Information about Teaching and Learning Methods	Case studies, presentations in groups and guest lectures of practitioners. The course is in English.		
Additional Information	The schedule of the course will be announced at the beginning of the term either on our homepage or by putting up a notice.		
Responsible Faculty Member	Univ.-Prof. Dr. Herbert Baum, Seminar für Verkehrswissenschaft (Transport Economics); Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensführung und Logistik (General Business Administration, Business Policy and Logistics)		

Module	Business Strategy in Global Supply Chains		
Number	29204	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every third term, starting winter term 2009/10
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff, departments of logistics		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources Major Supply Chain Management		
Examination Requirements	Presentation/Paper (50%) and written exam (50%)		
Prerequisites for Admission	Students must have already attended one module of the following area: "Supply Chain Management" or "Supply Chain Management and Management Science" or one of those modules: "Logistics Concepts, Systems and Models", "Strategic Alliances and Networks", "Strategic Management", "Corporate Development" or "Strategic Human Resource Management".		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... tackle current topics regarding particularities and challenges of international strategic management. ... comprehend the strategic and organizational implications which result from the increasing interlinking of global value-networks. ... become familiar with theories and concepts that explain the generation of competitive advantage in such global value-added chains. ... discuss concepts aiming at analysing, structuring and managing global value-added networks. ... apply their theoretical knowledge to concrete case studies and contexts related to the field in question. 		
Contents	<ul style="list-style-type: none"> • Basics of international management • Analysis and structure of global value-chains • Competitive advantages between and within organisations in global supply chains • Limitations and issues of globally networked values added 		
Information about Teaching and Learning Methods	Case studies, presentations, excursions and guest lectures of practitioners. The course is in English.		
Additional Information	The schedule of the course will be announced at the beginning of the term in ILIAS.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensführung und Logistik (General Business Administration, Business Policy and Logistics)		

Module	Advanced Seminar Supply Chain Management and Production		
Number	53019	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Specialized knowledge in Supply Chain Management and Production.		
Module is allocated to	Major Supply Chain Management Minor Production and Logistics Management		
Examination Requirements	Presentation/ Paper		
Prerequisites for Admission	Lecture "Production and Logistics"		
Courses	Seminar		
Learning Objectives	Students become familiar with methods aiming at analysing current academic publications.		
Contents	<ul style="list-style-type: none"> • Current academic topics, constantly changing, from the areas of production, logistics, Supply Chain Management and Operations Research 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Horst Tempelmeier, Seminar für Allgemeine Betriebswirtschaftslehre, Supply Chain Management und Produktion (General Business Administration, Supply Chain Management and Production)		

Module	Advanced Seminar Supply Chain Management and Management Science (E)		
Number	53018	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in the area of Supply Chain Management (and related areas such as purchase, logistics and distribution), Project Management and Consulting		
Module is allocated to	Major Supply Chain Management Minor Retail Management Minor Production and Logistics Management		
Examination Requirements	Presentation and paper or paper and written exam		
Prerequisites for Admission	At least 12 CP from the area of Supply Chain Management		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn about concepts of Supply Chain Management. ... understand the importance of the internal as well as the external coordination of different activities inside the company and between independent companies. ... learn to make use of current software which supports them in taking decisions concerning Supply Chain Management. ... learn to gather relevant information for Supply Chain Management as well as to structure these pieces of information. 		
Contents	<ul style="list-style-type: none"> • Concepts for value-added management • Decision making based on spreadsheet • Methods of data modelling • Use of data base and simulation tools 		
Information about Teaching and Learning Methods	The course is in English.		
Additional Information	Required reading will be announced at the beginning of the term. If not indicated otherwise, the course is in English.		
Responsible Faculty Member	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)		

Module	Advanced Seminar Business Policy and Logistics (E)		
Number	53057	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff.		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources Major Supply Chain Management Minor Corporate Development - Strategy, Organisation and Human Resources Minor Production and Logistics Management		
Examination Requirements	Presentation/ paper		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	Students... ... become familiar with issues, concepts and methods from the area of management and logistics as fields of research. ... tackle a specific topic of the field of research on their own authority. ... learn to work in an academic context. This particularly comprises the structuring of an academic work, the ability to deal with relevant literature and to apply academic methods.		
Contents	<ul style="list-style-type: none"> • Constantly changing 		
Information about Teaching and Learning Methods	The focus of the seminar lies in tackling a specific topic on one's own authority, which can also happen in small groups. Lecturers support students in structuring and tackling their topics. Presenting and discussing individual results in the final class as well as dealing with related issues fosters the ability to work on academic topics. If not indicated otherwise, the course is in English.		
Additional Information	The schedule of the course will be announced at the end of the preceding term in ILIAS.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, Seminar für Allgemeine Betriebswirtschaftslehre, Unternehmensführung und Logistik (General Business Administration, Business Policy and Logistics)		

Major Economics

Area of studies	Minimum of Credit Points Required	Maximum of Credit Points Allowed
Theory and Methods	24 CP	54 CP
Institutions and Markets	6 CP	42 CP
Economic Policy and Public Finance	6 CP	42CP

Major Economics – Theory and Methods

Module/ Branch	Type of Exam	CP of the Module	Required CP
<i>Field Microeconomics</i>			
Microeconomics	KL	6 CP	min. 6 CP
Advanced Microeconomics I: Game Theory	KL	6 CP	
Advanced Microeconomics II: Contract Theory	KL	6 CP	
<i>Field Macroeconomics</i>			
Macroeconomics	KL	6 CP	min. 6 CP
Advanced Macroeconomics I: Real Dynamic Macroeconomics	KL	6 CP	
Advanced Macroeconomics II: Monetary Dynamic Macroeconomics (E)	KL	6 CP	
<i>Field Econometrics</i>			
Econometrics (E)	KL(60)/MP(20)/so	6 CP	min. 6 CP
Advanced Econometrics (E)	KL(60)/MP(20)/so	6 CP	
<i>Field Mathematics and Statistics</i>			
Mathematics for Economists	KL/MP	6 CP	min. 6 CP
Advanced Statistics - Statistical Inference	KL/MP	6 CP	
<i>Specialisation in Mathematics, Statistics and Econometrics</i>			
Advanced Statistics - Stochastic Models	KL/MP	6 CP	max. 6 CP
Time Series Analysis (E)	KL/MP	6 CP	
Multivariate Analyses	KL/MP	6 CP	

Modules

Field Microeconomics

Module	Microeconomics		
Number	15401	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students acquire methodological knowledge and work with the methods of microeconomics.		
Module is allocated to	Major Economics - Theory and Methods Minor Advanced Economics Minor Institutions and Markets Minor Transport and Logistics Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	Students learn and comprehend basic concepts of microeconomics and apply this knowledge to concrete and characteristic areas of economics.		
Contents	<ul style="list-style-type: none"> • Individual decision making theory under certainty (consumer theory, business theory) • Decision making under uncertainty • General equilibrium theory 		
Information about Teaching and Learning Methods	Lecture and exercise		
Additional Information	Required reading will be announced at the beginning of the term by putting up a notice.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge, Staatswissenschaftliches Seminar (Economics)		

Module	Advanced Microeconomics I: Game Theory		
Number	15025	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students acquire methodological knowledge and work with methods of game theory.		
Module is allocated to	Major Economics - Theory and Methods Minor Advanced Economics Minor Institutions and Markets Minor Economic Policy and Public Finance Methods and Techniques		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	Students get to know concepts of game theory and methods aiming at describing and modelling the interaction between several parties.		
Contents	<ul style="list-style-type: none"> • Static games with complete information • Dynamic games with complete information • Static games with incomplete information • Dynamic games with incomplete information • Recent developments in game theory 		
Information about Teaching and Learning Methods	Lecture and exercise		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Achim Wambach, Ph.D., Staatswissenschaftliches Seminar (Economics)		

Module	Advanced Microeconomics II: Contract Theory		
Number	15030	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students acquire methodological knowledge and work with the methods of economics of information and contract theory.		
Module is allocated to	Major Economics - Theory and Methods Major Corporate Development - Strategy, Organisation and Human Resources Minor Advanced Economics Minor Institutions and Markets Minor Economic Policy and Public Finance Methods and Techniques		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	Students become acquainted with concepts of economics of information and methods aiming at describing and modelling of situations where information asymmetries between several parties exist.		
Contents	<ul style="list-style-type: none"> • Contract theory • Principal-agent models • Mechanism design • Hold-up problem • Incomplete contracts 		
Information about Teaching and Learning Methods	Lecture and exercise		
Additional Information	Required reading will be announced at the beginning of the term by putting up a notice.		
Responsible Faculty Member	Univ.-Prof. Dr. Patrick Schmitz, Staatswissenschaftliches Seminar (Economics)		

Field Macroeconomics

Module	Macroeconomics		
Number	15402	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies students for work in areas where a basic understanding of macroeconomics is helpful (ministries, trade unions, employer associations, research institutes, companies, media)		
Module is allocated to	Major Economics - Theory and Methods Minor Advanced Economics Minor Institutions and Markets Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise sessions		
Learning Objectives	Students analyse static models of the Classical and the Keynesian theory at an intermediate level and ... apply the models in order to explain unemployment, inflation, and international trade.		
Contents	<ul style="list-style-type: none"> • Important schools of thought (Classical/Neoclassical/New Classical theory, Keynesian/Neo-Keynesian/New Keynesian theory) • Central topics of macroeconomics (unemployment, money and inflation, business cycles and growth, international trade and exchange rates) • Basic models of macroeconomics (IS-LM model, AS-AD model, efficiency-wage model, insider-outsider model, Mundell-Fleming model) 		
Information about Teaching and Learning Methods	Active Student Participation		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Peter Funk, AR Dr. André Drost, Staatswissenschaftliches Seminar (Economics)		

Module	Advanced Macroeconomics I: Real Dynamic Macroeconomics		
Number	15014	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Acquisition of methodological knowledge and application of methods of real dynamic macroeconomics. Foundation for academic research and advanced studies (PhD). Qualifies students for work in the media, in the financial sector, in research institutes and other institutions where an advanced understanding of macroeconomics is helpful.		
Module is allocated to	Major Economics - Theory and Methods Minor Advanced Economics Minor Institutions and Markets Minor Economic Policy and Public Finance		
Examination Requirements	Two written exam lasting 60 min each: The first written exam will take place around the eighth week of the term (making up 10% of the final grade) The second written exam will take place at the end of the term (making up 90% of the final grade) In case of very high attendance the first exam will be cancelled.		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise sessions		
Learning Objectives	Students analyse long-run models of real dynamic macroeconomics at a methodologically advanced level and ... apply the required mathematical methods.		
Contents	<ul style="list-style-type: none"> • Empirical facts • Methodical basics (e.g. intertemporal optimisation in continuous time, linear approximation) • Neoclassical growth model (Solow) • New classical models (Ramsey-Cass-Koopmans, Diamond): others.g. intertemporal market equilibrium; pareto efficiency; government. • Endogenous growth and human capital (others.g. Lucas-Uzawa) • Endogenous growth and research & development (others.g. Romer, Aghion-Howitt, Jones) 		
Information about Teaching and Learning Methods			
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Peter Funk, Staatswissenschaftliches Seminar (Economics)		

Module	Advanced Macroeconomics II: Monetary Dynamic Macroeconomics (E)		
Number	15069	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Development of methodological, theoretical, and empirical knowledge in monetary macroeconomics. Foundation for academic research and advanced studies (PhD). Qualifies students for the work in areas where an advanced understanding of macroeconomics is necessary, such as research institutes, government institutions and the financial sector.		
Module is allocated to	Major Economics - Theory and Methods Minor Advanced Economics Minor Institutions and Markets Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 90 min		
Prerequisites for Admission	Preferably: "Advanced Macroeconomics I: Real Dynamic Macroeconomics"		
Courses	Lecture with integrated exercise sessions		
Learning Objectives	Students gain a deeper understanding of short and medium-run macroeconomic phenomena and of the design, conduct, and impact of fiscal and monetary policy. ... develop theoretical, quantitative, and empirical skills to formulate, analyse, and evaluate dynamic general equilibrium models.		
Contents	<ul style="list-style-type: none"> • Dynamic optimization in discrete time • Equilibrium in stochastic economies • Real business cycle theory and business cycle facts • Nominal rigidities and the New-Keynesian Model • Monetary and fiscal policy • Imperfections in financial and labour markets • Model calibration and estimation, vector auto regressions 		
Information about Teaching and Learning Methods	Additional voluntary course work possible (e.g. problem sets, midterm exam, student presentation)		
Additional Information	Additional information will be provided at the beginning of the term. If not indicated otherwise, the course is held in English, entitled "Advanced Macroeconomics II".		
Responsible Faculty Member	Helge Braun, Ph.D., Staatswissenschaftliches Seminar (Economics)		

Major Economics – Institutions and Markets

Area of studies	Minimum of Credit Points Required	Maximum of Credit Points Allowed
Theory and Methods	24 CP	54 CP
Institutions and Markets	6 CP	42 CP
Economic Policy and Public Finance	6 CP	42CP

Module	Type of Exam	CP of the Module	Required CP
Industrial Economics	KL/MP	6 CP	min. 6 CP – max. 42 CP
Experimental Economic Research	KL/MP	6 CP	
Theory and Policy of the Labour Market	KL/MP	6 CP	
Theory and Policy of Energy Economics	KL/MP	6 CP	
Theory and Policy of Transport Economics	KL/MP	6 CP	
Theory and Policy of Housing Economics	KL/MP	6 CP	
Theory and Policy of Media Economics	KL/MP	6 CP	
Information Problems in Health Markets	KL/MP	6 CP	
Economic Institutions from a Historical Perspective	KL	6 CP	
Advanced Seminar Institutions and Markets I	RE/PR/HA	6 CP	
Advanced Seminar Institutions and Markets II	RE/PR/HA	6 CP	
Advanced Seminar Institutions and Markets III	RE/PR/HA	6 CP	
Advanced Seminar Institutions and Markets IV	RE/PR/HA	6 CP	
Advanced Seminar Institutions and Markets V	RE/PR/HA	6 CP	
Advanced Seminar Institutions and Markets VI	RE/PR/HA	6 CP	
Modern Concepts of Institutions and Markets	KL/MP	6 CP	
Seminar on Energy Economics (Master)	RE/HA	6 CP	

Specifications:

- **Economical Institutions from a Historical Perspective**
(two out of six possible courses)

<i>Lecture General Economic History (1800-1870)</i>	<i>Written Exam</i>
<i>Lecture General Economic History (1870-1945)</i>	<i>Written Exam</i>
<i>Lecture General Economic History (1945-2000)</i>	<i>Written Exam</i>
<i>Lecture "Specific Economic History I" (Employment & Labour Market)</i>	<i>Written Exam</i>
<i>Lecture "Specific Economic History II" (History of Consumption)</i>	<i>Written Exam</i>
<i>Lecture "Specific Economic History III" (Business History)</i>	<i>Written Exam</i>
- **Advanced Seminar Markets and Institutions**
(see Advanced Seminar Economic and Social History; one of two courses)

<i>Advanced Seminar Economic History</i>	<i>Paper</i>
<i>Advanced Seminar History of Economic Thought</i>	<i>Paper</i>

Modules

Module	Industrial Economics		
Number	15501	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications			
Module is allocated to	Major Economics - Institutions and Markets Major Corporate Development – Strategy, Organisation and Human Resources Major Health Economics Minor Energy Industry Minor Institutions and Markets		
Examination Requirements	Two written exams lasting 60 min each (making up 50% of the final mark, respectively)		
Prerequisites for Admission	Sound microeconomic basic knowledge is necessary.		
Courses	Lecture and exercise		
Learning Objectives	Students describe the particularities of dynamic markets. ... analyse the factors that determine market structures. ... apply game theoretic concepts to the prevention of entries into the market. ... discuss in detail horizontal and vertical product differentiation. ... analyse advertising and innovation contests. ... evaluate horizontal and vertical mergers. ... discuss the propensity to innovation in situations of competition and of monopoly. ... apply this knowledge to special issues of industrial economics during the exercise.		
Contents	<ul style="list-style-type: none"> • Stages of market development • Market structure • Prevention of entry into a market • Competitive strategies in oligopoly • Strategies of concentration and their welfare effects • Market structure and innovation 		
Information about Teaching and Learning Methods	During the lecture, subject matters are conveyed. During the exercise, selected issues are dealt with in detail by means of spreadsheets.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Achim Wambach, Ph.D., Staatswissenschaftliches Seminar (Economics)		

Module	Experimental Economic Research		
Number	15031	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Knowledge of general, descriptively relevant principles of behaviour in economic and strategic situations of decision-making and their impact on decision theory.		
Module is allocated to	Major Economics - Institutions and Markets Minor Institutions and Markets		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Lecture "Experimental Economic Research" Students</p> <ul style="list-style-type: none"> ... evaluate economic theories against the background of experimental evidence. ... recognize regularities and principles of economic behaviour (cognition, adaptation, emotion, reputation and motivation), e.g. in situations of decision-making under uncertainty, when it comes to problems related to coordination and cooperation as well as in situations where people are engaged in negotiations. ... apply knowledge of experimental economic research to questions concerning market design etc. (for example in internet, labour and auction markets). ... are introduced to the state of the art of experimental economic research. <p>Exercise "Experimental Economic Research" Students...</p> <ul style="list-style-type: none"> ... discuss and develop economic experiments. ... conduct experiments on their own, analyse them and present their results in the lecture. ... are introduced to software-based recruitment of test subjects and to the programming of experiments. 		
Contents	<ul style="list-style-type: none"> • Experimental methods in the area of economics • Regularities and principles of economic behaviour 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term. The module takes place in the summer term.		
Responsible Faculty Member	Univ.-Prof. Dr. Axel Ockenfels, Staatswissenschaftliches Seminar (Economics)		

Module	Theory and Policy of the Labour Market		
Number	15071	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities that require a basic understanding of the institutions of the labour market and of the range of tools of labour market policy, for example in associations, human resources departments and policy advice.		
Module is allocated to	Major Economics - Institutions and Markets Minor Institutions and Markets		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	At least 6 credit points from the area of microeconomics.		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn about facts and prevailing conditions of the labour market. ... analyse the institutional organisation of the labour market. ... analyse issues related to the labour market by means of models of institutional economics. ... discuss incentive effects of the range of tools of labour market policy. ... develop problem-solving skills. ... develop their own point of view of current issues in labour market policy. 		
Contents	<ul style="list-style-type: none"> • New institutional economics and labour market • Contract theory • Incentive effects of instruments of labour market policy • Economic analysis of labour market policy 		
Information about Teaching and Learning Methods	Lecture and exercise; discourse-oriented learning in groups		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Horst Schellhaaß, Staatswissenschaftliches Seminar (Economics)		

Module	Theory and Policy of Energy Economics		
Number	35007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students get prepared for an academic career; activities in companies, consultancies, associations, public authorities and in the area of energy industry.		
Module is allocated to	Major Economics - Institutions and Markets Minor Energy Industry Minor Institutions and Markets		
Examination Requirements	Written exam/ oral exam		
Prerequisites for Admission	None		
Courses	Lecture "Risk Management in the Energy Industry"		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... are familiar with the technical, economic and political basics and structures of the energy industry. ... understand the structure of macroeconomic energy balance statements. ... apply basic concepts and models of the economics of finite resources to the energy industry. ... analyse the importance of investments and technical progress in the energy sector for the availability of energy resources. ... analyse the conditions and modes of functioning of competitive pricing in energy markets. ... analyse economic conditions and the reasons for governmental interventions for different value-added processes of pipeline-bound energies. 		
Contents	<ul style="list-style-type: none"> • Introduction to the energy industry • Basics of energy economics • Basics of resource economics • Basics of energy policy 		
Information about Teaching and Learning Methods	Lecture and exercise		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge, Staatswissenschaftliches Seminar (Economics)		

Module	Theory and Policy of Transport Economics		
Number	15072	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	60 h	Independent Studies	120 h
Qualifications	Internal/ external consultancy, planning staff, departments of logistics.		
Module is allocated to	Minor Transport and Logistics Major Economics - Institutions and Markets Minor Institutions and Markets		
Examination Requirements	Written exam lasting 90 min or oral exams		
Prerequisites for Admission	None		
Courses	Lecture/ exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... discuss the system of objectives of transport economics. ... analyse competition as regulation principle of transport economics. ... determine the need for regulation of traffic operations as well as the infrastructure of transport and the theoretical concepts of regulation. ... become familiar with theories and methods of the macroeconomic optimisation of capital spending decisions in the infrastructure of transport. ... analyse financial strategies and also the need for fiscal reforms in transport economics. ... describe the macroeconomic effects of the traffic sector (economic situation, employment, growth and distribution). 		
Contents	<ul style="list-style-type: none"> • System of objectives of transport policy • Competition in transport markets as regulation principle • Public law and regulations of traffic operations • Regulation of access to the infrastructure of transport • Financial strategies, fiscal reform and pricing in the infrastructure of transport • Transport sector and macroeconomics (economic situation, employment, growth, distribution) 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Herbert Baum, Seminar für Verkehrswissenschaft (Transport Economics)		

Module	Theory and Policy of Housing Economics		
Number	15045	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Consultancy and cooperation in companies dealing with real estate management and housing, as well as in associations and the according state facilities. Research and education in the area of housing policy.		
Module is allocated to	Major Economics - Institutions and Markets Minor Institutions and Markets		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min		
Prerequisites for Admission	At least 6 credit points from the area of microeconomics		
Courses	Lecture and exercise		
Learning Objectives	Students describe essential correlations between the housing and the ground market. ... apply their knowledge of imperfect markets. ... reflect decision criteria determining long-term investments. ... explain the main impact of legal regulations on housing markets and ground markets. ... evaluate in how far governmental interventions in the housing market as well as in the ground market are efficient. ... develop policy alternatives for selected issues regarding housing policy.		
Contents	<ul style="list-style-type: none"> • Particularities of inventory markets • Filtering-theory • Financing instruments • Theory of intertemporal rent development • Theory of regulation • Theory of surface allocation • Legal background of housing markets and ground markets • Current developments in housing policy 		
Information about Teaching and Learning Methods	Lecture and exercise		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Johann Eekhoff, Wirtschaftspolitisches Seminar (Economics)		

Module	Theory and Policy of Media Economics		
Number	15039	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students get prepared for activities where a deep theoretical understanding of processes and interrelations in media markets is necessary, e.g. in associations, in the world of media or in the field of marketing.		
Module is allocated to	Major Economics - Institutions and Markets Minor Institutions and Markets		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	At least 6 credit points from the area of microeconomics		
Courses	Lecture "Theory and Policy of Media Economics" Exercise "Theory and Policy of Media Economics"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse strategies for content-providers and content-users in media markets. ... evaluate models concerned with the theory of competition in order to solve problems in media companies. ... evaluate alternative market institutions with regard to strategic incentives. ... evaluate strategic challenges for media companies. ... conceive strategies in order to answer current issues in marketing. ... apply the theoretical knowledge they have acquired to concrete issues which come up in media companies. ... enhance the analytical as well as the theoretical knowledge they have about models by dealing with real issues. 		
Contents	<ul style="list-style-type: none"> • Content-providers and content-users in media markets • Strategic challenges of media companies 		
Information about Teaching and Learning Methods	Students autonomously touch up the topics dealt with in the lecture; moreover, they autonomously solve exercises and present them in class.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Horst Schellhaaß, Staatswissenschaftliches Seminar (Economics)		

Module	Information Problems in Health Markets		
Number	15033	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students acquire knowledge of analytical methods of health economics and apply them.		
Module is allocated to	Major Health Economics Minor Health Economics Major Economics - Institutions and Markets Minor Institutions and Markets		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	Students... ... study methods of economics of information in the area of health economics. ... acquire, by doing so, a range of tools assisting in answering issues related to health economics.		
Contents	<ul style="list-style-type: none"> • Information problems arising in the patient - insurance relationship • Information problems arising in the relationship medical provider - patient relationship • Interaction: medical provider - patient - insurance 		
Information about Teaching and Learning Methods	Lecture and exercise		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Achim Wambach, Ph.D., Staatswissenschaftliches Seminar (Economics)		

Module	Economic Institutions from a Historical Perspective		
Number	15073	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every third term
Attendance	60 h	Independent Studies	120 h
Qualifications	Evaluation and qualitative as well as historical allocation of economic facts, assisting in finding solutions for economic issues arising in enterprises or political institutions.		
Module is allocated to	Major Economics – Institutions and Markets Minor Institutions and Markets		
Examination Requirements	Written exam lasting 120 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture "General Economic History I (1800-1870) – The Emergence and Rise of the Industrial Economy"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... interpret the systems of pre-industrial economic activities. ... evaluate economic changes since the beginning of the 19th century on the basis of economic theories and their empirical data. ... comprehend the interrelation between economic decisions and developments of economic growth and cyclical fluctuations. ... test economic theories and ways of data collection on the basis of empirical data of the economic development between 1800 and 1870. ... analyse cycles and eras of industrialisation by means of specific components of development. 		
Contents	<ul style="list-style-type: none"> • Agriculture, industry and infrastructure in pre-industrial Germany • Beginning of industrialisation • Reforms of farm structure, infrastructure and the structure of industrial business • Capital formation and technological innovations • Population development and labour market • Business and businessmen • Industrial take-off and period when many industrial firms were established in Germany 		
Courses	Lecture "General Economic History II (1870-1945) – Expansion of the Industrial Economy"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... evaluate economic changes in history by means of economic theories and empirical data. ... comprehend the interrelation between economic decisions and developments of economic growth and cyclical fluctuations. ... discuss the connection between welfare state and slow economic growth in the Weimar Republic. ... analyse the German economic system during the time of National Socialism. 		

Contents	<ul style="list-style-type: none"> • Cycles of economic growth in mature economy • Industrial heavy-weights and businessmen • Banks and external economic relations • Structural change of economy • Welfare state and economic crisis in the 19th century • World economic crisis and the Great Depression • Economic system during the time of National Socialism
Courses	Lecture "General Economic History III (1945-2000) – Modifications of the Industrial Economy"
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... evaluate economic changes since the end of the Second World War on the basis of economic theories and their empirical support. ... analyse in how far the allied occupation of Germany has influenced economic rehabilitation ... analyse the success of economic growth in the FRG on the basis of economic code numbers and their interdependencies. ... comprehend the differences of the economic development of the FRG and the GDR on the basis of economic orders. ... evaluate the economic development against the background of the overall political history of Europe and, by doing so, they detect interrelations between causes and effects.
Contents	<ul style="list-style-type: none"> • The "Zero Hour" • Reparations and dismantlement • Currency reforms • The "Economic miracle" in the Federal Republic of Germany • Rise and fall of the German Democratic Republic • European integration
Information about Teaching and Learning Methods	Lecture
Courses	Lecture "Specific Economic History I" (Employment and Labour Market)
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... define the prevailing conditions of employment and labour market. ... evaluate theoretical perspectives concerning abstract concepts (such as labour, labour market, labour market research) and theories on the basis of the historical development. ... establish a connection between these theories and the emergence of the acquisitive society as well as the actual emergence of labour markets in Germany. ... classify factors of coming into existence (population growth, migration and urbanisation, sectoral structural change, technology and qualification). ... discern trends of development (developments of the whole market and its segmentation, as well as the impact of globalisation). ... analyse labour market policy with respect to case studies.

Contents	<ul style="list-style-type: none"> • Prevailing conditions of employment and labour market • Labour market theory and empirical findings • Historical development of labour markets and employment • Determinants of the production factor "labour" • Labour market segmentation • Labour market policy – historical examples of particular cases showing the application of economic policy conceptions and their impact
Courses	Lecture "Specific Economic History II" (History of Consumption)
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... discern the main features of the development of consumption throughout history (pre-industrial and industrial patterns of consumption and social differentiations of consumption) ... establish a connection between the development of consumption and macroeconomic development. ... test concepts in order to measure macroeconomic welfare (national product, NAS and forerunners). ... apply methods aiming at measuring social inequality (income distribution), changes related to private consumption (studies investigating budgets) and income growth to historical-empirical material and evaluate them from a methodological and from a qualitative perspective. ... compare heuristic approaches to budgets and family within different domains of science (family sociology, budget economics and microeconomics).
Contents	<ul style="list-style-type: none"> • Foundations: Budget and consumption from a historical perspective (notions and concepts, theories and methods of measurement) • Consumption and development of consumption throughout history <ul style="list-style-type: none"> - Pre-industrial patterns of consumption - Coming into being of the mass consumption society - Comparison of patterns of consumption at an international level (England, Germany, France) • Social differentiations related to consumption <ul style="list-style-type: none"> - Budget of farm workers - Budget of factory workers - Budget of public officials • Concerning the emergence of the mass consumption society <ul style="list-style-type: none"> - Economic conditions - Historical variations (American vs. European vs. socialist model) • Modern budgets in Germany: Mass consumption in the affluent society?

Courses	Lecture "Specific Economic History III" (Business History)
Learning Objectives	<p>Students ...</p> <p>... describe the development of the branch of corporate history from the point of view of different approaches of research</p> <p>... analyse corporate objectives and corporate strategies (e.g. problems of formation, issues of financing, organisation, how to deal with business cycles of industries).</p> <p>... find out about strategies in order to deal with industrial working conditions (e.g. mobilising workers, recruitment of employees and management, conduct of entrepreneurial personalities).</p> <p>... test economic theories aiming at the evaluation and allocation of corporate interests and interest groups (strategies aiming at market regulating arrangements, interest groups and associations).</p>
Contents	<ul style="list-style-type: none"> • The whole purpose of business history • Historiography of historical operations research • Foundation of firms • Organisation • Finance • Personnel management • Technological innovations • Sales volume • Balancing of accounts • Corporate growth • Corporate concentration (mergers) • Cartelisation
Information about Teaching and Learning Methods	Lecture
Additional Information	Students choose two of the six lectures that can be attended in every third term.
Responsible Faculty Member	Univ.-Prof. Dr. Toni Pierenkemper, Seminar für Wirtschafts- und Sozialgeschichte (Economic and Social History)

Module	Advanced Seminar Institutions and Markets I-VI		
Number		Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every or every second term
Attendance	30 h	Independent Studies	150 h
Qualifications			
Module is allocated to	Major Economics - Institutions and Markets Major Health Economics		
Examination Requirements	Presentation and/ or written exam or project		
Prerequisites for Admission	Sound knowledge of microeconomics. Specific prerequisites for admission might be requested for some advanced seminars.		
Courses	There will be several advanced seminars, each with a different focus of attention.		
Learning Objectives	Students tackle current academic and applied issues and, by doing so, make use of the microeconomic knowledge acquired during their studies. ... read the relevant academic and applied literature from a critical angle. ... write a paper in which they summarise their results, present them in class and discuss them with the other participants.		
Contents	Recent topics in microeconomic theory, experimental economics, markets and institutions in general.		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Toni Pierenkemper, Seminar für Wirtschafts- und Sozialgeschichte (Economic and Social History); Univ.-Prof. Dr. Axel Ockenfels, Univ.-Prof. Dr. Patrick Schmitz, Univ.-Prof. Achim Wambach, Ph.D., Staatswissenschaftliches Seminar (Economics)		

Module	Modern Concepts of Institutions and Markets		
Number		Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Learning of new methods in market design		
Module is allocated to	Major Economics - Institutions and Markets Minor Institutions and Markets		
Examination Requirements	Written exam lasting 60 min or oral examination		
Prerequisites for Admission	Good microeconomic understanding; further requirements can be made for selected courses		
Courses	Lectures and problem classes		
Learning Objectives	Students are able to work on modern concepts to analyse markets and institutions ... get to know research topics in the area of market and institutions		
Contents	Selected topics in the area of market design: theory and applications		
Information about Teaching and Learning Methods			
Additional Information	Further information will be given at each course.		
Responsible Faculty Member	Univ.-Prof. Achim Wambach, Ph.D., Staatswissenschaftliches Seminar (Economics)		

Major Economics – Economic Policy and Public Finance

Area of studies	Minimum of Credit Points Required	Maximum of Credit Points Allowed
Theory and Methods	24 CP	54 CP
Institutions and Markets	6 CP	42 CP
Economic Policy and Public Finance	6 CP	42 CP

Module	Type of Exam	CP of the Module	Required CP
Advanced Economic Policy	KL/MP	6 CP	min. 6 CP – max. 42 CP
Advanced Monetary Theory and Policy (E)	KL/MP	6 CP	
Dynamic Macroeconomics	KL/MP	6 CP	
Distribution of Income and Wealth	KL/MP	6 CP	
Theory and Policy of International Economics	KL/MP	6 CP	
International Taxation	KL/MP	6 CP	
Fiscal Policy in Open Economies	KL/MP	6 CP	
Fiscal Federalism	KL/MP	6 CP	
Theory of Taxation and Tax Policy	KL/MP	6 CP	
Public Policy and Labour Markets (E)	KL/MP	6 CP	
Advanced Seminar Economic Policy and Public Finance I	RE/PR/ HA	6 CP	
Advanced Seminar Economic Policy and Public Finance II	RE/PR/ HA	6 CP	
Advanced Seminar Economic Policy and Public Finance III	RE/PR/ HA	6 CP	

Modules

Module	Specific Economic Policy		
Number	15040	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Consultancy and cooperation with supporting organisations taking economic actions. Activities related to research and education in the field of regulatory policy.		
Module is allocated to	Major Economics – Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min		
Prerequisites for Admission	At least 6 CP from the area of microeconomics		
Courses	Lecture and exercise "Regulatory Policy"		
Learning Objectives	Students identify and evaluate essential differences between systems of planned economy and those of market economy. ... develop a normative reference with regard to the regulatory organisation of economic and social processes. ... explain the advantages of the pricing mechanism in its function as coordination system. ... describe and evaluate the importance of private property. ... depict basic design principles for social back-up systems. ... apply theoretical concepts to current issues in economic and social history.		
Contents	<ul style="list-style-type: none"> • Systems theory • Regulatory policy • Welfare economics • Theories of social justice 		
Information about Teaching and Learning Methods	Lecture and exercise		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Johann Eekhoff, Wirtschaftspolitisches Seminar (Economics)		

Module	Advanced Monetary Theory and Policy (E)		
Number	15008	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Development of methodological, theoretical, and empirical knowledge in monetary theory and policy. Foundation for academic research and advanced studies (PhD). Qualifies students for work in areas where an advanced understanding of macroeconomics is necessary, such as research institutes, central banks and other government institutions, and the financial sector.		
Module is allocated to	Major Economics – Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 90 min		
Prerequisites for Admission	Preferably: Advanced Macroeconomics II: Monetary Dynamic Macroeconomics (E) and Econometrics (E)		
Courses	Lecture with integrated exercise sessions		
Learning Objectives	Students gain a deeper understanding of monetary macroeconomic phenomena and of the design, conduct, and impact of monetary policy. ... formulate and analyse monetary dynamic general equilibrium models and use them for policy evaluation.		
Contents	<ul style="list-style-type: none"> • (New) Classical Theories of Money • Search Theory of Money • Fiscal aspects of monetary policy • Nominal Rigidities and other frictions in general equilibrium • Microfoundations of nominal rigidities • Monetary policy rules and optimal monetary policy • Monetary policy in open economies • Vector auto regressions and empirical evidence on the role of money and its transmission mechanisms 		
Information about Teaching and Learning Methods	Additional voluntary course work possible (e.g. problem sets, midterm exam, student presentation)		
Additional Information	Additional information will be provided at the beginning of the term. (If not indicated otherwise, the course is held in English, entitled “Advanced Monetary Theory and Policy“.)		
Responsible Faculty Member	Helge Braun, Ph.D., Staatswissenschaftliches Seminar (Economics)		

Module	Dynamic Macroeconomics		
Number	15015	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies students for work in the media, the financial sector, in political parties, research institutes and other institutions where an advanced understanding of macroeconomics is helpful.		
Module is allocated to	Major Economics – Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Two written exams lasting 60 min each: The first written exam will take place around the eighth week of the term (making up 10% of the final grade). The second written exam will take at the end of the term (making up 90% of the final grade). In case of very high attendance the first exam will be cancelled.		
Prerequisites for Admission	Strong background in Microeconomics		
Courses	Lecture with integrated exercise sessions		
Learning Objectives	Students analyse central issues of macroeconomics in models with overlapping generations. ... describe phenomena specific to overlapping generations. ... are familiarized with the role of fiscal and monetary policy arising in this structure. ... apply their knowledge to economic issues.		
Contents	<ul style="list-style-type: none"> • Intertemporal market equilibrium • Dynamic inefficiency • Credit markets • Taxes and government debt • Endogenous cycles • Technological progress • Money and inflation in models with overlapping generations		
Information about Teaching and Learning Methods			
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Peter Funk, Staatswissenschaftliches Seminar (Economics)		

Module	Distribution of Income and Wealth		
Number	15074	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies student for work in areas where an understanding of the theory of distribution is helpful (ministries, trade unions, employer associations, research institutions, media).		
Module is allocated to	Major Economics – Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	Sufficient theoretical knowledge		
Courses	Lecture with integrated exercise sessions		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... discuss empirical studies concerned with the distribution of income and wealth. ... understand theoretical models explaining the distribution of income and wealth. ... examine in how far the models can be applied for policy advice. ... evaluate the models regarding their assumptions and implications from a critical perspective. 		
Contents	<ul style="list-style-type: none"> • Empirical evidence on the distribution of income and wealth • Theoretical models explaining the distribution of income and wealth 		
Information about Teaching and Learning Methods	Active student Participation		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	AR Dr. André Drost, Staatswissenschaftliches Seminar (Economics)		

Module	Theory and Policy of International Economics		
Number	15001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in institutions with external economic relations including multilateral organisations, scientific analysis and consultancy when it comes to the establishment of external economic relations.		
Module is allocated to	Major Economics – Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min		
Prerequisites for Admission	At least 6 credit points from the area of "Microeconomics"		
Courses	Lecture and exercise "International Economic Policy"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... comprehend and evaluate possibilities and limits of the international political coordination. ... are familiar with the causes and consequences of interventions relating to foreign trade policy in merchandise trade and movements of capital and discuss ways and arguments for taking protectionist measures. ... analyse selected issues of European integration. ... tackle issues of the international environmental and social policy. ... check in how far tools of developmental and growth policy are effective, in particular with regard to the international division of labour. ... recognise the interrelations and consequences of the international exchange rate policy and monetary policy and evaluate, from an empirical perspective, in how far theoretical models are relevant. ... recognise the decisive criteria for the creation of monetary integration spaces. 		
Contents	<ul style="list-style-type: none"> • Theory of balance of payments • Political economy of foreign trade policy • International monetary policy • Theory of exchange rate • Integration theory • Theory of international investments • Development policy and growth policy 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Johann Eekhoff, Wirtschaftspolitisches Seminar (Economics)		

Module	International Taxation		
Number	14003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	<ul style="list-style-type: none"> • Consultancy and cooperation in the field of national and international tax policy in (public) institutions • Activities in research and education in the field of international tax policy and tax coordination • Activities in regional and federal administrations concerned with fiscal issues, political consultancy, associations, business journalism 		
Module is allocated to	Major Economics - Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with model systems of international taxation and are able to describe as well as to analyse basic theoretical interrelations of the international tax competition. ... analyse the most important fiscal externalities in competitions for mobile resources. ... identify advantages and disadvantages of the coordination of national tax policies by means of coordination mechanisms that are analysed on the basis of theoretical models. ... gain knowledge about empirical questions of the measurement of tax competition and of effective tax by international comparison. ... analyse problems of taxation of cross-border investments and multinational companies and evaluate different approaches aiming at avoiding double taxation. ... model profit shifting activities of multinational companies and their impact on the optimal tax policy of the government. ... apply methods of microeconomic theory to issues of tax competition. ... acquire mathematical-analytical skills in order to be able to deal with neoclassical models of tax competition. ... modify these models in order to vary assumptions made by the models and to analyse the impact of individual political tools. . 		
Contents	<ul style="list-style-type: none"> • Basics of international taxation • Tax competition and tax coordination • Empirical methods of international taxation • Taxation of multinational companies • Tax policy and financial markets 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Clemens Fuest, Seminar für Finanzwissenschaft (Public Economics)		

Module	Fiscal Policy in Open Economies		
Number	14005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	<ul style="list-style-type: none"> • Activities in institutions that deal with public finance • Activities in economic research institutions and in the field of business journalism • Activities in academic research and education 		
Module is allocated to	Major Economics - Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... evaluate, on the basis of theoretical models, short-term consequences of public activities in open economies funded by taxes and debts. ... apply analytical methods in order to describe the impact of growth of public debt in open economies. ... analyse the extent of public debt by means of explicit and implicit indicators. ... develop their own point of view regarding current international financial issues. 		
Contents	<ul style="list-style-type: none"> • Effects of public debts on account balance • Short-term impact of public debts • Impact of public debts on growth • Explicit and implicit indicators for public debts • Government financing by means of creation of money 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term. Moreover, course-supporting material will be available.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Kitterer, Seminar für Finanzwissenschaft (Public Economics)		

Module	Fiscal Federalism		
Number	14006	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	<ul style="list-style-type: none"> • Activities in institutions that deal with public finance • Activities in economic research institutions and in the field of business journalism • Activities in academic research and education 		
Module is allocated to	Major Economics - Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... explain difficulties relating to the supply of public goods at a central as well as at a peripheral level. ... determine the optimal distribution of resources between regions. ... apply analytical processes in order to evaluate public activities in federal systems. ... analyse the consequences of spill over effects and regional migrations on the basis of performance criteria. ... discuss the institutional organisation of German fiscal equalisation among the states. ... develop their own point of view of current issues regarding fiscal federalism. 		
Contents	<ul style="list-style-type: none"> • Efficient allocation of private and public goods • Peripheral and central supply of local public goods • Optimal distribution of resources between regions • Distribution of taxes and fiscal equalisation in the FRG 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term. Moreover, course-supporting material will be available.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Kitterer, Seminar für Finanzwissenschaft (Public Economics)		

Module	Theory of Taxation and Tax Policy		
Number	14002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in research and education in the field of the theory of taxation and tax policy. Activities in regional and federal administrations concerned with fiscal issues, political consultancy, associations and business journalism.		
Module is allocated to	Major Economics - Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	Students... ... investigate the distribution of tax burden for different tax types. ... analyse different tax types with regard to their impact on the behaviour of market stakeholders and infer the welfare loss which results from these changes in behaviour. ... get a general idea of empirical studies which quantify the predictions made on the basis of theoretical models. ... describe the trade-off in normative models between the gain of tax revenues and the costs of taxation in terms of efficiency loss. ... check currently debated tax reforms for their impact on efficiency and distribution.		
Contents	<ul style="list-style-type: none"> • General impact of taxation • Taxation of earned income and capital income • Taxation and redistribution • Taxation of companies • Tax reforms 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Clemens Fuest, Seminar für Finanzwissenschaft (Public Economics)		

Module	Public Policy and Labour Markets (E)		
Number	14004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Academic work in the area of tax policy and the theory of taxation. Activities in government institutions concerned with fiscal and policy issues, political consulting, associations and journalism.		
Module is allocated to	Major Economics - Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	Preferably some experience with Microeconomics and Econometrics		
Courses	Lecture and exercise sessions		
Learning Objectives	Students... ... become familiar with basic empirical facts of how the labour market functions and how public policy (taxes and regulations) affects incentives. ... analyse selected theoretical models of the labour market. ... get an overview of empirical studies examining the effects of public policies in the labour market.		
Contents	<ul style="list-style-type: none"> • Empirical methods in labour economics • Basic theoretical treatment of labour demand, labour supply, and human capital • Empirical methods and data used to analyze labour market policies • Examination of existing studies on the effect of policies on behaviour in the labour market 		
Information about Teaching and Learning Methods	Lectures and discussions; student presentations		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. David A. Jaeger, Ph.D., Wirtschaftspolitisches Seminar (Economics)		

Module	Advanced Seminar Economic Policy and Public Finance I-III		
Number	53068-70	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications			
Module is allocated to	Major Economics - Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Presentation and/ or paper or project		
Prerequisites for Admission	Specific prerequisites for admission may be applicable for some seminars		
Courses	There will be several advanced seminars, each having a different focus.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... apply their knowledge of economic policy, macroeconomics and finance acquired during their studies to current academic and applied issues. ... submit the relevant academic and applied literature to a critical examination. ... present their findings in a paper as well as an in class presentation and discuss them with the other participants. 		
Contents	Topics in applied or theoretical research		
Information about Teaching and Learning Methods			
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	<p>Univ.-Prof. Dr. Peter Funk, Helge Braun, Ph.D., Staatswissenschaftliches Seminar (Economics); Univ.-Prof. Dr. Axel Weber, Chairman of the Bundesbank and Staatswissenschaftliches Seminar (Economics); Univ.-Prof. David A. Jaeger, Ph.D., Wirtschaftspolitisches Seminar (Economics); Additional responsible faculty member: to be announced (Successors of Univ.-Prof. Dr. Clemens Fuest, Univ.-Prof. Dr. Wolfgang Kitterer, Seminar für Finanzwissenschaft (Public Economics); Univ.-Prof. Dr. Ralph Anderegg, Univ.-Prof. Dr. Juer-gen B. Donges, Univ.-Prof. Dr. Johann Eekhoff, Wirtschaftspolitisches Seminar (Economics))</p>		

Major Economics Education

Module	Type of Exam	CP of the Module	Required CP
Basics of Teaching	KL/MP	6 CP	6 CP
Systems of Vocational Education	KL/MP	6 CP	6 CP
Learning and Teaching at the Workplace and in Organisations	KL/MP	6 CP	12 CP
Didactics of Vocational Education I: Didactics of Economics	KL/MP	6 CP	
Didactics of Vocational Education II: Didactics of Vocational Education Programmes	KL/MP	6 CP	
Management of Social Organisations and Competence Centres	KL/MP	6 CP	
Pedagogical Concepts of Consulting and Evaluation	KL/MP	6 CP	6 CP
Research in Learning and Teaching	HA/MP	6 CP	12 CP
Labour Research and Qualification Research	HA/MP	6 CP	
Projects Related to Fields of Research in Economics Education	HA/RE	6 CP	
E-Learning and Instructional Design of the Media	KL/MP	6 CP	24 CP
Communication Training and Leadership Training	KL/MP	6 CP	
Education Management	KL/MP	6 CP	
Vocational Pedagogics of Integration and Support	KL/MP	6 CP	
Subject-Specific Didactic Studies and Applications I	ST/KL	6 CP	
Subject-Specific Didactic Studies and Applications II	ST/KL	12 CP	
Subject-Specific Didactic Studies and Applications III	ST/KL	18 CP	
Colloquium on Economics Education	PO/MP	6 CP	6 CP

Modules

Module	Basics of Teaching		
Number	49301	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	90 h	Independent Studies	90 h
Qualifications	Basic qualifications required for teaching at university as well as in the vocational area.		
Module is allocated to	Major Economics Education, compulsory module		
Examination Requirements	Written or oral exam		
Prerequisites for Admission	None		
Courses	Block course: seminar and exercise serving as aid to orientation (workshops)		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... prepare an individual profile comprising the strengths and weaknesses of their basic teaching skills. ... explain basic notions, categories and principles of didactics. ... characterise teaching models and learning theories and distinguish them according to the different scientific paradigms they belong to. ... prepare results from a didactic point of view and present them using different methodological stylistic devices and media. ... describe demands and options of their studies, state what they expect from their working habits and from the quality of education in learning contracts. ... look for and throw a glance at topic specific literature, make summaries and a literature portfolio for their individual profile and compile a glossary of important terms. ... have a learning portfolio and are familiar with the ILIAS-learning platform. 		
Contents	<ul style="list-style-type: none"> • Course of studies • Teaching principles and maxims • Learning theories • Teaching styles and media • Learning and working techniques • Documentation of learning 		
Information about Teaching and Learning Methods	The module is an aid to orientation, where it is also intended that students get to know each other. If not indicated otherwise, the block course starts on the 1 st of October (including typical traits of lectures and seminars, individual as well as group work) and ends at the beginning of the term. From August on, further information will be available on the internet.		
Additional Information	Required reading will be distributed in the first class.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module	Systems of Vocational Education		
Number	49201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Basic qualifications for activities in the fields of administration and organisation of vocational education.		
Module is allocated to	Major Economics Education, compulsory module Minor Vocational and Economics Education		
Examination Requirements	Written or oral exam		
Prerequisites for Admission	None		
Courses	Lecture: Systems of Vocational Education Exercise: Systems of Vocational Education		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... describe the micro, meso and macro level of the German education system taking into consideration schools and companies as well as issues regarding occupational orientation, the primary vocational training and further education. ... analyse professions and career paths in their function as organising principles of vocational education systems and qualification systems and compare further organising principles within a European context. ... describe learning locations in a detailed way (schools, companies, educational establishments of independent bodies) and analyse conditions and types of their cooperation. ... apply hermeneutic methods and system comparison in order to analyse current issues in vocational educational policy. ... analyse trends in the development of European educational policy and their consequences. ... apply techniques of abstraction, context analysis and comparison of criteria in order to analyse education systems. 		
Contents	<ul style="list-style-type: none"> • Education systems and vocational education systems • Different concepts of education systems • Institutions and actors in the German education system • International and European education systems • Development of professional training 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module	Learning and Teaching at the Workplace and in Organisations		
Number	49202	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in the area of human resources and in particular in the field of vocational training and further education in companies, as well as the cooperation with schools, places responsible and educational institutions.		
Module is allocated to	Major Economics Education, compulsory module Minor Vocational and Economics Education		
Examination Requirements	Written or oral exam		
Prerequisites for Admission	None		
Courses	Lecture: Learning and Teaching at the Workplace and in Organisations Seminar: Management of Learning and Teaching in Organisations		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse models of demand analysis, acquisition as well as selection and qualifications of trainees and apply them to different types of human resources development. ... apply legal benchmarks of the Vocational Training Act in order to organise operational education. ... explain the points of view of employers and employees regarding vocational training and further education in organisations, taking into consideration the workers' council. ... analyse education in organisations in the context of concepts of Critical Theory. ... give reasons for different forms of induction and support of new members of staff in companies and of human resource development. ... develop, considering examples, different types of learning at work places, of learning near work places and of external further education and evaluate their costs and benefits. ... describe the structure and functions of exams and their organisation, take mock exams and simulate giving feedback concerning performance and exam performance. ... evaluate opportunities and limitations of the cooperation between different learning locations as well as of their involvement in regional bodies taking into consideration the context of education in organisations. ... make a distinction between approaches to the standardisation of professional training and of human resources development. 		
Contents	<ul style="list-style-type: none"> • Qualification requirements at work places • Vocational Training Act, organisation of education and further education • Teaching and learning methods in companies • Exams and responsibility of examiners • Learning at several places and cooperation of these places 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module	Didactics of Vocational Education I: Didactics of Economics		
Number	49302	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Teaching activities in vocational schools, companies and educational institutions.		
Module is allocated to	Major Economics Education		
Examination Requirements	Written or oral exam		
Prerequisites for Admission	None		
Courses	Lecture: Didactics of Economics Exercise: Didactics of Economics		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... evaluate teaching models against the background of their scientific paradigm and their possible applications. ... analyse, including basics of Critical Theory, the social prevailing conditions and expectations towards subject-specific teaching models and the norms resulting from them. ... are familiar with advantages and disadvantages of teaching methods for economical topics and subjects. ... draft outlines for teaching economical subject matters. ... prepare learning material regarding economic topics. ... compare and evaluate curricula from the areas of professional training and further vocational education. 		
Contents	<ul style="list-style-type: none"> • Subject-specific teaching models and lesson planning • Norms and values in society and pedagogics • Curriculum theory • Philosophy of science, in particular Critical Theory 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module	Didactics of Vocational Education II: Didactics of Vocational Education Programmes		
Number	49303	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Teaching activities in vocational schools, companies and educational institutions; creation of situated learning-teaching arrangements for vocational training and further education.		
Module is allocated to	Major Economics Education		
Examination Requirements	Oral exam		
Prerequisites for Admission	Module Didactics of Vocational Education I: Didactics of Economics		
Courses	Lecture: Didactics of Economic of Vocational Education Programmes Advanced Seminar: Special Didactics of Economics		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse methods and their possible applications to teaching styles that focus on active learning. ... evaluate characteristics of educational institutions and curricular planning in courses of education. ... systematise and keep records of their didactic annual planning. ... reflect on advantages and disadvantages of self-regulated learning. ... reflect on constructivist approaches considered as the basis of complex learning-teaching arrangements. ... evaluate and design complex learning-teaching arrangements. ... analyse model enterprises with respect to didactic and system-theoretical considerations. ... work with data of companies serving as a basis for a model enterprise. ... evaluate demands of internal differentiation in the context of complex learning-teaching arrangements. ... describe elements and demands on situated learning. 		
Contents	<ul style="list-style-type: none"> • Active learning and the respective methods • Didactic annual planning • Casuistry / case methods / case studies • Complex learning-teaching arrangements • Situated learning 		
Information about Teaching and Learning Methods	In the advanced seminar, a complex learning-teaching arrangement is to be developed, which the oral exam will be based on.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module		Management of Social Organisations and Competence Centres	
Number	49304	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in educational policy and administrative departments of education, rehabilitation and vocational pedagogics of support where concepts and design recommendations are worked out in terms of the New Public Management.		
Module Module is allocated to	Major Economics Education		
Examination Requirements	Written or oral exam		
Prerequisites for Admission	None		
Courses	Lecture: New Public Management in the Education Sector Exercise: Project Acquisition and Project Management of Competence Centres		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... give an overview of the organisation of the education system and systems of social security and socio-political control. ... account for value chains of educational institutions, in particular institutions for vocational support and extra-plant educational institutions. ... describe in how far workshop concepts and organisation simulations are relevant for value-added chains and innovative projects. ... analyse legal regulations of the Code of Social Law, particularly of the Code of Social Law II and III, as well as VIII and IX for measures and additional support programmes. ... investigate the possibilities of participation and structuring when it comes to municipal, regional, national and European initiatives of projects. ... draw up possible courses that projects might take and develop concepts aiming at the control and settlement of projects. ... read, analyse, evaluate and write tender for projects, project reports and project proposals. ... develop communication concepts and concepts of participation for pilot projects and model experiments. 		
Contents	<ul style="list-style-type: none"> • Actors and institutions of educational policy and social policy • Organisation of vocational competence centres and centres for vocational support • Teaching and learning methods in competence centres and centres for vocational support • Projects in supporting organisations of vocational education 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module	Pedagogical Concepts of Consulting and Evaluation		
Number	49203	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities as pedagogical consultants for learners, teachers and lecturers; evaluation and analysis of the quality of educational measures and of educational institutions.		
Module is allocated to	Major Economics Education, compulsory module Minor Vocational and Economics Education		
Examination Requirements	Written exam		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise: Pedagogical Concepts of Consulting and Evaluation		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... consider concepts of pedagogical consulting oriented towards individuals and towards groups, and differentiate between the two types in view of their basic assumptions, methods of advice, setting and fields of application. ... evaluate techniques and the quality of diagnostic instruments in consulting which aim at understanding problems of clients being persons, groups or organisations. ... evaluate chances and limitations of intervention (techniques, resources) in situations of consulting and evaluation. ... evaluate their own patterns of action in communicative situations of consulting and discuss possible modifications and developments. ... make use of simple concepts for personnel coaching and consulting for learning processes. ... analyse structures and functions of steering groups and project groups in processes of development and evaluation. ... conduct case studies investigating the development, testing and evaluation of projects in a school or operational context. ... analyse epistemological reasons given for action research and biography research and analyse them with regard to data collection and aims of evaluation. 		
Contents	<ul style="list-style-type: none"> • Theories and concepts of consulting • Group dynamics and consulting • Standards for self-evaluation and evaluation from others; restriction of participants • Primary and meta evaluations • Processes for moderation and feedback 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module	Research in Learning and Teaching		
Number	49305	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Learning assessment and competence assessment in educational institutions, activities in basic and applied research.		
Module is allocated to	Major Economics Education		
Examination Requirements	Paper (70%) and oral exam (making up 30% of the final mark)		
Prerequisites for Admission	None		
Courses	Seminar: Research in Learning and Teaching		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... differentiate between the roles that learning theories play in the areas of the psychology of learning, adult education and research into classroom teaching. ... ponder on research objectives and on the research design that results from them. ... evaluate group structures on the basis of the results obtained in the field of communication and interaction research. ... compare approaches of action and treatment research. ... differentiate research-related consequences of different epistemological paradigms and by doing so, they particularly take into consideration different constructivist points of view. ... analyse models of competence development and competence assessment. ... develop diagnostic methods aiming at the assessment and analysis of background knowledge and of learning effects. ... apply diagnostic instruments in order to assess the current level of knowledge and reflect on test-theoretical requirements and preconditions. 		
Contents	<ul style="list-style-type: none"> • Learning theories • Treatment research • Communication / Interaction research • Research approaches in the areas of motivation and volition • Philosophy of science, in particular constructivism and empirical research paradigms • Criteria and methods of pedagogical diagnostics 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module	Labour Research and Qualification Research		
Number	49306	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in human resources departments and management consultancy as well as in administrative institutions of education and statistical offices.		
Module is allocated to	Major Economics Education		
Examination Requirements	Paper (70%) and oral exam (making up 30% of the final mark)		
Prerequisites for Admission	None		
Courses	Seminar: Labour Research and Qualification Research		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... reflect on the differences and requirements in labour markets, in professional training markets and their submarkets. ... evaluate in how far human resources are important for the economic system. ... evaluate, related to vocational education, anticipated requirements and changes concerning the depth and breadth of qualification profiles on the basis of predictions and trend analyses. ... discuss systems of early recognition and the importance of simulations. ... compare methods of research of Delphi studies to alternative cross-section and longitudinal designs and specify the respective epistemological positions. ... explain in how far educational systems play a role when companies take decisions concerning their locations. ... explain the significance of the professionalisation of teachers and lecturers with regard to changes in the labour market. ... evaluate statistical data about vocational education in view of what they say about labour markets and professional training markets. 		
Contents	<ul style="list-style-type: none"> • Professional training market and labour markets • Human Resources • Systems of early recognition • Predictions and trend analysis; Delphi studies • Cross-section analyses and longitudinal analyses • Decisions regarding location and OECD • Reporting system / Statistics regarding education: e.g. annual report of vocational education, the number of trainees in comparison to the totality of employees 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module	Projects Related to Fields of Research in Economics Education		
Number	49307	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Research activities in the area of vocational and economics Education, reception of research results for own fields of activity.		
Module is allocated to	Major Economics Education		
Examination Requirements	Paper, which may be preceded by a presentation		
Prerequisites for Admission	None		
Courses	Advanced Seminar Economics Education		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... classify and systematise fields of research, related to economic education, according to their area of research and research methodology. ... develop research questions and operationalise research objectives. ... develop research designs. ... are familiar with and make a difference between several paradigms and evaluate them with respect to research questions and conceptions. ... apply empirical methods of collecting data to selected issues in an exemplary way. ... analyse available data. ... analyse specific literature of selected fields of research. ... carry out less extensive research projects and evaluations on their own authority and reflect on their own research work and on their personal development. ... record progresses in projects by means of reports and feedback. 		
Contents	<ul style="list-style-type: none"> • Philosophy of science • Research methodology • Fields of research • Current research questions concerned with economics education 		
Information about Teaching and Learning Methods			
Additional Information	<p>Individual support provided by the department, dependent on the selection of topics and project partners. Required reading will be announced at the beginning of the term.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module	E-Learning and Instructional Design of the Media		
Number	49204	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in the area of the media and in the field of material production in educational institutions and publishing houses.		
Module is allocated to	Major Economics Education Minor Vocational and Economics Education		
Examination Requirements	Written exam		
Prerequisites for Admission	None		
Courses	Lecture: "Instructional Design of the Media" Exercise: "E-Learning in Vocational Education"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... systematise particularities related to issues of the instructional design of the media in the context of subject-specific teaching models and the requirements of self-organised learning. ... make a difference between operational, pedagogical and technical demands on the media and the prevailing conditions of their applications in educational institutions. ... find out about the availability of the media at hand and test in how far they can be used in specific applications. ... are familiar with methods and techniques of didactic reduction and transformation. ... develop teaching texts, criticise and improve them. ... adapt present material for the needs of other target groups. ... discuss the development and different forms of e-Learning. ... design a learning unit in a learning platform, and by doing so, they consider demands and objectives of the instructional design of the media as well as technical preconditions. ... reflect on the relationship between self-regulation, support and instructions with respect to the different ways e-Learning can be used. ... analyse the possibilities of using Web-Quests. 		
Contents	<ul style="list-style-type: none"> • Ability to handle the media • Material development • Analysis of target groups • e-Learning, Blended-Learning • Self-regulated learning in contexts of e-Learning 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module	Communication Training and Leadership Training		
Number	44202	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Building up communicative relations with managers and employees; trainee programs, personnel development, team work		
Module is allocated to	Major Economics Education Methods and Techniques		
Examination Requirements	Written exam		
Prerequisites for Admission	None		
Courses	Lecture: Basic Knowledge of Communication Training and Leadership Training Exercise: Leading Conversations and Conversation Techniques		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... compare the context and information content of concepts related to communication training and leadership training. ... distinguish different types of and ways to conduct staff appraisal. ... prepare staff appraisal, inform employees about the tasks they have to carry out, clarify expectations and give them feedback concerning task fulfilment. ... analyse conversational situations and punctuations in the context of staff appraisal and disputations. ... explain theories about the protection of self-esteem and conditions for an effective development impetus. ... analyse problems of interfaces and demands on teams in processes based on division of labour. ... evaluate the use of mediation and moderation. ... decide which factors have priority when it comes to bringing forward own communicative action and that of employees. ... carry out exercises in order to find out about and change their own communicative action. 		
Contents	<ul style="list-style-type: none"> • Communication models • Roles of executive personnel and group members • Rules of theme-centred interaction and feedback • Phases of communication and interaction • Communication interruption und conflict management • Self-perception and protection of self-esteem • Staff appraisal 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module	Education Management		
Number	49205	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in the fields of planning, execution, evaluation and consulting in public and private educational institutions		
Module is allocated to	Major Economics Education Minor Vocational and Economics Education		
Examination Requirements	Written exam		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise: Education Management		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse business processes of private and public educational institutions. ... organise and plan activities in the field of education marketing, planning of seminars and courses for the quality management of educational institutions. ... develop different supportive processes within the context of the development of quality management and organisation management, in particular in the field of the support of staff, the consulting of as well as the cooperation with external partners. ... develop and evaluate curricula and examinations of courses of education. ... plan education on the basis of legal, financial and organisational prevailing conditions. ... are familiar with the structures and possibilities of participation of the organisation of examinations. ... steer innovation processes in educational institutions. 		
Contents	<ul style="list-style-type: none"> • Business processes of educational institutions • Particularities of the organisation of educational institutions • Education law • Funding of education • Curriculum development • Examinations • Innovation of education 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module	Vocational Pedagogics of Integration and Support		
Number	49308	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in the field of rehabilitation and vocational pedagogics of support as well as in vocational schools, in particular in courses of education where the main emphasis is on integration.		
Module is allocated to	Major Economics Education		
Examination Requirements	Written exam lasting 90 min or oral exam lasting 30 min		
Prerequisites for Admission	None		
Courses	Seminar: Vocational Pedagogics of Integration and Support		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... distinguish between the vocational, operational and social integration of people with impediments and their individual situation in life as well as obstacles rendering their integration difficult. ... analyse concepts of the transition from school to vocation and of the operational integration in working processes for people with impairments or discriminations and evaluate chances and limitations by means of empirical studies and pilot schemes. ... explain the theoretical background and types of advisory and supportive proposals in the context of Case-Management. ... account for types of cooperation and networks between competence centres and organisations supporting counselling to youths and free welfare associations. ... apply formal and informal procedures in order to assess and certify competences. ... draw up individual strengths-weaknesses profiles and planning of individual support. ... specify types of the internal differentiation of educational proposals and of the individualised way of learning. ... plan educational activities in order to support particular target groups, in particular people with learning impairments and people with emigrational backgrounds. 		
Contents	<ul style="list-style-type: none"> • Actors and institutions of vocational rehabilitation and transitional management • Basic knowledge of therapeutic and vocational pedagogics, as well as of legal regulations • Concepts and pilot schemes • Approaches of social and advisory pedagogics • Planning of individual support and internal differentiation 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module	Subject-Specific Didactic Studies and Applications I		
Number	49309	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	120 h ¹	Independent Studies	60 h
Qualifications	Activities in the field of lesson planning and its realisation in the area of vocational education and further education.		
Module is allocated to	Major Economics Education		
Examination Requirements	Practical Studies/ written exam		
Prerequisites for Admission	None		
Courses	Exercise: Lesson Planning for Subject-Specific Didactic Studies (in the summer term); Supported Applications / work placement in schools (in every term)		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... plan lessons or seminars on the basis of didactic categories and evaluate possible ways of realisation. ... observe, considering relevant criteria, sequences of lessons or seminars and record them. ... prepare material and carry out lessons or seminars. ... analyse and evaluate lessons or seminars. ... develop learning assessment and tests. 		
Contents	<ul style="list-style-type: none"> • Concepts regarding lesson planning • Procedures for observing lessons • Techniques that help in analysing lessons • The importance of the teacher profession 		
Information about Teaching and Learning Methods	The module consists of a supported work placement at a school. Students will have to observe and to carry out lessons. In addition to this, they will be told what is important when observing lessons and also get instructions as to how to plan them.		
Additional Information	<p>Requirements for work placements comply with the examination regulations for teachers of North-Rhine Westphalia and will be announced by putting up a notice.</p> <p>Required reading will be announced at the beginning of the term.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

¹ Refers to the hours of attendance during the exercise and the work placement.

Module	Subject-Specific Didactic Studies and Applications II		
Number	49310	Workload	360 h
Credit Points	12 CP	Recurrence Frequency	Every second term
Attendance	180 h ¹	Independent Studies	180 h
Qualifications	Teaching (planning, realisation and evaluation) in the field of vocational training and further education; peer coaching when it comes to planning lessons and seminars.		
Module is allocated to	Major Economics Education		
Examination Requirements	Work placement report including the depiction of selected lessons given by students		
Prerequisites for Admission	None		
Courses	Exercise: Reflection on Subject-Specific Didactic Studies (in the winter term); Supported Applications / work placement (in every term)		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... plan lessons by means of didactic categories and evaluate possible ways of realisation. ... give reports on the lessons they have observed. ... observe, from a research-oriented point of view, complex teaching- learning arrangements and give reports on them. ... prepare material and carry out lessons / complex teaching-learning arrangements. ... develop learning assessment and tests. ... describe the impact of classroom disruptions and develop appropriate strategies helping in dealing with them. ... are familiar with concepts related to classroom management and analyse the situation of the education programmes they come across. ... analyse in how far the hidden curriculum has an impact on the planning of lessons and evaluate resulting consequences regarding teaching and the curriculum. 		
Contents	<ul style="list-style-type: none"> • Planning, realisation and analysis of lessons • Classroom management • Classroom disruptions • Influence of the hidden curriculum 		
Information about Teaching and Learning Methods	The module consists of a supported work placement at a school. Students will have to observe and to carry out lessons. In addition to this, there will be a joint theoretical reflection on selected issues.		
Additional Information	Requirements for work placements comply with the examination regulations for teachers of North-Rhine Westphalia and will be announced by putting up a notice. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

¹ Refers to the hours of attendance during the exercise and the work placement.

Module	Subject-Specific Didactic Studies and Applications III		
Number	49311	Workload	520 h
Credit Points	18 CP	Recurrence Frequency	Every second term
Attendance	260 h	Independent Studies	260 h
Qualifications	Teaching (planning, realisation and evaluation) in the field of vocational education and further education; peer coaching when it comes to planning lessons and seminars.		
Module is allocated to	Major Economics Education		
Examination Requirements	Work placement report including the depiction of the evaluation that has been carried out / written exam		
Prerequisites for Admission	None		
Courses	Exercise: Lesson Planning for Subject-Specific Didactic Studies (in the summer term) Exercise: Reflection on Subject-Specific Didactic Studies (in the winter term); Supported Applications / work placement (in every term)		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... plan lessons by means of didactic categories and evaluate possible ways of realisation. ... observe, from a research-oriented point of view, sequences of lessons and record them. ... prepare material and carry out lessons or seminars. ... develop learning assessment and tests. ... describe the impact of classroom disruptions and develop appropriate strategies helping in dealing with them. ... are familiar with concepts related to classroom management and analyse the situation of the education programmes they come across. ... analyse in how far the hidden curriculum has an impact on the planning of lessons and evaluate resulting consequences regarding teaching and the curriculum. ... plan innovative teaching- learning arrangements, put them into practice with the help of colleagues and evaluate the learning progress as well as teaching strategies. 		
Contents	<ul style="list-style-type: none"> • Planning, realisation and analysis of lessons • Classroom management • Classroom disruptions • Influence of the hidden curriculum • Evaluation of complex teaching- learning arrangements 		
Information about Teaching and Learning Methods	The module consists of a supported work placement at a school. Students will have to observe and to carry out lessons. In addition to this, there will be a joint theoretical reflection on selected issues.		
Additional Information	<p>Requirements for work placements comply with the examination regulations for teachers of North-Rhine Westphalia and will be announced by putting up a notice.</p> <p>Required reading will be announced at the beginning of the term.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module	Colloquium on Economics Education		
Number	49312	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Interdisciplinary working groups.		
Module is allocated to	Major Economics Education, compulsory module		
Examination Requirements	Oral exam		
Prerequisites for Admission	72 credit points		
Courses	Colloquium		
Learning Objectives	<p>Students ...</p> <p>... distinguish their own profile of competences from that of other professional groups, justify their own understanding of professional work in the area of vocational and economics education and in teams characterised by an interdisciplinary background.</p> <p>... explain their own epistemological position, in how far it is relevant for research, application and transfer.</p> <p>... present the results of own research work and projects, account for them and defend them in critical discussions.</p>		
Contents	<ul style="list-style-type: none"> • Understanding of scientific and academic work • Application of research procedures • Understanding of the profession 		
Information about Teaching and Learning Methods	The module serves as a concluding reflection on the vocational competences and academic skills that have been acquired. Usually it goes along with the preparation of the Master-Thesis.		
Additional Information	Students can participate on condition that they hand in their individual portfolio, the basics of which have been acquired in the module "Basics of Didactic Work".		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Buschfeld, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Major Political Science

Branches of Political Science	Module	Type of Exam	CP of the Module	Required CP
European Policy	The Political System of the European Union: Strategic and Conceptual Approaches (Lecture and Exercise) (E)	KL/MP	6CP	72 CP out of 96 CP
	Advanced Seminar The Political System of the European Union: Strategic and Conceptual Approaches (E)	RE/HA/KL/FS	6 CP	
	Governing and Policy Making in the Multi-Layered System of the European Union (Lecture and Exercise) (E)	KL/MP	6 CP	
	Research Project The Political System of the European Union	RE/HA/KL	6 CP	
Comparative Policy	Comparative Analysis of Political Institutions (Lecture and Exercise) (E)	KL/MP	6 CP	
	Advanced Seminar Comparative Analysis of Political Institutions (E)	RE/HA/KL	6 CP	
	Comparative Analysis of Political Economy (Lecture and Exercise) (E)	KL/MP	6 CP	
	Research Project Comparative Policy	RE/HA/KL	6 CP	
International Relations	Advanced Seminar International Policy	RE/HA	6 CP	
	Advanced Seminar Foreign Policy	RE/HA	6 CP	
	Research Project Foreign Policy	PR/FS	6 CP	
	Research Project International Policy	PR/FS	6 CP	
Political Theory	Political Theory and History of Ideas (Lecture and Exercise)	KL/MP	6 CP	
	Advanced Seminar Political Theory	RE/HA/KL	6 CP	
	Advanced Seminar Political and Religious Ideas	RE/HA/KL	6 CP	
	Research Project Political Theory and History of Ideas	PR/FS	6 CP	

Modules

Module	The Political System of the European Union: Strategic and Conceptual Approaches (Lecture and Exercise) (E)		
Number	10015	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60h	Independent Studies	120 h
Qualifications	Students are prepared for activities in German and European administrative departments, in associations, the media and sciences.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... capture, reading intensely, the essential landmarks of the process of integration. ... allocate the current development of the European system to a theoretical, strategic and conceptual background. ... analyse the basic tendencies of the development of the political system of the European Union. ... discuss current and relevant academic debates about the deepening and expansion of the European system. 		
Contents	<ul style="list-style-type: none"> • Theories of European Integration • Strategies and scenarios of the development of the European Union between expansion and deepening • Conceptual approaches in order to analyse the European system as a long-term trend • The constitutional and institutional architecture of the European Union 		
Information about Teaching and Learning Methods	The course might be in English		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Wessels, Seminar für Politische Wissenschaften (Political Science)		

Module	Advanced Seminar the Political System of the European Union: Strategic and Conceptual Approaches (E)		
Number	53053	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students are prepared for activities in German and European administrative departments, in associations, the media and sciences.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	Paper (50 %); in addition to this, either a presentation, a practical exercise (may be a simulation) or written exam (making up 50 % of the final mark)		
Prerequisites for Admission	None		
Courses	Advanced Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... thoroughly deal with the political and academic discussion of the European Union. ... extend and foster their theoretical knowledge with respect to empirical possibilities of application. ... apply theories and concepts in order to investigate current empirical incidents and developments as well as political situations where decisions need to be made. ... become familiar with the political processes of decision making and interaction by means of regular practical exercises (simulations) or through experience gained in the loci of decision making of the European Union (study trips); in this way, they are able to comprehend the complexity of European and international negotiations. 		
Contents	<ul style="list-style-type: none"> • Theories of European Integration • Strategies and scenarios of the development of the European Union between expansion and deepening • Conceptual approaches in order to analyse the European system as a long-term trend • The constitutional and institutional architecture of the European Union 		
Information about Teaching and Learning Methods	Students might be asked to simulate European negotiations; study trips. The course might be in English		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Wessels, Seminar für Politische Wissenschaften (Political Science)		

Module	Governing and Policy Making in the Multi-Layered System of the European Union (Lecture and Exercise) (E)		
Number	10016	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students are prepared for activities in German and European administrative departments, in associations, the media and sciences.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... comprehend basic theoretical and conceptual approaches of the multi-layered system of the European Union. ... classify in a systematic order different modes and types of governing in the European Union. ... analyse the institutional and procedural aspects of policy making of the European Union. ... discuss current and relevant academic debates about pivotal issues and areas of policy in the European Union. 		
Contents	<ul style="list-style-type: none"> • The multi-layered system of the European Union: theoretical and conceptual approaches • Types of governing in the European Union: national and European perspectives • Central fields of action and policy in the European Union • The European Union in the international system 		
Information about Teaching and Learning Methods	The course might be in English		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Wessels, Seminar für Politische Wissenschaften (Political Science)		

Module	Research Project the Political System of the European Union		
Number	11006	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students become able to analyse the political system of the European Union in a sophisticated way. Moreover, they get prepared for activities in the German and European administrative departments, in associations, the media and sciences.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	Presentation, project report (both making up 50% of the final mark, respectively)		
Prerequisites for Admission	12 credit points in the area of the European Policy		
Courses	Research Project		
Learning Objectives	Students develop a research design along with a selected question as well as with theoretical and methodological approaches. ... make use of the state of the art as well as of data records. ... present the results they have obtained in oral and written form.		
Contents	<ul style="list-style-type: none"> • Theories of European Integration • Strategies and scenarios of the development of the European Union between expansion and deepening • Conceptual approaches in order to analyse the European system as a long-term trend • The constitutional and institutional architecture of the European Union • The multi-layered system of the European Union: theoretical and conceptual approaches • Types of governing in the European Union: national and European perspectives • Central fields of action and policy in the European Union • The European Union in the international system 		
Information about Teaching and Learning Methods	Research project		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Wessels, Seminar für Politische Wissenschaften (Political Science)		

Module	Comparative Analysis of Political Institutions (Lecture and Exercise) (E)		
Number	10009	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	The ability to analyse political processes of decision making in a sophisticated way. Students get prepared for activities in political science, economy and administration, in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	Sound knowledge about the methods of empirical social sciences.		
Courses	Lecture and exercise		
Learning Objectives	Students explain theoretical paradigms, concepts and methods of the comparative study of institutions as applied in the field of political science. ... identify and determine what institutions have in common as well as their differences. ... detect in how far the concepts in question are empirically and logically sound as well as their scope. ... apply their extensive knowledge about facts and concepts to current problems and analyses.		
Contents	<ul style="list-style-type: none"> • Institutionalism and Neoinstitutionalism • Theory of veto players and veto points • Theory of structurally induced equilibrium • Problem areas: aggregation of individual preferences, coordination of individual decisions, collective action, delegation relationships with imminent “agency loss“, time consistency and “commitments“ • Endogeneity of institutions and institutional reforms • Empirical results of traditional, comparative studies at an international level 		
Information about Teaching and Learning Methods	In every fourth term, the course is in English (WS 09/10 in English, WS 10/11 in German).		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. André Kaiser, Seminar für Politische Wissenschaften (Political Science)		

Module	Advanced Seminar Comparative Analysis of Political Institutions (E)		
Number	53054	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	The ability to analyse political processes of decision making in a sophisticated way. Students get prepared for activities in political science, economy and administration, in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	Presentation (making up 20% of the final mark) and paper (making up 80% of the final mark) (or written exam lasting 60 min)		
Prerequisites for Admission	Sound knowledge about the methods of empirical social sciences.		
Courses	Seminar		
Learning Objectives	Students describe the institutional variances between the regimes in established democracies. ... apply, by doing so, neoinstitutional concepts, are familiar with traditional studies conducted in order to explain these variances, and analyse their impact.		
Contents	<ul style="list-style-type: none"> • Institutionalism and Neoinstitutionalism • Theory of veto players and veto points • Theory of structurally induced equilibrium • Problem areas: aggregation of individual preferences, coordination of individual decisions, collective action, delegation relationships with imminent “agency loss“, time consistency and “commitments“ • Endogeneity of institutions and institutional reforms • Empirical results of traditional, comparative studies at an international level 		
Information about Teaching and Learning Methods	In every fourth term, the course is in English (WS 09/10 in German, WS 10/11 in English).		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. André Kaiser, Seminar für Politische Wissenschaften (Political Science)		

Module	Comparative Analysis of Political Economy (Lecture and Exercise) (E)		
Number	10010	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	The ability to analyse political processes of decision making in a sophisticated way. Students get prepared for activities in political science, economy and administration, in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	Sound knowledge about the methods of empirical social sciences.		
Courses	Lecture and exercise		
Learning Objectives	Students become at an advanced level familiar with hypotheses, models, methods and empirical results about the impact of politics on economics. ... analyse on the basis of traditional studies in how far, if at all, political along with institutional factors (amongst others) impact on the economic efficiency in the democratic industrial nations of the OECD world.		
Contents	<ul style="list-style-type: none"> • Positive political economics and comparative research of state activities as framework of analysis • Hypotheses and results of socioeconomic approaches and approaches concerned with differences in between political parties, veto players, instruments of power, multi-level analysis and political unwelcome legacy • Labour market and industrial relations • Economic growth • Inflation • Currency • External economic relations • Taxes • Government debts and government spending • Social policy and health 		
Information about Teaching and Learning Methods	In every fourth term, the course is in English (SS 10 in German, SS 11 in English).		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. André Kaiser, Seminar für Politische Wissenschaften (Political Science)		

Module	Research Project Comparative Policy		
Number	40301	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	The ability to analyse political processes of decision making in a sophisticated way. Students get prepared for activities in political science, economy and administration, in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	Presentation/ paper/ written exam		
Prerequisites for Admission	Sophisticated knowledge about the methods used by the empirical social research as well as the lecture "Comparative Analysis of Political Institutions" or "Comparative Analysis of Political Economy"		
Courses	Research project		
Learning Objectives	Students develop the carrying out of an empirically comparative research project in all its phases. ... describe the selected issue as well as the methods and research design made use of in order to tackle it. ... gain an overview of the state of the art and of the data records available. ... advance hypotheses and test them by means of empirical analyses. ... present the results they have obtained in oral and written form.		
Contents	Current topics, constantly changing, from the areas of the comparative analysis of political institutions and the comparative analysis of political economy.		
Information about Teaching and Learning Methods	Empirical research project		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. André Kaiser, Seminar für Politische Wissenschaften (Political Science)		

Module	Advanced Seminar International Policy		
Number	53048	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get prepared for activities in political science, economy and administration, in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science Minor International Relations		
Examination Requirements	Presentation and paper (making up 50% of the final mark, respectively)		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	<p>Students are able to...</p> <ul style="list-style-type: none"> ... deal with further questions related to international relations in the area of international policy on the basis of primary and secondary literature. ... understand and discuss these issues from a critical angle in view of theoretical concepts and empirical results of the research. ... place these issues in the area of international relations in a differentiating way. ... choose theoretical and empirical questions and hypotheses as the starting point for their own research. ... carry out empirical research work. ... present the results they have obtained in oral and written form. ... test the validity of the underlying question and hypotheses on the basis of the results they have obtained. 		
Contents	<ul style="list-style-type: none"> • International policy • Transnational policy • Conflict research • Cooperation research • International regulatory policy • Security policy • Information and communication policy • Subject matters of international policy • Levels of analysis of international policy 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Jäger, Seminar für Politische Wissenschaften (Political Science)		

Module	Advanced Seminar Foreign Policy		
Number	53049	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150h
Qualifications	Students get prepared for activities in political science, economy and administration, in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science Minor International Relations		
Examination Requirements	Presentation and paper (making up 50% of the final mark, respectively)		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	<p>Students are able to...</p> <ul style="list-style-type: none"> ... deal with further questions related to the analysis of foreign policy, thereby considering the reciprocal relations between foreign policy and international policy as well as restrictions concerning home affairs on the basis of primary and secondary literature. ... understand different theoretical approaches and empirical results of the research analysing the interaction between foreign policy, international policy and restrictions concerning home affairs, and are able to discuss them in view of selected empirical questions. ... place these issues in the area of international relations in a differentiating way. ... choose theoretical and empirical questions and hypotheses as the starting point for their own research. ... carry out empirical research work. ... present the results they have obtained in oral and written form. ... test the validity of the underlying question and hypotheses on the basis of the results they have obtained. 		
Contents	<ul style="list-style-type: none"> • Foreign policy • Transnational policy • Conflict research • Cooperation research • Strategic studies • Security policy • Information and communication policy • Subject matters of international policy • Levels of analysis of international policy 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Jäger, Seminar für Politische Wissenschaften (Political Science)		

Module	Research Project Foreign Policy		
Number	11004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150h
Qualifications	Students get prepared for activities in political science, economy and administration, in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science Minor International Relations		
Examination Requirements	Project report, case study (making up 50% of the final mark, respectively)		
Prerequisites for Admission	Students must have already participated in the advanced seminar "Analysis of Foreign Policy"		
Courses	Research project		
Learning Objectives	<p>Students are able to...</p> <ul style="list-style-type: none"> ... independently deal with further questions related to the analysis of foreign policy, thereby considering the reciprocal relations between foreign policy and international policy as well as restrictions concerning home affairs on the basis of primary and secondary literature. ... understand different theoretical approaches and empirical results of the research analysing the interaction between foreign policy, international policy and restrictions concerning home affairs, and are able to discuss them in view of selected empirical questions. ... place these issues in the area of international relations in a differentiating way and to adopt an own point of view. ... choose theoretical and empirical questions and hypotheses as the starting point for their own research. ... carry out empirical research work on their own. ... present the results they have obtained in oral and written form. ... test the validity of the underlying question and hypotheses on the basis of the results they have obtained. 		
Contents	<ul style="list-style-type: none"> • Foreign policy • Transnational policy • Conflict research • Cooperation research • Strategic studies • Security policy • Information and communication policy • Subject matters of international policy • Levels of analysis of international policy 		
Information about Teaching and Learning Methods	Empirical research project including cases studies		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Jäger, Seminar für Politische Wissenschaften (Political Science)		

Module	Research Project International Policy		
Number	11008	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get prepared for activities in political science, economy and administration, in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science Minor International Relations		
Examination Requirements	Project report, case study (making up 50% of the final mark, respectively)		
Prerequisites for Admission	Students must have already participated in the advanced seminar "International Policy"		
Courses	Research project		
Learning Objectives	<p>Students are able to...</p> <ul style="list-style-type: none"> ... independently deal with further questions related to international relations in the area of international policy on the basis of primary and secondary literature. ... understand and discuss these issues from a critical angle in view of theoretical concepts and empirical results of research. ... place these issues in the area of international relations in a differentiating way and adopt an own point of view. ... choose theoretical and empirical questions and hypotheses as the starting point for their own research. ... carry out empirical research work on their own. ... present the results they have obtained in oral and written form. ... test the validity of the underlying question and hypotheses on the basis of the results they have obtained. 		
Contents	<ul style="list-style-type: none"> • International policy • Transnational policy • Conflict research • Cooperation research • International regulatory policy • Security policy • Information and communication policy • Subject matters of international policy • Levels of analysis of international policy 		
Information about Teaching and Learning Methods	Empirical research project including case studies		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Jäger, Seminar für Politische Wissenschaften (Political Science)		

Module	Political Theory and History of Ideas (Lecture and Exercise)		
Number	10011	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students become capable of analysing basic political principles and concepts of society at a sophisticated level; they also get prepared for activities in political science and the media, in economic, political and public organisations as well as in associations.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	Written exam lasting 90 min or oral exam lasting 30 min		
Prerequisites for Admission	Basic knowledge about political theory and history of ideas		
Courses	Lecture and exercise "Political Theory and History of Ideas"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with the paradigms, concepts and hermeneutics of political theory and the history of ideas. ... know about central ideas and concepts of society of western and non-western civilisations. ... evaluate the empirical meaning and range of particular paradigms and in how far they are logically sound. ... compare western and non-western central ideas and concepts of society. ... apply their factual, historical and methodological knowledge to selected historical cases and to current issues. 		
Contents	<ul style="list-style-type: none"> • Approaches: historical hermeneutics, cultural anthropology, political cultural research, history of religion, phenomenology of religion, research of symbols, theory of civilisation • The realm of ideas of the western and the non-western world 		
Information about Teaching and Learning Methods	Lecture, including typical traits of an exercise; active participation of students is required		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Leidhold, Seminar für Politische Wissenschaften (Political Science)		

Module	Advanced Seminar Political Theory		
Number	53055	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students become capable of analysing basic political principles and concepts of society at a sophisticated level; besides, they get prepared for activities in political science and the media, in economic, political and public organisations as well as in associations.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	Presentation (making up 45% of the final mark) and paper or written exam lasting 60 min (making up 55% of the final mark)		
Prerequisites for Admission	Political Theory and History of Ideas (lecture with exercise)		
Courses	Advanced Seminar		
Learning Objectives	<p>Students ...</p> <p>... become familiar with relevant approaches to modern political theory and the history of ideas by reading and interpreting pivotal texts.</p> <p>... describe, analyse and compare the paradigms, concepts and hermeneutics of political theory and history of ideas.</p> <p>... apply their theoretical knowledge to selected historical cases and current problems.</p>		
Contents	<p>Approaches:</p> <ul style="list-style-type: none"> • Historical hermeneutics • Cultural anthropology • Political cultural research • History of religion und phenomenology of religion • Research of symbols • Theory of civilisation 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Leidhold, Seminar für Politische Wissenschaften (Political Science)		

Module	Advanced Seminar Political and Religious Ideas		
Number	53056	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students become capable of analysing basic political principles and concepts of society at a sophisticated level; besides, they get prepared for activities in political science and the media, in economic, political and public organisations as well as in associations.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	Presentation (making up 45% of the final mark) and paper or written exam lasting 60 min (making up 55% of the final mark)		
Prerequisites for Admission	Political Theory and History of Ideas (lecture and exercise)		
Courses	Advanced Seminar		
Learning Objectives	<p>Students ...</p> <p>... become familiar with political and religious ideas of western and non-western civilisations by reading and interpreting pivotal texts.</p> <p>... describe, analyse and compare political and religious ideas of western and non-western civilisations.</p> <p>... apply their theoretical knowledge to selected historical cases and current problems.</p>		
Contents	<ul style="list-style-type: none"> • Political and religious ideas in the Old and New Testament • Political and religious ideas in the Koran and the Hadith • Political and religious ideas of Hinduism • Political and religious ideas of the Chinese universe • Political and religious ideas in secular (western) traditions 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Leidhold, Seminar für Politische Wissenschaften (Political Science)		

Module	Research Project Political Theory and History of Ideas		
Number	11005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students become capable of analysing basic political principles and concepts of society at a sophisticated level; besides, they get prepared for activities in political science and the media, in economic, political and public organisations as well as in associations.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	Project, case study		
Prerequisites for Admission	Advanced Seminar "Political Theory" or Advanced Seminar "Political and Religious Ideas"		
Courses	Research project		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... plan a theoretical research project or a research project concerned with the history of ideas in all its phases. ... illustrate the selected research approach, questions and methods by means of an exemplary topic. ... formulate questions and hypotheses. ... develop the notional and structural system of their conception. ... discuss advantages and disadvantages of the research literature that is available from a critical angle. ... deal with texts and data on the basis of the research conception. ... respond to the guiding questions and test their hypotheses. ... give a report in which they summarise their results. 		
Contents	<ul style="list-style-type: none"> • topics, currently changing, from the area of political theory and history of ideas 		
Information about Teaching and Learning Methods			
Additional Information			
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Leidhold, Seminar für Politische Wissenschaften (Political Science)		

Major Sociology and Empirical Social Research

Module	Type of Exam	CP of the Module	Required CP
Linear Models (E)	so + KL	6 CP	min. 24 CP
Causal Analysis (E)	so + KL	6 CP	
Special Methods of Analysis I	so + KL	6 CP	
Special Methods of Analysis II	so + KL	6 CP	
Special Methods of Collecting Data	so + KL	6 CP	
Theory of Action and Decision Making Theory	RE + HA	6 CP	max. 30 CP
Contexts of Social Action	RE + HA	6 CP	
Social Structure	RE + HA	6 CP	
Comparative Social Research	RE + HA	6 CP	
Markets, Institutions and Organisations	RE + HA	6 CP	
Political Sociology	RE + HA	6 CP	
Social Change	RE + HA	6 CP	
Attitudes, Norms and Values	RE + HA	6 CP	
Thesis	so + RE	6 CP	
Practical Course in Research	PR	18 CP	

Modules

Module	Linear Models (E)		
Number	34001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Generation, interpretation and evaluation of complex static information.		
Module is allocated to	Major Sociology and Empirical Social Research Major Accounting Major Corporate Development – Strategy, Organisation and Human Resources Minor Controlling Minor Sociology and Empirical Social Research Minor Statistics and Econometrics Methods and Techniques		
Examination Requirements	Written exam lasting 60 min and exercises. The participation in the module has been successful, if students pass the written exam including exercises. The mark of the module results from the mark obtained in the written exam.		
Prerequisites for Admission	None		
Courses	Lecture and Exercise		
Learning Objectives	Students calculate and interpret complex linear models of regression with manifest variables. ... specify, calculate and interpret linear models of structural equation with latent variables. ... specify in the context of linear models nonlinear connections. ... specify, calculate and interpret hierarchical-linear models of regression.		
Contents	<ul style="list-style-type: none"> • The basic model of linear regression • Latent variables • Hierarchical-linear models (multi-level analysis) 		
Information about Teaching and Learning Methods	During the exercise, the skills that are conveyed in the lecture are practised by means of concrete examples and are applied to complex issues of empirical social research. In addition to this, students practise handling statistical programmes, which is important for concrete applications of analytical processes. If not indicated otherwise, the course is in English.		
Additional Information	Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Hans-Jürgen Andreß, Seminar für Soziologie (Sociology)		

Module	Causal Analysis (E)		
Number	34002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Being able to convert sociological issues into statistical analyses and to answer them.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research Major Accounting Major Corporate Development – Strategy, Organization and Human Resources Minor Controlling Minor Statistics and Econometrics Methods and Techniques		
Examination Requirements	Written exam lasting 60 min and exercises. The participation in the module has been successful, if students pass the written exam and exercises. The mark of the module results from the mark obtained in the written exam.		
Prerequisites for Admission	Linear Models (E)		
Courses	Lecture and exercise		
Learning Objectives	Students explain the test-theoretical conditions and the statistical assumptions of the general linear models. ... subsume specific processes of analysis in the context of the general linear model. ... translate issues into statistical models and interpret their results in the context of a specific issue.		
Contents	<ul style="list-style-type: none"> • General linear model During the exercise, two of the following processes will be treated in more detail: <ul style="list-style-type: none"> • Regression with categorical or ordinal goal variables • Hierarchical regression • Time series analysis • Analysis of event data • Panel data 		
Information about Teaching and Learning Methods	Lecture, exercise with presentations and papers of students; discussion. If not indicated otherwise, the course is in English.		
Additional Information	Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Hans-Jürgen Andreß, Seminar für Soziologie (Sociology)		

Module	Special Methods of Analysis I		
Number	13012	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every third term (summer term 2010)
Attendance	60 h	Independent Studies	120 h
Qualifications	Being able to convert sociological issues into statistical analyses.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	Written exam lasting 60 min and other requirements (exercises). The participation in the module has been successful, if students pass the written exam and exercises. The mark of the module results from the mark obtained in the written exam.		
Prerequisites for Admission	Linear Models (E)		
Courses	Lecture and exercise		
Learning Objectives	Students are familiar with the test-theoretical preconditions and statistical assumptions underlying the models. ... are familiar with special methods of analysis from the area of multivariate statistics. ... convert sociological issues into statistical models and interpret their results in the context of the particular question.		
Contents	The module consists of selected statistical methods from the area of multivariate statistics. Among them are the following: Measuring and scaling (multidimensional scaling and correspondence analysis) <ul style="list-style-type: none"> • Variance analysis • Cluster analysis • Discriminant analysis • Conjoint analysis 		
Information about Teaching and Learning Methods	In the lecture, the statistical basics of the according methods of analysis are depicted while during the exercise, selected issues are treated in detail on the basis of examples.		
Additional Information	Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Heiner Meulemann, Univ.-Prof. Dr. Michael Wagner, Seminar für Soziologie (Sociology)		

Module	Special Methods of Analysis II		
Number	13013	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every third term (winter term 2010/11)
Attendance	60 h	Independent Studies	120 h
Qualifications	Being able to convert sociological issues into statistical analyses.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	Written exam lasting 60 min and other requirements (exercises). The participation in the module has been successful, if students pass the written exam and exercises. The mark of the module results from the mark obtained in the written exam.		
Prerequisites for Admission	Linear Models (E)		
Courses	Lecture and exercise		
Learning Objectives	Students are familiar with the test-theoretical preconditions and statistical assumptions underlying the models. ... are familiar with special methods of analysis and can make use of them. ... convert sociological issues into formal models and interpret their results in the context of the particular question.		
Contents	The module consist of selected formal methods of analysis and statistical models, as for example: <ul style="list-style-type: none"> • Network analysis • Meta-analysis • Robust and nonparametric methods • Matching methods • Simulation models • Qualitative Comparative Analysis 		
Information about Teaching and Learning Methods	In the lecture, the statistical basics of the according methods of analysis are depicted while during the exercise, selected issues are treated in detail on the basis of examples.		
Additional Information	Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Heiner Meulemann, Univ.-Prof. Dr. Michael Wagner, Seminar für Soziologie (Sociology)		

Module	Special Methods of Collecting Data		
Number	13011	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every third term (summer term 2010)
Attendance	60 h	Independent Studies	120 h
Qualifications	Ability to plan, carry out and evaluate complex studies related to social sciences.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	Written exam lasting 60 min and other requirements (exercises). The participation in the module has been successful, if students pass the written exam and exercises. The mark of the module results from the mark obtained in the written exam.		
Prerequisites for Admission	Linear Models (E)		
Courses	Lecture and exercise		
Learning Objectives	Students have basic knowledge about common methods of sampling. ... explain issues of standard methods of how to conduct surveys in the field of social sciences (surveys by post, personal interviews (PAPI and CAPI), surveys by telephone (CATI) and online surveys). ... apply at least one special method of collecting data, e.g. non-standard surveys, content analysis, observation, experiment, factorial surveys, process-generated data, and Delphi panel of independent experts. ... explain in how far it is possible to combine different methods of collecting data.		
Contents	<ul style="list-style-type: none"> • Methods of sampling • Methods of how to conduct surveys (face-to-face, by post, by telephone) • Computer-assisted surveys (CAPI, CATI, online surveys) • Non-reactive methods of collecting data • Content analysis • (participating) Observation • Experiment and quasi-experiment 		
Information about Teaching and Learning Methods	During the exercise, students practise what they have acquired in the lecture by applying their knowledge to concrete examples related to common issues of empirical social research. In addition to this, students practise dealing with relevant software in order to support and to use different methods of collecting data.		
Additional Information	Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Hans-Jürgen Andreß, Seminar für Soziologie (Sociology)		

Module	Theory of Action and Decision Making Theory		
Number	12013	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every fourth term (winter term 2010/11)
Attendance	30 h	Independent Studies	150 h
Qualifications	Knowledge about the theory of action and decision making theory pertaining to social sciences.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models (E) Other studies: None		
Courses	Seminar		
Learning Objectives	Students are familiar with the different theories of and approaches to human behaviour when it comes to decision making. ... game theoretic models and their application to strategic situations of decision making. ... paradoxes and anomalies of behaviour when it comes to decision making. ... the according experimental designs that are used in decision research.		
Contents	<ul style="list-style-type: none"> • Anthropological principles concerning the behaviour of people when it comes to decision making • Rational Choice approaches • Subjective Expected Utility approaches (SEU approaches) • Measurement of preferences • The behaviour during the process of decision making when certain and uncertain • Sociological and psychological approaches to decision making • Game theory • Social Choice 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Axel Franzen, Seminar für Soziologie (Sociology)		

Module	Contexts of Social Action		
Number	12006	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every fourth term
Attendance	30 h	Independent Studies	150 h
Qualifications	Explanation of social action by means of contexts of institutions and opportunity structures.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models (E) Other studies: None		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... explain standard (e.g. Weber) and current (e.g. Coleman) examples of the application of context analyses. ... understand the methods of hierarchical regression and its various possibilities of application. ... are familiar with the most important concepts (e.g. gross domestic product, Gini coefficient for social inequality) and data sources (e.g. at the OECD) in order to describe countries and their subunits. ... are familiar with published examples of context analyses: internationally comparative policy research, internationally comparative research into values and religion, internationally comparative media research, town research and community research, family sociology, education research. ... are familiar with the most important fields of research in which context analyses are conducted, as for example the influence of the residential area on deviant behaviour / health, influence of the school class on success at school, the influence of the state on how far people are happy with their lives. 		
Contents	<ul style="list-style-type: none"> • Institutions and opportunity structures as contexts of social action • Social contexts viewed as regional and organisational structuring: countries, communities etc.; schools, companies, households, associations etc. • Effects of composition and context effects 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Heiner Meulemann, Seminar für Soziologie (Sociology)		

Module	Social Structure		
Number	12009	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every fourth term (winter term 2010/11)
Attendance	30 h	Independent Studies	150 h
Qualifications	Ability to analyse societies, institutions, organisations and networks at an advanced level.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models (E) Other studies: None		
Courses	Seminar		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... carry out an analysis of social structure, on the basis of a currently debated field of research related to sociology: ... models and findings of the sociology of population, ... theories, models and empirical findings regarding the horizontal and vertical differentiation of societies, ... main features of the analysis of institutions and organisations, ... theories and methods of network analysis as well as pioneering results of empirical research, ... models and empirical findings of lifestyle research. ... calculate basic statistical parameters of the sociology of population. ... are familiar with the most important data sources of the analysis of social structure. ... make use of important methods in order to measure social heterogeneity and inequality. ... explain the way social relations and social networks are analysed. 		
Contents	<ul style="list-style-type: none"> • Theories of the analysis of social structure • Main features of the sociology of population • Social differentiation and inequality • Analysis of networks, institutions and organisations • Practise: example of a particular analysis of social structure 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Michael Wagner, Seminar für Soziologie (Sociology)		

Module	Comparative Social Research		
Number	12010	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every fourth term
Attendance	30 h	Independent Studies	150 h
Qualifications	Understanding the fact that social action is embedded in society.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Re-requirements	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models (E) Other studies: None		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with general theories about the development of countries. ... explain the historical main development and the social constitution of different countries. ... describe and classify countries according to social statistical code numbers and develop hypotheses about their impact on the behaviour of the citizens. ... explain issues regarding the comparison between macro and micro social variables, in particular between attitudes and social-demographic code numbers. ... make use of multilevel analytical methods of regression and interpret their results. ... subsume results of comparisons between countries into theories of social development and discuss possible political conclusions. 		
Contents	<ul style="list-style-type: none"> • Macro data considered as indicators of the structure of countries • Comparison between countries on the basis of macro indicators, amongst others income disparity • Impact of macro-conditions on individual behaviour • Testing of macro-hypotheses 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Michael Wagner, Seminar für Soziologie (Sociology)		

Module	Markets, Institutions and Organisations		
Number	12007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every fourth term
Attendance	30 h	Independent Studies	150 h
Qualifications	Sound knowledge about theories concerned with institutions, social organisations as well as sociological approaches aiming at explaining economic action and economic processes in modern market economies.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models (E) Other studies: None		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... explain the difference between economic and sociological approaches which aim at explaining economic action and economic processes. ... know how markets and institutions behave towards each other in sociological and economic theories. ... apply basic terms from the area of economic sociology, such as exchange, network and organisation, to empirical cases. ... describe the most important sociological studies that are concerned with how the product market, capital market and labour market work. ... explain the most important sociological theories which are concerned with the motives underlying economic behaviour (consuming, saving, and investing). ... gather the importance of organisations and institutions for markets. 		
Contents	<ul style="list-style-type: none"> • Theories of economic action • Theories of the market • Product markets, capital markets and labour markets • The importance of organisations and institutions in markets • How individual and corporate actors behave and act in markets 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Streeck, Seminar für Soziologie und Max-Planck-Institut für Gesellschaftsforschung (Sociology and Max Planck Institute for the Study of Societies)		

Module	Political Sociology		
Number	12011	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every fourth term (winter term 2010/11)
Attendance	30 h	Independent Studies	150 h
Qualifications	Students make use of sociological theories and methods of empirical social research in order to tackle questions and issues of political sociology.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models (E) Other studies: None		
Courses	Seminar		
Learning Objectives	Students are able to formulate issues of political sociology, to define central sociological terms and to apply the according theories to empirical phenomena.		
Contents	The module deals with selected subject areas of political sociology. Among them are the following: <ul style="list-style-type: none"> • Psephology and participation in policy • State-building, system transformation and change of selected political institutions (e.g. parties and associations) • Social and political conflicts • Political culture 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Heiner Meulemann, Seminar für Soziologie (Sociology)		

Module	Social Change		
Number	12008	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every fourth term
Attendance	30 h	Independent Studies	150 h
Qualifications	Explanation of social change which is empirically sound and which follows theoretical guidelines.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models (E) Other studies: None		
Courses	Seminar		
Learning Objectives	Students analyse social diffusion processes. ... analyse processes of social change at a macro, meso and micro level making use of appropriate theories, data and methods. ... explain theories and models of social change, of the change of organisations, associations and groups, and of structural determinants of individual change processes. ... analyse the change of selected social sub areas, e.g. educational system, family, economy, public policy, health care system. ... apply methods of longitudinal analyses (panel, time series, cohort, and event analysis) and discuss them from a critical angle. ... explain relevant sociological, economic and historical data sources of longitudinal research. ... describe methodological problems related to the comparability of these data as far as the longitudinal perspective is concerned. ... analyse historical case examples.		
Contents	<ul style="list-style-type: none"> • Social processes and social change • Analysis of change at the macro level • Different types of longitudinal data, time series • Change of social sub areas 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Michael Wagner, Seminar für Soziologie (Sociology)		

Module	Attitudes, Norms and Values		
Number	12012	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every fourth term (winter term 2010/11)
Attendance	30 h	Independent Studies	150 h
Qualifications	Students apply sociological and socio-psychological theories and methods of empirical social research in order to analyse attitudes and values.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models (E) Other studies: None		
Learning Objectives	Students are able to formulate questions and issues related to research into values and into attitudes, to define central sociological terms and to apply the according theories to empirical phenomena.		
Contents	The module deals with selected analyses of attitudes and values, among which are the following: <ul style="list-style-type: none"> • Religion and secularisation • Value shift • Values and attitudes in specific social areas 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Axel Franzen, Seminar für Soziologie (Sociology)		

Module	Thesis		
Number		Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students are able to deal with the current state of the art in a proficient way and to develop own research works.		
Module is allocated to	Major Sociology and Empirical Social Research		
Examination Requirements	Presentation and other requirements (draft paper, plan of analysis, proposal) The participation in the module has been successful if students give a presentation and hand in a concept paper, plan of analysis and proposal meeting the requirements. The mark of the module results from the mark obtained for the proposal.		
Prerequisites for Admission	None		
Courses	Master thesis colloquium and advanced seminar for degree candidates		
Learning Objectives	Students gain an insight into current research works. ... are able to conceptualise sociological research works and to structure the way they are put into practice. ... are able to present research concepts in oral and written form.		
Contents	<ul style="list-style-type: none"> • Draft of a sociological research work • Presentation of research concepts and concepts of analysis in oral and written form • Current issues in sociology and empirical social research 		
Information about Teaching and Learning Methods	Presentations, draft papers, proposals and plans of analysis prepared by students, group discussions, guest lectures		
Additional Information	In this module, students get prepared for their master thesis and also gain an insight into current debates.		
Responsible Faculty Member	Univ.-Prof. Dr. Axel Franzen, Seminar für Soziologie (Sociology)		

Module	Practical Course in Research		
Number	34008	Workload	540 h
Credit Points	18 CP	Recurrence Frequency	Every second term
Attendance	120 h	Independent Studies	420 h
Qualifications	Students plan and carry out empirical projects; in addition to this, they make use of methods of data analysis, interpret and present empirical results.		
Module is allocated to	Major Sociology and Empirical Social Research		
Examination Requirements	Project work		
Prerequisites for Admission	None		
Courses	Practical Course in Research		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... explain all phases of secondary analytical research projects. ... explain theoretical approaches, issues and methodological ways of proceeding on the basis of a selected subject area. ... advance questions and hypotheses taking as a starting point a general research problem. ... operationalise theoretical terms and concepts on the basis of examples. ... explain advantages and disadvantages of sampling methods and methods of collecting data that are used in common data sources pertaining to social sciences. ... deal with complex data in a way that is suitable for analyses. ... put simple and complex methods of data analysis into practice. ... make use of common statistics programmes. ... answer and test questions and hypotheses on the basis of empirical results. ... describe and present the results of an empirical study. 		
Contents	<ul style="list-style-type: none"> • Data sources for secondary analyses • The method of secondary analysis • Application to a data record • Theory, operationalisations, multivariate statistical analyses • Presentation of reports 		
Information about Teaching and Learning Methods	Short presentations, working papers, data analysis, reports on results; group work. The Practical Course in Research is supported over two terms.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Heiner Meulemann, Seminar für Soziologie (Sociology)		

Major Health Economics

Modules	Type of Exam	CP of the Module	Required CP
Advanced Health Care Management	KL/MP	6 CP	min. 36 CP
Patient Safety and Risk Management	KL/MP	6 CP	
International Comparison of Health Care Systems	KL	6 CP	
Information Problems in Health Markets	KL/MP	6 CP	
Management of Chronic Diseases	KL/MP/HA	6 CP	
Advanced Seminar I (Methods): Management in the Health Care System	RE/HA/so	6 CP	
Methodology of Clinical Trials (Biostatistics)	KL/MP	6 CP	
Ethics of the Health Care System	KL/MP	6 CP	min. 24 CP
European Social Policy	KL/MP	6 CP	
Selected Topics in Health Care Management (E)	KL/MP/ HA	6 CP	
Industrial Economics	KL/MP	6 CP	
Advanced Seminar Institutions and Markets I/II/III	RE/PR/HA	6 CP	
Advanced Seminar Theory and Practice of Health Care Policy	RE/HA	6 CP	
Advanced Seminar II: Management in the Health Care System	RE/HA/so	6 CP	
Corporate Development (E)	KL/MP	6 CP	
Supply Chain Management and Management Science I (Strategy) (E)	KL/MP/FS	6 CP	
Strategic Human Resource Management (E)	KL/MP/FS	6 CP	
Marketing Research	KL/MP	6 CP	

Modules

Module	Advanced Health Care Management		
Number	86005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students are able to analyse and to prepare strategic management decisions in health organisations		
Module is allocated to	Major Health Economics Minor Health Economics		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture including exercises		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... gain an insight into the methods of strategic controlling of health organisations. ... make use of theoretical decision making models in order to resolve goal conflicts. ... become familiar with different methods aiming at the comparison between organisations. ... calculate the portfolio of a hospital and deduce from it norm strategies. ... apply methods and concepts to case examples. ... analyse the current health policy structure and deduce from it strategic options. ... develop a project plan and calculate the critical path. ... discuss selected empirical studies. 		
Contents	<ul style="list-style-type: none"> • Case mix optimization • Bayes' theorem • Decision making theory • Types of strategies and strategic success factors • Methods of strategic controlling • Special methods of hospital benchmarking • Project management • Queuing theory • New forms of organisations 		
Information about Teaching and Learning Methods	Students actively participate in joint discussions, deal with exercises and present them in class.		
Additional Information	Literature: Ozcan YA (2005) Quantitative Methods in Health Care Management. Jossey-Bass/Wiley, San Francisco. Additional literature will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Ludwig Kuntz, Seminar für Allgemeine Betriebswirtschaftslehre und Management im Gesundheitswesen (General Business Administration, Health Care Management)		

Module	Patient Safety and Risk Management		
Number	86002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Knowledge about the concept of patient safety as it is applied in the context of quality management, analysis of mistakes and damages, implementation of preventive measures.		
Module is allocated to	Major Health Economics Minor Health Economics		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	Knowledge about quality assurance and quality management		
Courses	Lecture including exercises		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... gain an insight into the health policy background of problems related to safety. ... discuss the order of magnitude of mistakes and damages in health care. ... become familiar with the nomenclature in the context of a modern concept of mistakes. ... recognise the impact and characteristics of different undesirable incidents, mistakes and damages. ... learn to carry out process analyses in case of damages. ... learn how to apply measurement methods in risk management, including the CIRS, and in how far they are relevant. ... gain an insight into the concept of organisational learning on the basis of safety culture. ... become familiar with the most important preventive strategies. ... deal with patient explanation and the prevailing conditions of liability. ... are introduced to an empirically sound approach to Public Disclosure. 		
Contents	<ul style="list-style-type: none"> • Nomenclature • Concept of error occurrence, including the human factor concept • Process analysis made use of in the context of damages • Epidemiology of mistakes, undesirable incidents and damages • CIRS • Mistakes and organisation development • Introduction to liability law • Public disclosure and competition 		
Information about Teaching and Learning Methods	Students actively participate in the solving of exercises.		
Additional Information	Required reading will be announced at the beginning of the term. The module takes place in the winter term.		
Responsible Faculty Member	Univ.-Prof. Dr. med. Matthias Schrappe, Universität Frankfurt a.M. (University of Frankfurt)		

Module	International Comparison of Health Care Systems		
Number	41005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Worldwide activities in the public and private health care system.		
Module is allocated to	Major Health Economics Minor Health Economics Minor Social Policy		
Examination Requirements	Written exam lasting 90 min		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise		
Learning Objectives	<p>Students ...</p> <p>... are familiar with the normative and methodological principles relevant for the conceptual organisation of health care systems and make international comparisons of different systems concerning the way they are organised and the way they operate.</p> <p>... analyse interdependencies and functional operations in health care systems and evaluate in how far they are effective, efficient and transparent.</p> <p>... draw conclusions resulting from the international comparison of health care systems and apply them to concrete issues.</p>		
Contents	<ul style="list-style-type: none"> • International comparison of health care systems • Structure of public and private institutions of the health care system • Rationality of health care systems 		
Information about Teaching and Learning Methods	Lecture, exercise and presentations prepared by students.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Hans J. Rösner, Seminar für Sozialpolitik (Social Policy)		

Module	Management of Chronic Diseases		
Number	23201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30h	Independent Studies	150 h
Qualifications	Analysis, preparation and implementation of structures regarding the provision of medical care for diseases which are relevant with respect to health economics.		
Module is allocated to	Major Health Economics Minor Health Economics		
Examination Requirements	Written exam lasting 60 min, or oral exam or paper		
Prerequisites for Admission	None		
Courses	Lecture/ seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become familiar with differences in medical and organisational management of chronic diseases. ... gain an insight into the medical care that is provided in the case of clinical pictures that are relevant with respect to health economics. ... analyse the current conditions in which health care policy and medical care policy are embedded and deduce from them management goals and management structures. ... analyse different international structures regarding the provision of medical care which are used for chronic diseases and apply them to the current health care situation in Germany. ... become familiar with methods of the benchmarking of outcome quality and process quality. 		
Contents	<ul style="list-style-type: none"> • Medical basics of chronic diseases • Particularities of chronic diseases from the point of view of patients, care providers and service providers • Provision structures and management models of chronic diseases • Methods of benchmarking of provision processes and provision results • New ways of provision of medical care • Development, implementation and evaluation of provision structures of chronic diseases 		
Information about Teaching and Learning Methods	Students actively participate in the solving of exercises.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Dr. Stephanie Stock, Institut für Gesundheitsökonomie und Klinische Epidemiologie (Health Economics and Clinical Epidemiology)		

Module	Advanced Seminar I (Methods): Management in the Health Care System		
Number	53043	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	20 h	Independent Studies	160 h
Qualifications	Students comprehend scientific methods and their application when it comes to dealing with research questions.		
Module is allocated to	Major Health Economics Minor Health Economics		
Examination Requirements	Presentation (making up 10% of the final mark), paper (75%), other requirements (final test lasting 15 min and making up 15% of the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become familiar with the use of different formal methods by means of an international scientific journal. ... carry out a literature research, read and deal with the literature on their own in order to thoroughly understand the method. ... read and carry out a literature research on their own in order to understand the relevant context of the health care system depicted in the article. ... present their results using PowerPoint. ... discuss strengths, weaknesses and implications of the article. 		
Contents	<ul style="list-style-type: none"> • Considerable variety of methods, amongst others regression analysis, linear and quadratic programming, statistical tests • Selected current research questions 		
Information about Teaching and Learning Methods	Students will write a paper on their own. It is highly recommended to accept the individual support of assistant lecturers. Groups prepare presentations.		
Additional Information	The articles will be set in advance. Instructions as to how to write a paper will be made available for download on the homepage of the seminar.		
Responsible Faculty Member	Univ.-Prof. Dr. Ludwig Kuntz, Seminar für Allgemeine Betriebswirtschaftslehre und Management im Gesundheitswesen (General Business Administration, Health Care Management)		

Module	Methodology of Clinical Trials (Biostatistics)		
Number	84002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Evaluation of clinical trials.		
Module is allocated to	Major Health Economics		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... depict questions that clinical trials address. ... describe different types of clinical trials. ... understand the results of clinical trials. ... evaluate statements of clinical trials. ... explain basic principles of evidence-based medicine when it comes to decisions about possible therapies. ... outline the methodology of their own empirical studies. 		
Contents	<ul style="list-style-type: none"> • Problems, questions and types of clinical trials • Statistical planning, carrying out and interpretation of clinical trials • Special methods such as crossover studies, Phase I, Phase II studies • Evaluation of clinical trials 		
Information about Teaching and Learning Methods			
Additional Information	Required reading: Schumacher, Schulgen: <i>Methodik klinischer Studien</i>		
Responsible Faculty Member	Univ.-Prof. Dr. W. Lehmacher, Institut für Medizinische Statistik, Informatik und Epidemiologie der Universität zu Köln (Medical Statistics, Informatics and Epidemiology at the University of Cologne)		

Module	European Social Policy		
Number	41003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities as the head of associations, ministries etc.; students get prepared for the PhD.		
Module is allocated to	Major Health Economics Minor Social Policy		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise: European law, European Social Policy and Social and Health Care Services		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with the history of the European social policy. ... become, theoretically oriented, familiar with the fields of the European social policy. ... consider the European social policy as a shared competence in the multi-level system between contract and constitution. ... understand the evolutionary dynamics of the single market. ... are able to trace the topic back to a general theory of social policy. ... analyse the European project in a multidisciplinary way. 		
Contents	<ul style="list-style-type: none"> • the European Union: from an economic, legal, politological and socio-cultural point of view • Single market and social policy • Social policy, division of competences, institutional architecture of the European Union between international law and constitutional law and between contract and constitution, the role of the European Court of Justice and of other actors • Coordinated industrial law and social law, structural funds, OMC, DA(W)I, social basic rights • Third sector, social capital, psychology of the European acceptance, cultural differences, historical path analyses 		
Information about Teaching and Learning Methods	During the lecture, students will have to comment on and to discuss the required reading.		
Additional Information	Required reading: Part of the literature has to be dealt with before the beginning of and during the lecture, and the other part towards the end of the lecture.		
Responsible Faculty Member	Univ.-Prof. Dr. Frank Schulz-Nieswandt, Seminar für Sozialpolitik (Social Policy)		

Module	Advanced Seminar Theory and Practice of Health Care Policy		
Number	53062	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Understanding of the development of health care policy and its implications for actors.		
Module is allocated to	Major Health Economics		
Examination Requirements	Presentation/ paper		
Prerequisites for Admission	None		
Courses	Advanced Seminar		
Learning Objectives	<p>Students ...</p> <p>... work out the prevailing conditions in which decisions related to health care policy are embedded and also consider economic as well as institutional conditions.</p> <p>... make use of the theoretical principles of allocation and distribution and connect them to medical and/or epidemiological methods and contents.</p> <p>... analyse and evaluate current decisions related to health care policy.</p> <p>... come up with options for future decisions.</p>		
Contents	<ul style="list-style-type: none"> • Allocation and distribution in the health care system • Theory of economic policy and welfare economics • The behaviour of providers and consumers in health provision • Market effects and market imperfections • Actors and institutions of health care policy • Legislative processes 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Dr. M. Lungen, Univ.-Prof. Dr. med. Dr. sc. (Harvard) K. W. Lauterbach, Institut für Gesundheitsökonomie und Klinische Epidemiologie (Health Economics and Clinical Epidemiology)		

Module	Advanced Seminar II: Management in the Health Care System		
Number	53044	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students know about several current research questions that are also relevant at an international level.		
Module is allocated to	Major Health Economics		
Examination Requirements	Paper (making up 75% of the final mark), presentation (10%), other requirements (final test lasting 15 min and making up 15% of the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... deal with a current research question on the basis of an international scientific journal. ... read and carry out a literature research on their own in order to thoroughly understand and discuss the relevant context of the health care system depicted in the article. ... read and carry out a literature research on their own in order to understand the method used in the article. ... present their results using PowerPoint. ... discuss strengths, weaknesses and implications of the article. 		
Contents	<ul style="list-style-type: none"> • current research questions selected from different areas of business administration 		
Information about Teaching and Learning Methods	Students will write a paper on their own. It is highly recommended to accept the individual support of assistant lecturers. Groups prepare presentations.		
Additional Information	The articles will be set in advance. Instructions as to how to write a paper will be made available for download on the homepage of the seminar.		
Responsible Faculty Member	Univ.-Prof. Dr. Ludwig Kuntz, Seminar für Allgemeine Betriebswirtschaftslehre und Management im Gesundheitswesen (General Business Administration, Health Care Management)		

Major Information Systems

Module	Type of Exam	CP of the Module	Required CP
Decision Support Systems and Operations Research I	KL/HA/PR	6 CP	min. 6 CP
Decision Support Systems and Operations Research II	KL/HA/MP	6 CP	
Decision Support Systems and Operations Research III	KL/HA/MP	6 CP	
Requirements Engineering and Change Management	KL/HA/MP	6 CP	min. 6 CP
Quality Management	KL/HA/MP	6 CP	
Engineering Management	KL/HA/MP	6 CP	
Information Management	KL/HA/MP	6 CP	min. 6 CP
Electronic Business	KL/HA/MP	6 CP	
Emerging Electronic Business	KL/HA/MP	6 CP	
Advanced Seminar Decision Support Systems and Operations Research	RE	6 CP	6 CP
Advanced Seminar Development of Information Systems	RE	6 CP	
Advanced Seminar Information Management	RE	6 CP	

Modules

Module	Decision Support Systems and Operations Research I		
Number	76101	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	The ability to use data-based and model-based concepts in a structured way in order to support managerial decision-problems.		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	Written exam (60 min) or oral exam or a combination of a written exam (60 min) or oral exam (50%) and activities during the exercise/tests/projects (making up 50% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise "Decision Support Systems and Operations Research" I		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with basic issues concerning decision-making processes. ... are acquainted with (architectural) concepts and methods of development of data-based and model-based Decision Support Systems. ... know about the different ways of utilisation of data-based and model-based Decision Support Systems. ... can deal with basic functionalities of different Decision Support System generators. ... are able to develop simple specific model-based Decision Support Systems (for some given case studies) with the help of DSS generators. 		
Contents	<ul style="list-style-type: none"> • Basics of Decision Support Systems and model-based decision support • Knowledge Discovery and Data Mining • Evaluation models and planning languages • Optimisation models and mathematical planning languages 		
Information about Teaching and Learning Methods	<p>Lecture, exercise and case studies.</p> <p>For some classes texts must be read in advance. These preparations will be checked during the lectures.</p> <p>In some classes, case studies and exercises will be prepared, which will be the object of the papers students will have to write. Students will present their results, which they will analyse and discuss afterwards.</p> <p>There will be an introduction to different DSS generators.</p>		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. Ulrich Derigs, Seminar für Wirtschaftsinformatik und Operations Research (Information Systems and Operations Research)		

Module	Decision Support Systems and Operations Research II		
Number	76102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Design and solution of optimisation models for complex decision problems (Mathematical Programming and Heuristics).		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	Written exam (60 min) or oral exam or a combination of a written exam (60 min) or oral exam (50%) and activities during the exercise/tests/projects (making up 50% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise "Decision Support Systems and Operations Research II"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are able to construct mathematical programs/optimisation models for issues described in case studies. ... are acquainted with basic theories and methods for solving mathematical programs. ... are able to solve models using standard software and to analyse these solutions (post-optimal analysis, sensitivity analysis). ... are familiar with basic heuristic concepts and methods for efficiently solving complex optimisation models. 		
Contents	<ul style="list-style-type: none"> • Introduction to mathematical modelling • Linear, discrete and combinatorial optimisation • Heuristic methods 		
Information about Teaching and Learning Methods	<p>Lecture, exercise and case studies.</p> <p>For some classes texts must be read in advance. These preparations will be checked during the lectures.</p> <p>In some classes, case studies and exercises will be prepared, which will be the object of the papers students will have to write. Students will present their results, which they will analyse and discuss afterwards.</p>		
Additional Information	Required reading, subdivided into relevant parts for each class, will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. Ulrich Derigs, Seminar für Wirtschaftsinformatik und Operations Research (Information Systems and Operations Research)		

Module	Decision Support Systems and Operations Research III		
Number	76103	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Conception, design and implementation of effective Decision Support Systems.		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	Written exam (60 min) or oral exam or a combination of a written exam (60 min) or oral exam (50%) and activities during the exercise/tests/projects (making up 50% of the final mark)		
Prerequisites for Admission	Decision Support Systems and Operations Research I, Decision Support Systems and Operations Research II		
Courses	Lecture and exercise "Decision Support Systems and Operations Research III"		
Learning Objectives	<p>Students ...</p> <p>... are able to develop quantitative concepts of problem solving, such as decision models, in order to tackle issues described in case studies.</p> <p>... are able, based on the problem solving concept, to design the dialogue, model and data component of a specific Decision Support System.</p> <p>... are able, based on the DSS design, to implement prototypical Decision Support Systems using specific development tools.</p>		
Contents	<ul style="list-style-type: none"> • Case studies • DSS design, particularly the development of models and model management • Implementation 		
Information about Teaching and Learning Methods	During the courses as well as in the context of independent studies, case studies are dealt with, system designs are worked out and system components are implemented (partly) in group work. Students present their results in class. The presented solutions are analysed and discussed.		
Additional Information	Required reading, subdivided into relevant parts for each class, will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. Ulrich Derigs, Seminar für Wirtschaftsinformatik und Operations Research (Information Systems and Operations Research)		

Module	Requirements Engineering and Change Management		
Number	48401	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Development of information systems from a business point of view.		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	Written exam (60 min) or oral exam or a combination of a written exam (60 min) or oral exam (50%) and activities during the exercise/tests/projects (making up 50% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise "Requirements Engineering and Change Management"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... identify and evaluate the stakeholder of an information system. ... are familiar with methods of requirements engineering and make use of them. ... learn about the identifying, analysing and systematising of requirements concerning information systems. ... plan and control procedures of requirements engineering. ... identify the organisational prerequisites necessary for the implementation of software systems. ... are familiar with problems regarding organisational change. ... are familiar with methods of change management aiming at the handling of organisational change. 		
Contents	<ul style="list-style-type: none"> • Stakeholder of a system • Requirements, identification of requirements • Analysis of requirements and evaluation of requirements • Change management • The IT specialist regarded as Change Agent • Management and motivation • Conflicts and resistance • Communication and negotiation 		
Information about Teaching and Learning Methods	Lecture, exercise, case studies. For some classes, texts must be read in advance. These preparations will be checked during the classes. In several classes, case studies and exercises will be prepared in team work, presented by the students and discussed and analysed afterwards.		
Additional Information	Required reading will be announced at each term.		
Responsible Faculty Member	Univ.-Prof. Dr. Werner Mellis, Seminar für Wirtschaftsinformatik und Systementwicklung (Information Systems and System Development)		

Module	Quality Management		
Number	76105	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Planning, controlling and carrying out of measures of quality assurance when it comes to the development of information systems.		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	Written exam (60 min) or oral exam or a combination of a written exam (60 min) or oral exam (50%) and activities during the exercise/tests/projects (making up 50% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise "Quality Management"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... understand the importance of software quality assurance. ... acquire broad knowledge about the methods of quality assurance. ... are familiar with the tasks and challenges of software quality assurance. ... autonomously apply the methods of quality assurance to sample programmes. ... design and analyse quality plans. 		
Contents	<ul style="list-style-type: none"> • Quality models • Functional test methods • Structural test methods • Statistical inspection methods • Formal verifications • Quantitative methods • Management of quality assurance 		
Information about Teaching and Learning Methods	Lecture and exercise		
Additional Information	Required reading will be announced at each term.		
Responsible Faculty Member	Univ.-Prof. Dr. Werner Mellis, Seminar für Wirtschaftsinformatik und Systementwicklung (Information Systems and System Development)		

Module	Engineering Management		
Number	76106	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Organisation and controlling of software development.		
Module is allocated to	Major Information Systems		
Examination Requirements	Written exam (60 min) or oral exam or a combination of a written exam (60 min) or oral exam (50%) and activities during the exercise/tests/projects (making up 50% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise "Engineering Management"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with the challenges of the organisation of software development. ... are familiar with the areas, instruments and opportunities of the organisation of software development. ... are familiar with tools of the quantitative management of software development. ... evaluate and plan case-based organisational measures. ... structure and analyse case studies in group work. ... present and discuss possible solutions for case studies. 		
Contents	<ul style="list-style-type: none"> • Markets and market mechanisms for software and software services • Goals of the development • Organisation of the development • Development regarded as systematic construction • Development regarded as adaptive, evolutionary process • Handling of uncertainty and dynamics of requirements • Process management • Quality management • Standards of development processes 		
Information about Teaching and Learning Methods	Lecture, exercise, case studies. For some classes, texts must be read in advance. These preparations will be checked during the classes. In several classes, case studies and exercises will be prepared in team work, presented by the students and discussed and analysed afterwards.		
Additional Information	Required reading will be announced at each term.		
Responsible Faculty Member	Univ.-Prof. Dr. Werner Mellis, Seminar für Wirtschaftsinformatik und Systementwicklung (Information Systems and System Development)		

Module	Information Management		
Number	76107	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications			
Module is allocated to	Major Information Systems Minor Information Systems Minor Media Management		
Examination Requirements	Written exam (60 min) or oral exam or a combination of a written exam (60 min) or oral exam (50%) and activities during the exercise/tests/projects (making up 50% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise "Information Management"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... understand in how far the management of information in information systems is indispensable for the success with IT. ... are familiar with the connection between information management and the company's success. ... are able to explain the productivity paradox of IT and approaches aiming at resolving it. ... understand the way information management is motivated and how it has developed from a historical point of view. ... are able to explain and discuss basic terms, different complementary models, important approaches as well as the current state of information management. ... understand and are familiar with tasks in the context of IT Governance. ... get to know that knowledge management is an important field of application of information management. 		
Contents	<ul style="list-style-type: none"> • IT in companies – role and contribution towards value generation • Concepts and development of information management • Strategic Alignment • IT Governance • IT Strategy • IT Processes • IT Organisation • IT Controlling • Outsourcing • IT Compliance • Knowledge management • Role of the CIO • New trends 		
Information about Teaching and Learning Methods	Students deepen their knowledge about the subject material by means of case studies, discussions and exercises.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Schoder, Seminar für Wirtschaftsinformatik und Informationsmanagement (Information Systems and Information Management)		

Module	Electronic Business		
Number	77004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Having the capability to select and to evaluate concepts of E-Business.		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	Written exam (60 min) or oral exam or a combination of a written exam (60 min) or oral exam (50%) and activities during the exercise/tests/projects (making up 50% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise "Electronic Business"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... understand the strategic importance of electronic business. ... are able to differentiate between concepts of E-Business. ... understand how E-Business changes organisational processes of companies. ... are able to evaluate concepts of E-Business and their application to different tasks. ... are familiar with the demands that the utilisation of E-Business systems and concepts of E-Business place on management. ... become more and more familiar with E-Business systems. ... work out basic concepts by means of case studies along with fellow students. ... discuss and analyse results in class. 		
Contents	<ul style="list-style-type: none"> • Business models, strategies • Electronic markets • E-Marketing/CAM • Mass Customisation • Open Innovation • Web 2.0 • Data protection and information policy 		
Information about Teaching and Learning Methods	Lecture, exercise and case studies. During the term, students are expected to prepare short presentations and to also meet other requirements, which will make up part of the final mark. Case studies will be dealt with.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Schoder, Seminar für Wirtschaftsinformatik und Informationsmanagement (Information Systems and Information Management)		

Module	Emerging Electronic Business		
Number	76108	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Capability to identify, evaluate and implement emerging technology-based opportunities for (Electronic) E-Business.		
Module is allocated to	Major Information Systems		
Examination Requirements	Written exam (60 min) or oral exam or a combination of a written exam (60 min) or oral exam (50%) and activities during the exercise/tests/projects (making up 50% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise "Emerging Electronic Business"		
Learning Objectives	Students are supposed to work out applications scenarios for emerging technology-based E-Business and to partly implement them prototypically and to present them in class.		
Contents	<ul style="list-style-type: none"> • Current IT-trends and transformation of E-Business into "Ambient Business" in the context of networked and informatised objects and spaces ("Internet of Things" & "Smart Environments") • Conceptual basics of relevant technologies (amongst others sensors, RFID, telecommunication) • Design and applications of informatised environments • Design of intuitive human computer interaction • Context-awareness and context-based services • Value added by means of information exchange and joint use of information • Economic, social and ethical implications of ubiquitous, information technology, including environmental sustainability 		
Information about Teaching and Learning Methods	This course will include student projects. Students will develop prototypes or work on case studies and application scenarios. Lecture, exercise, presentations, projects and case studies will take place alternatively.		
Additional Information	Required reading will be announced at the beginning of and during the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Schoder, Seminar für Wirtschaftsinformatik und Informationsmanagement (Information Systems and Information Management)		

Module	Advanced Seminar Decision Support Systems and Operations Research		
Number	53041	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Academic paper.		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	Presentation and paper:		
Prerequisites for Admission	Compulsory courses from the field "Information Systems"		
Courses	Advanced Seminar		
Learning Objectives	Students gain experience searching, interpreting, systematising and presenting relevant material for an academic paper concerned with a clearly defined topic. ... gain experience during the discussion of their presentation.		
Contents	<ul style="list-style-type: none"> • Constantly changing 		
Information about Teaching and Learning Methods	The students' presentations are discussed. Afterwards students write a paper about their topic under guidance.		
Additional Information	Required reading and selection of topics will be announced at the end of the previous term. The topics will be allocated after announcement at the end of the previous term.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. Ulrich Derigs, Seminar für Wirtschaftsinformatik und Operations Research (Information Systems and Operations Research)		

Module	Advanced Seminar Development of Information Systems		
Number	53039	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Presentation based on sound academic knowledge.		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	Presentation		
Prerequisites for Admission	12 credit points collected in modules from the Major or Minor Information Systems		
Courses	Advanced Seminar		
Learning Objectives	<p>Students ...</p> <p>... gain experience searching for, interpreting, systematising, composing and presenting information on which is based their presentation on a well-defined topic.</p> <p>... gain experience discussing their own presentation and that of fellow students from a critical point of view.</p>		
Contents	<ul style="list-style-type: none"> • Alternating topics 		
Information about Teaching and Learning Methods	Students present and discuss topics and are also supported in writing papers about those topics.		
Additional Information	Required reading and topics will be announced towards the end of the preceding term. The topics will be allocated after announcement at the end of the previous term.		
Responsible Faculty Member	Univ.-Prof. Dr. Werner Mellis, Seminar für Wirtschaftsinformatik und Systementwicklung (Information Systems and System Development)		

Module	Advanced Seminar Information Management		
Number	53040	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Presentation based on sound academic knowledge.		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	Presentation		
Prerequisites for Admission	12 credit points collected in modules from the Major or Minor Information Systems		
Courses	Advanced Seminar Information Management		
Learning Objectives	<p>Students ...</p> <p>... gain experience searching for, interpreting, systematising and presenting information on which is based their presentation of a well-defined topic.</p> <p>... learn to deal with well-defined tasks and to come up with approaches and possible solutions in a short period of time on the basis of relevant literature and of their own work (in case the advanced seminar is carried out like a project or a case study).</p> <p>... gain experience discussing their own presentation and that of fellow students from a critical angle.</p>		
Contents	<p>Selected issues and questions from the area of information management that are constantly changing and which can be thematically or methodologically oriented:</p> <ul style="list-style-type: none"> • Strategic management of information (and knowledge) in information systems • Dedicated IT organisation, alignment and the company's success • Selected fields of action, tasks and measures of information management, e.g. IT Governance and IT Controlling • Analysis of social networks (Social Network Analysis SNA) 		
Information about Teaching and Learning Methods	<p>Students present and discuss topics and are also supported in writing papers about those topics. In order to support learning processes and to make classes more creative, the advanced seminar can be carried out like a project or like a case study. In this case, apart from the required reading, students will have to deal with a well-defined task, to present their results in class and to write a paper based on relevant literature and on their own work.</p>		
Additional Information	<p>Required reading and topics will be announced towards the end of the preceding term.</p>		
Responsible Faculty Member	<p>Univ.-Prof. Dr. Detlef Schoder, Seminar für Wirtschaftsinformatik und Informationsmanagement (Information Systems and Information Management)</p>		

Module	Thesis Seminar Decision Support Systems and Operations Research		
Number		Workload	90 h
Credit Points	3 CP	Recurrence Frequency	Every term
Attendance	15 h	Independent Studies	75 h
Qualifications	Academic work		
Module is allocated to	M.Sc. Information Systems		
Examination Requirements	Presentation		
Prerequisites for Admission	Students must be admitted to write their master's thesis in M.Sc. Information Systems in the Major Information Systems		
Courses	Thesis Seminar Decision Support Systems and Operations Research		
Learning Objectives	<p>Students ...</p> <p>... have no difficulties searching, interpreting, systematising and presenting relevant material for an academic presentation on a clearly defined topic.</p> <p>... are good at structuring and analysing the argumentation and structure of presentations, academic papers and theses.</p>		
Contents	Constantly changing		
Information about Teaching and Learning Methods	Students present their topics in class; in addition to this, they analyse and discuss the presented results.		
Additional Information	Before the beginning of the course, students will be informed on time about a preparatory class where required reading will be announced. Moreover, topics for the theses will be allocated. The presentations will refer to methodological problems of the final theses and also to problems in terms of content.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. Ulrich Derigs, Seminar für Wirtschaftsinformatik und Operations Research (Information Systems and Operations Research)		

Module	Thesis Seminar Information Systems Development		
Number		Workload	90 h
Credit Points	3 CP	Recurrence Frequency	Every second term
Attendance	15 h	Independent Studies	75 h
Qualifications	Academic work		
Module is allocated to	M.Sc. Information Systems		
Examination Requirements	Presentation		
Prerequisites for Admission	Students must be admitted to write their master's thesis in M.Sc. Information Systems in the Major Information Systems		
Courses	Thesis Seminar Information Systems Development		
Learning Objectives	<p>Students ...</p> <p>... cope with searching, interpreting, systematising and presenting relevant material for an academic presentation on a clearly defined topic.</p> <p>... are good at structuring and analysing the argumentation and structure of presentations, academic papers and theses.</p>		
Contents	alternating topics		
Information about Teaching and Learning Methods	Students present their topics in class; in addition to this, they analyse and discuss the presented results.		
Additional Information	Before the beginning of the course, students will be informed on time about a preparatory class where required reading will be announced. Moreover, topics for the theses will be allocated. The presentations will refer to methodological problems of the final theses and also to problems in terms of content.		
Responsible Faculty Member	Univ.-Prof. Dr. Werner Mellis, Seminar für Wirtschaftsinformatik und Systementwicklung (Information Systems and System Development)		

Module	Thesis Seminar Information Management		
Number		Workload	90 h
Credit Points	3 CP	Recurrence Frequency	Every second term
Attendance	15 h	Independent Studies	75 h
Qualifications	Academic work		
Module is allocated to	M.Sc. Information Systems		
Examination Requirements	Presentation		
Prerequisites for Admission	Students must be admitted to write their master's thesis in M.Sc. Information Systems in the Major Information Systems		
Courses	Thesis Seminar Information Management		
Learning Objectives	<p>Students ...</p> <p>... have no difficulties searching, interpreting, systematising and presenting relevant material for an academic presentation on a clearly defined topic.</p> <p>... are good at structuring and analysing the argumentation and structure of presentations, academic papers and theses.</p>		
Contents	Constantly changing		
Information about Teaching and Learning Methods	Students present their topics in class; in addition to this, they analyse and discuss the presented results.		
Additional Information	Before the beginning of the course, students will be informed on time about a preparatory class where required reading will be announced. Moreover, topics for the theses will be allocated. The presentations will refer to methodological problems of the final theses and also to problems in terms of content.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Schoder, Seminar für Wirtschaftsinformatik und Informationsmanagement (Information Systems and Information Management)		

Methods and Techniques

Module	Type of Exam	CP of the Module	Required CP
Time Series Analysis (E)	KL/MP	6 CP	18 CP
Econometrics (E)	KL(60)/MP(20)/so	6 CP	
Advanced Econometrics (E)	KL(60)/MP(20)/so	6 CP	
Multivariate Analyses	KL/MP	6 CP	
Advanced Statistics - Stochastic Models	KL/MP	6 CP	
Advanced Statistics - Statistical Inference	KL/MP	6 CP	
Mathematics for Economists	KL/MP	6 CP	
Linear Models (E)	so + KL	6 CP	
Causal Analysis (E)	so + KL	6 CP	
Advanced Microeconomics I: Game Theory	KL	6 CP	
Advanced Microeconomics II: Contract Theory	KL	6 CP	
Communication Training and Leadership Training	KL/MP	6 CP	

Modules

Module	Time Series Analysis (E)		
Number	44005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term, starting winter term 2009/10
Attendance	60 h	Independent Studies	120 h
Qualifications	Time series analyses.		
Module is allocated to	Minor Statistics and Econometrics Major Economics: Theory and Methods Methods and Techniques		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture with exercise		
Learning Objectives	<p>Students learn to make use of and to analyse time series data at a methodologically advanced level, and particularly...</p> <ul style="list-style-type: none"> ... to estimate the parameters of a stationary ARMA process. ... to assess the closeness of fit and model specification. ... to identify non-stationary processes. ... to make use of a changing volatility, ... to analyse connections between time series. 		
Contents	<ul style="list-style-type: none"> • Elementary time series analysis • Linear difference equation • Stationary processes • Estimation and prediction of ARMA-processes • Closeness of fit and model specification • Testing of stationarity • GARCH-processes • Multivariate time series • Co-integration and Granger- causality 		
Information about Teaching and Learning Methods	If not indicated otherwise the course is in English, entitled “Time Series Analysis“; one half will be exercises. Exercises include practical application of the procedures on the computer.		
Additional Information	Required reading will be announced at the beginning of the term. Course-supporting material is available. Furthermore, it is helpful, but not absolutely necessary to have some basic knowledge about econometrics.		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Seminar für Wirtschafts- und Sozialstatistik (Economic and Social Statistics)		

Module	Econometrics (E)		
Number	44007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Econometric analysis of linear models.		
Module is allocated to	Major Accounting Major Economics - Theory and Methods Minor Controlling Minor Statistics and Econometrics Methods and Techniques		
Examination Requirements	Written exam (60 min) <i>or</i> oral exam (20 min) <i>or</i> a combination of a written exam (60 min) (60%) and activities during the exercise/tests/projects (making up 40% of the final grade)		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	Students learn... ... to obtain and to deal with data. ... to describe economic issues using linear models. ... to specify variables and the function of regression. ... about the regression of 0-1-variables. ... to estimate and to test parameters as well as to make predictions on the basis of the multiple linear model of regression.		
Contents	<ul style="list-style-type: none"> • Central problem of econometrics • Data: sources, description, preparation • Multiple linear regression • Estimating, testing and making predictions • Residual analysis and model selection • Binary regression 		
Information about Teaching and Learning Methods	If not indicated otherwise, the course is in English, entitled "Econometrics"; one half will be exercises. Exercises include practical application of the procedures and little projects on the computer.		
Additional Information			
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Seminar für Wirtschafts- und Sozialstatistik (Economic and Social Statistics)		

Module	Multivariate Analyses		
Number	44006	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Theory of multivariate analyses as well as their application in economics.		
Module is allocated to	Major Accounting Major Economics - Theory and Methods Minor Controlling Minor Statistics and Econometrics Methods and Techniques		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	Students learn... ... to deal with different types of multivariate data and their graphic representation. ... about the theory and application of the general linear model. ... about the theory and application of the variance and covariance analysis. ... about the theory and application of Discrete-Choice models (particularly about Logit and Probit models).		
Contents	<ul style="list-style-type: none"> • Presentation of multivariate data • Multivariate normal distribution • General linear model • Variance and covariance analysis • Discrete –Choice models 		
Information about Teaching and Learning Methods	There will be exercises for the use of the SPSS programme.		
Additional Information	Course-supporting material provided by Prof. Schmid: Multivariate Analyses The module takes place in every winter term.		
Responsible Faculty Member	Univ.-Prof. Friedrich Schmid, Seminar für Wirtschafts- und Sozialstatistik (Economic and Social Statistics)		

Module	Advanced Statistics – Stochastic Models		
Number	44001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60h	Independent Studies	120 h
Qualifications	Sound knowledge about the calculus of probability and about the stochastic modelling of economic issues.		
Module is allocated to	Major Economics – Theory and Methods Minor Statistics and Econometrics Methods and Techniques		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture including exercises		
Learning Objectives	Students learn to model random incidents using stochastic variables. ... apply special univariate and multivariate distributions. ... apply important stochastic processes such as the Brownian motion, the Poisson process and Markoff chains.		
Contents	<ul style="list-style-type: none"> • Probabilities and stochastic variables • Univariate and multivariate probability distribution • Stochastic processes 		
Information about Teaching and Learning Methods			
Additional Information	Course-supporting material provided by Prof. Mosler and by Prof. Schmid. Prof. Schmid will take turns with Prof. Mosler in giving the lecture in every winter term.		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Univ.-Prof. Friedrich Schmid, Seminar für Wirtschafts- und Sozialstatistik (Economic and Social Statistics)		

Module	Advanced Statistics – Statistical Inference		
Number	44002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Theoretical basic knowledge about statistical inference and its application to economics.		
Module is allocated to	Major Economics – Theory and Methods Minor Statistics and Econometrics Methods and Techniques		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture including exercises		
Learning Objectives	Students learn about statistical collection methods. ... theoretical basic knowledge about point estimate and interval estimation as well as about hypothesis testing. ... special parametric and nonparametric tests. ... statistical methods for stochastic processes.		
Contents	<ul style="list-style-type: none"> • Sampling • Point estimate and interval estimation, hypothesis testing • Estimating and testing of stochastic processes 		
Information about Teaching and Learning Methods			
Additional Information	Course-supporting material provided by Prof. Mosler and by Prof. Schmid. Prof. Schmid will take turns with Prof. Mosler in giving the lecture in every summer term.		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Univ.-Prof. Friedrich Schmid, Seminar für Wirtschafts- und Sozialstatistik (Economic and Social Statistics)		

Module	Mathematics for Economists		
Number	44201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Mathematical methods and techniques of economic analysis.		
Module is allocated to	Major Economics – Theory and Methods Methods and Techniques		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	Bachelor module Mathematical Methods		
Courses	Lecture with exercise		
Learning Objectives	Students learn about the analysis of economic functions in several variables. ... the modelling of dynamic systems. ... standard numerical techniques.		
Contents	<ul style="list-style-type: none"> • Functions in n variables • Differential calculus of functions of several variables • Optimization of functions of several variables • Basic concept of linear algebra • Solving of linear sets of equations • Solving of linear programmes • Difference equations and differential equations 		
Information about Teaching and Learning Methods			
Additional Information	Required reading: Mosler/ Dyckerhoff/ Scheicher, <i>Mathematische Methoden für Ökonomen</i>		
Responsible Faculty Member	Dr. Rainer Dyckerhoff, Seminar für Wirtschafts- und Sozialstatistik (Economic and Social Statistics)		

Minor***Minor Accounting***

Module	Type of Exam	CP of the Module	Required CP
Business Taxation I	KL/MP	6 CP	min.
Business Taxation II	KL/MP	6 CP	6 CP
International Accounting	KL/MP	6 CP	min.
Operations Audit	KL/MP	6 CP	6 CP
Strategic Controlling	KL/MP	6 CP	min.
Operational Controlling	KL/MP	6 CP	6 CP
Advanced Seminar Business Taxation	RE/HA	6 CP	max. 6 CP
Advanced Seminar Controlling	RE/HA	6 CP	
Advanced Seminar External Rendering of Accounts and Auditing	RE/HA	6 CP	

Minor Corporate Development - Strategy, Organisation and Human Resources

Module	Type of Exam	CP of the Module	Required CP
Corporate Development	KL/MP	6 CP	12 CP
Strategic Management (E)	KL/MP	6 CP	
Strategic Human Resource Management	KL/MP/FS	6 CP	
Compensation, Performance Measurement and the Theory of Incentives	KL/MP	6 CP	min.
Theories of Organisation	KL/MP	6 CP	6 CP
Strategic Alliances and Networks (E)	KL/MP/RE	6 CP	max. 6 CP
Advanced Seminar Corporate Development and Organisation (E)	RE/HA	6 CP	
Advanced Seminar Human Resource Management (E)	RE/HA	6 CP	
Advanced Seminar Business Policy and Logistics (E)	RE/HA	6 CP	

Minor Finance

Module	Type of Exam	CP of the Module	Required CP
Institutional Economics	KL/MP	6 CP	min. 18 CP
Investments	KL/MP	6 CP	
Derivatives	KL/MP	6 CP	
Corporate Valuation Theory	KL/MP	6 CP	
Risk Management in Financial Institutions	KL/MP	6 CP	
Management of Leasing Companies	KL/MP	6 CP	
Value-Oriented Control of Insurance Companies	KL/MP	6 CP	
Insurance Economics	KL/MP	6 CP	
Investmentbanking	KL/MP	6 CP	
Advanced Seminar Capital Markets and Corporate Finance	RE/HA	6 CP	max.
Advanced Seminar Financial Institutions	RE/HA	6 CP	6 CP
Selected Issues in Accounting and Auditing II- Audit	KL/MP	6 CP	max. 6 CP
Selected Issues in Business Taxation I	KL/MP	6 CP	
Statistical Analysis of Financial Market Data	KL/MP	6 CP	

Minor Marketing

Module	Type of Exam	CP of the Module	Required CP
Marketing Research	KL/MP	6 CP	min. 12 CP
Marketing-Planning (E)	KL/MP	6 CP	
New Product Development (E)	KL/MP	6 CP	
Advanced Seminar Marketing and Marketing Research	RE/HA	6 CP	max. 6 CP
Advanced Seminar Marketing and Brand Management	RE/HA	6 CP	
Advanced Seminar Retailing and Customer Management (E)	RE/HA	6 CP	
Brand Management	KL/MP	6 CP	max. 12 CP
Pricing	KL/MP	6 CP	
Communication and Sales Promotion	KL/MP	6 CP	
Customer Relationship Management (E)	KL/MP	6 CP	
Strategic Management in Retailing (E)	KL/MP	6 CP	
Retail Marketing (E)	KL/MP	6 CP	
Selected Issues in Marketing	KL/MP	6 CP	
Selected Problems in Retailing: Practical Applications (E)	KL/MP/HA	6 CP	
Selected Problems in Marketing: Quantitative Applications (E)	KL/MP/HA	6 CP	
Selected Issues in Marketing: Practical Applications (E)	so/AN	6 CP	

Minor Supply Chain Management

Module	Type of Exam	CP of the Module	Re-quired CP
Supply Chain Management and Production I (Structures)	KL/MP	6 CP	24 CP
Supply Chain Management and Production II (Processes)	KL/MP	6 CP	
Supply Chain Management and Production III (Logistics of Materials and Inventory Management)	KL/MP	6 CP	
Supply Chain Management and Management Science I (Strategy) (E)	KL/MP/FS	6 CP	
Supply Chain Management and Management Science II (Planning) (E)	KL/MP/FS	6 CP	
Supply Chain Management and Management Science III (Operations) (E)	KL/MP/HA/FS	6 CP	
Logistics Concepts, Systems and Models (E)	KL/MP	6 CP	
Strategic Alliances and Networks (E)	KL/MP/RE	6 CP	
Management of Logistics Service Providers (E)	RE/HA/KL	6 CP	

Minor Advanced Economics

Module	Type of Exam	CP of the Module	Required CP
Microeconomics	KL	6 CP	24 CP
Advanced Microeconomics I: Game Theory	KL	6 CP	
Advanced Microeconomics II: Contract Theory	KL	6 CP	
Macroeconomics	KL	6 CP	
Advanced Macroeconomics I: Real Dynamic Macroeconomics	KL	6 CP	
Advanced Macroeconomics II: Monetary Dynamic Macroeconomics (E)	KL	6 CP	

Minor Asset Management

Module	Type of Exam	CP of the Module	Required CP
Investments	KL/MP	6 CP	24 CP
Asset Management	KL/MP	6 CP	
Risk Management in Financial Institutions	KL/MP	6 CP	
Investment Banking	KL/MP	6 CP	
Corporate Valuation Theory	KL/MP	6 CP	
Empirical Finance (E)	KL/MP	6 CP	
Derivatives	KL/MP	6 CP	
Statistical Analysis of Financial Market Data	KL/MP	6 CP	

Module

Module	Asset Management		
Number	18004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Capability to work in the mutual fund industry as a fund manager or as part of the management, but also activities in the field of financial advice and asset management.		
Module is allocated to	Minor Asset Management		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	Investments		
Courses	Lecture		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become familiar with the institutional basics of asset management. ... analyse different investment styles and their prospects of success. ... evaluate the performance of mutual funds and analyse their determinants. ... analyse factors of the growth of funds. ... apply methods they have become familiar with to exercises and case studies. 		
Contents	<ul style="list-style-type: none"> • Investment processes: investment styles, investment strategies, optimisation and implementation, consideration of trading costs, performance measurement, performance attribution • Profitable trading strategies • Factors influencing funds performance • Incentive problems • Institutional asset management and hedge funds 		
Information about Teaching and Learning Methods	Integrated exercise and case studies		
Additional Information	<p>The contents of this course are based on the course "Investments". Course-supporting exercises will be set, which students have to work on autonomously.</p> <p>Required reading will be announced at the beginning of the term.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Alexander Kempf, Seminar für Allgemeine Betriebswirtschaftslehre und Finanzierungslehre (General Business Administration, Finance)		

Minor Bank Management

Module	Type of Exam	CP of the Module	Required CP
Institutional Economics	KL/MP	6 CP	24 CP
Risk Management in Financial Institutions	KL/MP	6 CP	
Cooperative Bank Sector and Cooperative Financial Services Network	KL/MP	6 CP	
Investment Banking	KL/MP	6 CP	
Advanced Seminar Bank Management	RE/HA	6 CP	
Selected Issues in Bank Management	KL/MP/ PR	6 CP	
Management of Leasing Companies	KL/MP	6 CP	
Derivatives	KL/MP	6 CP	

Modules

Module	Investment Banking		
Number	16004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Management functions in banks and financial services.		
Module is allocated to	Major Finance Minor Finance Minor Asset Management Minor Bank Management		
Examination Requirements	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture "Investment Banking"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with types of investment banks, their business areas and markets. ... analyse the impact of regulatory changes on the structure and services of investment banks as well as the markets they are operating in. ... are familiar with the services of investment banks in issuing business. ... analyse in how far different financing instruments are appropriate for debt- /equity-markets from the point of view of issuers and prospective investors. ... make use of different pricing methods in order to determine yields on newly issued bonds. ... know about different ways in which asset-backed transactions can be organised. ... analyse fields of application of ABS for credit portfolio control and the optimisation of equity capital. 		
Contents	<ul style="list-style-type: none"> • Investment Banks <ul style="list-style-type: none"> + Types + Theoretical explanatory approaches + Business areas + Markets + Historical development + Regulations • Issuing Business <ul style="list-style-type: none"> + Services of investment banks + Debt-/Equity-Markets + Products + Pricing • Asset Backed Transactions <ul style="list-style-type: none"> + Basic structure and types + Process of securitisation + Legal and regulatory requirements + Traditional vs. synthetic securitisations + Fields of application and limitations + Credit portfolio control with ABS 		

Information about Teaching and Learning Methods	The lecture includes exercises which aim at deepening theoretical knowledge and which allow students to practise.
Additional Information	Required reading will be announced at the beginning of the term. Books offering a good literature survey: <i>Handbuch Investment Banking</i> , 3 rd edition, Wiesbaden 2002 and Hockmann/Thießen: <i>Investment Banking</i> , Stuttgart as well as Bär, <i>Asset Securitisation</i> , 3 rd edition, Bern et al. 2000.
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, Seminar für Allgemeine Betriebswirtschaftslehre und Bankbetriebslehre (General Business Administration, Bank Management)

Module	Advanced Seminar Bank Management		
Number	53001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Management functions in banks and financial services.		
Module is allocated to	Minor Bank Management		
Examination Requirements	Presentation/ Paper		
Prerequisites for Admission	One of the following modules: <ul style="list-style-type: none"> • Risk Management • Institutional Economics 		
Courses	Advanced Seminar		
Learning Objectives	Students carry out a literature and internet research on their own. ... read and deal with literature concerning the selected topic on their own. ... write a paper dealing with the selected topic. ... give a presentation lasting 60 min either on their own or together with fellow students. ... discuss presentations given by fellow students.		
Contents	<ul style="list-style-type: none"> • constantly changing 		
Information about Teaching and Learning Methods	Advanced Seminar		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, Seminar für Allgemeine Betriebswirtschaftslehre und Bankbetriebslehre (General Business Administration, Bank Management)		

Module	Selected Issues in Bank Management		
Number	16101	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Unspecified
Attendance	30 h	Independent Studies	150 h
Qualifications	Management functions in banks and financial services.		
Module is allocated to	Minor Bank Management		
Examination Requirements	Written exam/oral exam/project		
Prerequisites for Admission	None		
Courses	Lecture "Selected Issues in Bank Management"		
Learning Objectives	<p>Students ...</p> <p>... evaluate in how far current developments in the bank industry influence the business strategies of banks.</p> <p>... apply methods of business and management economics to special economic issues.</p> <p>... analyse new bank products and their fields of application.</p>		
Contents	<ul style="list-style-type: none"> constantly changing 		
Information about Teaching and Learning Methods	There will be phases focusing on exercises.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, Seminar für Allgemeine Betriebswirtschaftslehre und Bankbetriebslehre (General Business Administration, Bank Management)		

Minor Vocational and Economics Education

Module	Type of Exam	CP of the Module	Required CP
Systems of Vocational Education	KL/MP	6 CP	24 CP
Learning and Teaching at the Workplace and in Organisations	KL/MP	6 CP	
Pedagogical Concepts of Consulting and Evaluation	KL/MP	6 CP	
E-Learning and Instructional Design of the Media	KL/MP	6 CP	
Education Management	KL/MP	6 CP	

Minor Business Taxation

Module	Type of Exam	CP of the Module	Required CP
Business Taxation I	KL/MP	6 CP	min. 12 CP
Business Taxation II	KL/MP	6 CP	
Advanced Seminar Business Taxation	RE/HA	6 CP	max. 12 CP
Selected Issues in Business Taxation I	KL/MP	6 CP	
Selected Issues in Business Taxation II	KL/MP	6 CP	

Minor Computer Science

Module	Type of Exam	CP of the Module	Required CP
Parallel Algorithms	KL/MP/ RE/HA	8 CP	24 CP
Algorithms for NP-Hard Problems	KL/MP/ RE/HA	8 CP	
Efficient Algorithms	KL/MP/ RE/HA	8 CP	
Graph Theory	KL/MP/ RE/HA	8 CP	
Logic for Computer Scientists	KL/MP/ RE/HA	8 CP	
Technical Computer Science	KL/MP	8 CP	

Modules

Module		Parallel Algorithms	
Number	75501	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Every second term
Attendance	90 h	Independent Studies	150 h
Qualifications	Activities requiring the conception and implementation of algorithms.		
Module is allocated to	Minor Computer Science		
Examination Requirements	It will be announced whether students will have to pass an oral or a written exam.		
Prerequisites for Admission	Programming course, computer science I + II, programming work placement		
Courses			
Learning Objectives	Students learn the conception and implementation of basic algorithms as well as the analysis of algorithms with regard to correctness and the programme's behaviour as a function of data structures.		
Contents	<ul style="list-style-type: none"> • The Parallel Random Access Machine (PRAM) • Basic design methods of PRAM algorithms • The Euler tour technique and its applications • Arranging in the PRAM model • Parallel calculus of arithmetic expressions • Parallel calculus of the convex hull • Parallel calculus of the shortest paths and minimal spanning trees • Parallel dealing with symmetries • The complexity classes NC, P and P-Complete • Models of network computing, trees, grids, hypercubes • Process of routing, embedding of networks • Systolic and semi systolic algorithms 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Ewald Speckenmeyer, Institut für Informatik (Computer Science)		

Module	Algorithms for NP-Hard Problems		
Number	75502	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Every second term
Attendance	90 h	Independent Studies	150 h
Qualifications	Activities requiring the conception and implementation of algorithms.		
Module is allocated to	Minor Computer Science		
Examination Requirements	It will be announced whether students will have to pass an oral or a written exam.		
Prerequisites for Admission	Programming course, computer science I and II		
Courses			
Learning Objectives	Basic knowledge about the conception and implementation of efficient algorithms and combinatorial structures underlying issues.		
Contents	<p>We deal with algorithms of discrete and combinatorial optimisation. The focus lies on the exact solving of discrete optimisation problems by means of cutting-plane algorithms and branch-and-bound algorithms as well as NP-hard combinatorial decision and optimisation problems by means of branch-and-cut-and-price algorithms. Moreover, we will deal with polynomial approximation algorithms for NP-hard problems. Students will be introduced to basic tools important for linear programming and to computational complexity theory.</p> <p>In the course of the lecture, we will be concerned with selected combinatorial decision and optimisation problems: satisfiability problem, travelling salesman problem, linear ordering problem, max-cut-problem, vertex cover problem, graph colouring problem, clique problem, independent set problem, knapsack problem, box-packing-problem, machine-assignment-problem</p> <p>The treatment of algorithms is rounded off by means of implementation references and the discussion of relevant software as well as by examples of applications in the industry, in economy and in natural sciences.</p>		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Michael Jünger, Institut für Informatik (Computer Science)		

Module	Efficient Algorithms		
Number	75503	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Every second summer term
Attendance	90 h	Independent Studies	150 h
Qualifications	Activities as computer scientists and business data processing specialists.		
Module is allocated to	Minor Computer Science		
Examination Requirements	It will be announced whether students will have to pass an oral or a written exam.		
Prerequisites for Admission	Programming course, computer science I and II		
Courses			
Learning Objectives	<p>Students ...</p> <p>... explain basic techniques for the conception and implementation of efficient algorithms.</p> <p>... discuss the principle of duality as a common break-off condition of combinatorial structures underlying issues.</p>		
Contents	<ul style="list-style-type: none"> • Minimal spanning trees • Branching and arborescence • Maximum flows, augmentation procedures, pre flow push method • Flows with minimal costs • Cardinality matching in bipartite and general graphs • Shortest path method, label setting and label correcting method, different data structures, Floyd Warshall method • Matroids • Section of two matroids 		
Information about Teaching and Learning Methods			
Additional Information	Students can participate in the module in every second summer term.		
Responsible Faculty Member	Prof. Dr. Rainer Schrader, Institut für Informatik (Computer Science)		

Module	Graph Theory		
Number	75504	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Every second term
Attendance	90 h	Independent Studies	150 h
Qualifications	Activities as computer scientists and business data processing specialists.		
Module is allocated to	Minor Computer Science		
Examination Requirements	It will be announced whether students will have to pass an oral or a written exam.		
Prerequisites for Admission	Programming course, computer science I and II		
Courses	Lecture and exercise		
Learning Objectives	Students learn about basic techniques and ways of thinking in order to solve discrete problems with graph-theoretical models.		
Contents	<ul style="list-style-type: none"> • Connectedness, sections, Menger's principle • Planarity and duality • Euler graphs • Shortest paths • Maximum flows and flows with minimal costs • Matching and vertex covers • Graph colouring • Perfect graphs • Random graphs 		
Information about Teaching and Learning Methods	Students will have to deal with exercises, among others with those related to programming. The written exam will focus on the contents dealt with in the lecture and during the exercise. It is possible to retake the exam.		
Additional Information			
Responsible Faculty Member	Prof. Dr. Rainer Schrader, Institut für Informatik (Computer Science)		

Module	Logic for Computer Scientists		
Number	75505	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Every second term
Attendance	90 h	Independent Studies	150 h
Qualifications	Activities as computer scientists and business data processing specialists.		
Module is allocated to	Minor Computer Science		
Examination Requirements	It will be announced whether students will have to pass an oral or a written exam.		
Prerequisites for Admission	Programming course, computer science I and II		
Courses			
Learning Objectives	The concepts and methods used in computer science are to a large degree influenced by logic. It is the notion of the calculus and the accurate distinction between syntax and semantics that have made possible many areas of computer science, such as programming languages, compilers, specification, verification, expert systems and many more. In addition to this, the language of the logic is the most important linguistic tool for stating complex issues more precisely. In this course, students are supposed to learn about techniques and ways of thinking of this area, which is a fundamental part of computer science.		
Contents	Syntax and semantics of first order propositional and predicate logic. Normal forms will be introduced as well as the resolution calculus, which is important for automatic proving and the completeness and correctness of which will be demonstrated. We will also pay some attention to the horn logic and its key function in the field of logic programming. It will also be dealt with complexity and decidability questions as well as with axiomatic approaches. Moreover, non-standard logics will be introduced as well, such as fuzzy, multi-valued, temporal and modal logic, which are important for the modelling of several problems.		
Information about Teaching and Learning Methods			
Additional Information			
Responsible Faculty Member	Prof. Dr. Ewald Speckenmeyer, Institut für Informatik (Computer Science)		

Module	Computer Engineering		
Number	75506	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Every summer term
Attendance	90 h	Independent Studies	150 h
Qualifications	Activities that require data evaluation.		
Module is allocated to	Minor Computer Science		
Examination Requirements	It will be announced whether students will have to pass an oral or a written exam.		
Prerequisites for Admission	Programming course		
Courses			
Learning Objectives	Computer-generated data and/ or data generated from empirical data collection become more complex and extensive. Advanced methods of visualisation render the evaluation of these data efficient. These methods often use new features of current graphics hardware available in most desktop computers.		
Contents	<p>The first part of the lecture expands basic knowledge about computer graphics by advanced methods and algorithms from the areas of ray tracing, radiosity and (non-photorealistic) rendering. Additionally, concepts from the domains of OpenGL, texturing and scene graphs are presented.</p> <p>The second part of the lecture expands the area of visualisation by parallel visualisation methods, the use of visualisation clusters and power walls, the optimisation of distributed software architecture as well as simulation workflow and visualisation workflow. We will discuss working methods and group conference approaches and, according to their requirements, deduce alternative software architectures.</p> <p>Students will be dealing with exercises related to computer graphics and visualisation.</p>		
Information about Teaching and Learning Methods			
Additional Information	Lecture and exercise start in the summer term and last two terms. Students will have to deal with exercises, among others with those related to programming. The written exam will focus on the contents dealt with in the lecture and during the exercise		
Responsible Faculty Member	Prof. Dr. Ulrich Lang, Institut für Informatik (Computer Science)		

Minor Controlling

Module	Type of Exam	CP of the Module	Required CP
Operational Controlling	KL/MP	6 CP	min. 18 CP
Strategic Controlling	KL/MP	6 CP	
Value-Oriented Controlling	KL/MP	6 CP	
Selected Issues in Controlling	KL/MP	6 CP	
Advanced Seminar Controlling	RE/HA	6 CP	
Empirical Finance (E)	KL/MP	6 CP	max. 6 CP
Econometrics (E)	KL(60)/ MP(20)/so	6 CP	
Multivariate Analyses	KL/MP	6 CP	
Linear Models (E)	so + KL	6 CP	
Causal Analysis (E)	so + KL	6 CP	

Minor Energy Economics

Module	Type of Exam	CP of the Module	Required CP
Theory and Policy of Energy Economics	KL/MP	6 CP	24 CP
Seminar on Energy Economics (Master)	RE/HA	6 CP	
Environmental Economics and the Energy Industry	KL/MP	6 CP	
Environmental Economics and Policy (E)	RE/HA	6 CP	
Competition and Regulation	KL/MP	6 CP	
Selected Issues in Energy Economics	KL/MP	6 CP	
Energy Law	KL/MP	6 CP	
Industrial Economics	KL/MP	6 CP	

Modules

Module		Seminar on Energy Economics (Master)	
Number	35201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students get prepared for an academic career; activities in consulting, companies, associations, administrations and many more in the energy industry.		
Module is allocated to	Minor Energy Economics Major Economics – Institutions and Markets		
Examination Requirements	Presentation/ paper		
Prerequisites for Admission	Students must have taken part in the module "Theory and Policy of Energy Economics"		
Courses	Seminar		
Learning Objectives	Students analyse market trends of certain sources of energy. ... treat certain issues of energy economics in detail. ... write and present a paper based on sound academic knowledge.		
Contents	<ul style="list-style-type: none"> • Specific questions from the area of energy economics 		
Information about Teaching and Learning Methods			
Additional Information	The contents students are going to deal with will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge, Staatswissenschaftliches Seminar (Economics)		

Module	Environmental Economics and the Energy Industry		
Number	35009	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get prepared for an academic career; activities in consulting, companies, associations, administrations and many more in the energy industry.		
Module is allocated to	Minor Energy Economics		
Examination Requirements	Written/ oral exam		
Prerequisites for Admission	Students must be familiar with the contents of the modules "Theory and Policy of Energy Economics" and "Environmental Economics and Policy (E)".		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with theories and instruments related to environmental economics and apply them to the energy industry. ... analyse the development of the global energy consumption and of energy-induced emissions as well as international instruments for climate protection in an economic context. ... understand the economics of renewable sources of energies and evaluate instruments aiming at their further extension. 		
Contents	<ul style="list-style-type: none"> • Models of environmental economics • Global instruments for climate protection • Promotion of renewable energies 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge, Staatswissenschaftliches Seminar (Economics)		

Module	Environmental Economics and Policy (E)		
Number	35202	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students get prepared for an academic career; activities in ministries, international organisations, associations, consulting, and companies (et cetera) in the area of environmental policy.		
Module is allocated to	Minor Energy Economics		
Examination Requirements	Paper & presentation (both in English)		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn theories of environmental economics evaluate the diverse instruments of environmental policy in view of economic and political criteria. ... analyse environmental and resource problems in different spatial dimensions (local to global) as well as the appropriate economic and regulative tools. ... evaluate the interaction of environmental economics with economic policy. ... use spoken and written English in the context of professional economics. 		
Contents	<ul style="list-style-type: none"> • Models of environmental economics and principles of environmental policy • Tools for local, national and global protection of the environment and the climate • Environmental policy and employment/ environmental policy and competition; environmental policy and public finances 		
Information about Teaching and Learning Methods	The courses as well as the exams are in English. It is obligatory to attend both courses on a regular basis. These preparations will be checked during the lectures.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Dr. Michael Thöne, Seminar für Finanzwissenschaft (Public Economics)		

Module	Competition and Regulation		
Number		Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students get prepared for an academic career; activities in consulting, companies, associations, administrations and many more in the energy industry.		
Module is allocated to	Minor Energy Economics		
Examination Requirements	Written/ oral exam		
Prerequisites for Admission	Students must be familiar with the contents of the module "Theory and Policy of Energy Economics"		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... understand the theoretical foundations of Competition Theory and apply them to issues related to the energy industry. ... discuss the impact of market forms on prices and quantities of the international energy supply and demand. ... analyse economic conditions and reasons for interferences of the state for different value-added steps of pipeline-bound energies. ... discuss forms of and theories about the regulation of energy networks. 		
Contents	<ul style="list-style-type: none"> • Models of competition • Basic knowledge about the need for interferences of the state in the energy industry • Regulation forms in the energy industry 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge, Staatswissenschaftliches Seminar (Economics)		

Module	Selected Issues in Energy Economics		
Number	35005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students get prepared for an academic career; activities in consulting, companies, associations, administrations and many more in the energy industry.		
Module is allocated to	Minor Energy Economics		
Examination Requirements	Written/ oral exam		
Prerequisites for Admission	Students must be familiar with the contents of the module "Theory and Policy of Energy Economics"		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn about characteristics of a certain form of energy (e.g. gas, electricity). ... analyse the economic conditions of the market of this form of energy and make use of specific models in order to deal with selected issues. ... discuss interferences into the market and their justification from an economic point of view. 		
Contents	<p>For example:</p> <ul style="list-style-type: none"> • Issues of the gas industry • Economics of the electricity market • Current questions of the European energy policy 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge, Staatswissenschaftliches Seminar (Economics)		

Module	Energy Law		
Number	35203	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get prepared for an academic career; activities in consulting, companies, associations, administrations and many more in the energy industry.		
Module is allocated to	Minor Energy Economics		
Examination Requirements	Written exam lasting 120 min		
Prerequisites for Admission	None		
Courses	Lecture		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn about legal conditions and the liberalisation of the electricity market and the gas market against the background of the history of law. ... analyse the regime of regularisations by the Energy Industry Act (2005) and the according ordinance. ... learn about the main features of legal problems when it comes to the regulation of the energy market. 		
Contents	<ul style="list-style-type: none"> • Basics of the German energy law • Unbundling standards • Questions of law regarding grid use • Trade and distribution • Supervision of energy and possibilities of legal protection 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Ulrich Ehrlicke, LL.M., M.A., Institut für Energierecht - Rechtswissenschaftliche Fakultät (Energy Law - Faculty of Law)		

Minor Health Economics

Module	Type of Exam	CP of the Module	Required CP
Management in the Health Care System for Advanced Students	KL/MP	6 CP	min. 6 CP
Management of Chronic Diseases	KL/MP/HA	6 CP	
Advanced Seminar I (Methods): Management in the Health Care System	RE/HA/so	6 CP	min. 12 CP
International Comparison of Health Care Systems	KL	6 CP	
Patient Safety and Risk Management	KL/MP	6 CP	
Selected Topics in Health Care Management (E)	KL/MP/ HA	6 CP	
Anthropology of Medicine and Care	KL/MP/HA/ RE	6 CP	
Ethics of the Health Care System	KL/MP	6 CP	
Information Problems in Health Markets	KL/MP	6 CP	

Modules

Module	Selected Topics in Health Care Management (E)		
Number	86008	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Will be announced
Attendance	30 h	Independent Studies	150 h
Qualifications			
Module is allocated to	Minor Health Economics		
Examination Requirements	Written exam lasting 30 min (making up 50% of the final mark) PowerPoint presentation (making up the remaining 50%)		
Prerequisites for Admission	Advanced Health Care Management		
Courses			
Learning Objectives	Students read current publications. ... discuss current topics from an economic perspective. ... try to find topics suitable to be dealt with in a thesis.		
Contents	Topics related to health care management, putting the main emphasis on <ul style="list-style-type: none"> • Organisation design and behaviour • Operations management and quantitative methods • Technology 		
Information about Teaching and Learning Methods	In a series of lectures (3-5), the main topics are presented, at the end of which students autonomously work on them. Objective: students deal with open research questions and the implications resulting from them. Finally students present their results in class. If the course is given by a temporary lecturer, the focus should be on topics that can be supported by cooperating with the institution the assistant lecturer works in. The course is usually in English and only in German in agreement with all participants. The exam can also be written in German.		
Additional Information	Literature: Shortell S.M. and Kyluzny A.K. (edited by); <i>Health Care Management: Organization Design and Behavior</i> 5 th edition, 2006 Thompson Delmar Learning. Visser J. and Beech R. (edited by); <i>Health Operations Management: Patient Flow Logistics in Health Care</i> , 2005, Routledge.		
Responsible Faculty Member	Univ.-Prof. Dr. Ludwig Kuntz, Seminar für Allgemeine Betriebswirtschaftslehre und Management im Gesundheitswesen (General Business Administration, Health Care Management)		

Module	Ethics of the Health Care System		
Number	84004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students evaluate structures and opportunities for action with respect to ethical implications.		
Module is allocated to	Minor Health Economics		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn about different forms of justice and their theoretical prerequisites. ... analyse structures in the health care system against this background. ... deal with questions of justice in certain areas of medical action. ... compare the ethical implications of different types of health care systems. ... deal with questions concerning the allocation of resources in the health care system. 		
Contents	<ul style="list-style-type: none"> • Theory of justice, distributive justice • Solidarity principle • Reforms of health care systems in other countries with regard to ethical implications • Euthanasia, organ transplantation, high level medicine and similar areas 		
Information about Teaching and Learning Methods	Students present and discuss their topics.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Private lecturer Dr. Christiane Woopen, Institut für Geschichte und Ethik der Medizin (History and Ethics in Medicine)		

Minor Retail Management

Module	Type of Exam	CP of the Module	Required CP
Strategic Management in Retailing (E)	KL/MP	6 CP	min. 6 CP
Retail Marketing (E)	KL/MP	6 CP	
Advanced Seminar Retailing and Customer Management (E)	RE/HA	6 CP	max. 6 CP
Advanced Seminar Supply Chain Management and Management Science	RE/HA/ KL	6 CP	
Customer Relationship Management (E)	KL/MP	6 CP	max. 12 CP
Pricing	KL/MP	6 CP	
Communication and Sales Promotion	KL/MP	6 CP	
Marketing Research	KL/MP	6 CP	
The psychology of strategic interactions, negotiations and selling (E)	KL/HA/ RE	6 CP	
Supply Chain Management and Management Science I (Strategy) (E)	KL/MP/FS	6 CP	
Supply Chain Management and Management Science II (Planning) (E)	KL/MP/FS	6 CP	
Selected Problems in Retailing (E)	KL/MP/ HA	6 CP	
Selected Problems in Retailing: Practical Applications (E)	KL/MP/ HA	6 CP	
Selected Problems in Marketing: Quantitative Applications (E)	KL/MP/ HA	6 CP	

Module

Module	Selected Problems in Retailing (E)		
	22011	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Management activities in retailing, customer relationship management and marketing.		
Module is allocated to	Minor Retail Management		
Examination Requirements	Written exam lasting 60 min or oral exam or seminar paper		
Prerequisites for Admission	None		
Courses	Lecture and/or exercise or a seminar given by visiting lecturers		
Learning Objectives	Students analyse current problems in of retailing and customer management.		
Contents	Current topics could be for example: <ul style="list-style-type: none"> • Data analysis in marketing • Consumer behaviour • International Retailing 		
Information about Teaching and Learning Methods	The contents of the courses may be lectures, case studies and/or simulations.		
Additional Information	The contents of the courses can change. The courses are in German and/ or in English. Relevant readings will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Werner Reinartz, Seminar für Allgemeine Betriebswirtschaftslehre, Handel und Kundenmanagement (General Business Administration, Retailing and Customer Management)		

Minor Information Systems

Module	Type of Exam	CP of the Module	Required CP
Decision Support Systems and Operations Research I	KL/HA/PR	6 CP	18 CP
Decision Support Systems and Operations Research II	KL/HA/MP	6 CP	
Requirements Engineering and Change Management	KL/HA/MP	6 CP	
Quality Management	KL/HA/MP	6 CP	
Information Management	KL/HA/MP	6 CP	
Electronic Business	KL/HA/MP	6 CP	
Advanced Seminar Decision Support Systems and Operations Research	RE	6 CP	6 CP
Advanced Seminar Development of Information Systems	RE	6 CP	
Advanced Seminar Information Management	RE	6 CP	

Minor Institutions and Markets

Module	Type of Exam	CP of the Module	Required CP
Microeconomics	KL	6 CP	min. 6 CP and max. 12 CP
Advanced Microeconomics I: Game Theory	KL	6 CP	
Advanced Microeconomics II: Contract Theory	KL	6 CP	
Macroeconomics	KL	6 CP	
Advanced Macroeconomics I: Real Dynamic Macroeconomics	KL	6 CP	
Advanced Macroeconomics II: Monetary Dynamic Macroeconomics (E)	KL	6 CP	
Industrial Economics	KL/MP	6 CP	mind. 12 CP
Experimental Economic Research	KL/MP	6 CP	
Theory and Policy of the Labour Market	KL/MP	6 CP	
Theory and Policy of Energy Economics	KL/MP	6 CP	
Theory and Policy of Media Economics	KL/MP	6 CP	
Theory and Policy of Transport Economics	KL/MP	6 CP	
Theory and Policy of Housing Economics	KL/MP	6 CP	
Information Problems in Health Markets	KL/MP	6 CP	
Economic Institutions from a Historical Perspective	KL/MP	6 CP	
Modern Concepts of Institutions and Markets	KL/MP	6 CP	

Minor International Relations

Module	Type of Exam	CP of the Module	Required CP
Advanced Seminar International Policy	RE/HA	6 CP	24 CP
Advanced Seminar Foreign Policy	RE/HA	6 CP	
Research Project Foreign Policy	PR/FS	6 CP	
Research Project International Policy	PR/FS	6 CP	
Colloquium on International Relations	RE/HA	6 CP	

Module

Module	Colloquium on International Relations		
Number	40201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in research, economy and administration, organisations, associations and the media.		
Module is allocated to	Major Political Science Minor International Relations		
Examination Requirements	Presentation/ paper		
Prerequisites for Admission	Advanced Seminar "International Policy" or "Foreign Policy"		
Courses	Colloquium		
Learning Objectives	<p>Students are able to ...</p> <ul style="list-style-type: none"> ... tackle further questions concerning international relations in the area of international policy and the analysis of foreign policy on the basis of primary and secondary literature. ... understand and discuss these questions with regard to theoretical concepts of the subject and with respect to empirical results of research. ... place these issues in the area of international relations in a differentiating way. ... choose theoretical and empirical questions and hypotheses as the starting point for their own research. ... autonomously carry out an own research work. ... present the results they have obtained in a written and an oral form and, by doing so, they use the media in a professional way. ... autonomously test the validity of the underlying questions and hypotheses on the basis of the results they have obtained. 		
Contents	<ul style="list-style-type: none"> • International policy • Foreign policy • Transnational policy • Conflict research • Cooperation research • International regulatory policy • Strategic studies • Security policy • Information policy and communication policy • Subject-matters of international policy and foreign policy • Levels of analysis of international policy and foreign policy 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Jäger, Seminar für Politische Wissenschaften (Political Science)		

Minor International Business

The Minor „International Business” can only be attended within the Master Programme Business Administration.

The University of Cologne does not offer modules in the minor “International Business”. These modules are completed during a stay abroad at an international partner university of the WiSo-Faculty and require the admission to a Study Abroad Programme. A list of possible Study Abroad Programmes will be published by International Relations Center (ZIB) of the WiSo-Faculty.

Minor Media Management

Module	Type of Exam	CP of the Module	Required CP
Enterprises, Markets and Strategies (E)	KL/MP/RE	6 CP	12 CP
Media and Information Systems: Technologies, Applications, Economics of Digital Goods (E)	KL/MP/RE	6 CP	
Industry and Competition Analysis (E)	KL/MP/RE	6 CP	min. 6 CP
Strategy and Innovation Management (E)	KL/MP/RE	6 CP	
Media Management Seminar (E)	KL/MP/RE	6 CP	
Selected Media Topics I (E)	KL/MP/RE	6 CP	
Selected Media Topics II (E)	KL/MP/RE	6 CP	
Marketing Research	KL/MP	6 CP	max. 6 CP
Marketing-Planning (E)	KL/MP	6 CP	
Supply Chain Management und Management Science I (Strategy)	KL/MP/FS	6 CP	
Corporate Development (E)	KL/MP	6 CP	
Strategic Management (E)	KL/MP	6 CP	
Strategic Alliances and Networks (E)	KL/MP/RE	6 CP	
Information Management	KL/HA/MP	6 CP	

Modules

Module	Enterprises, Markets and Strategies (E)		
Number	25001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management activities in media companies (TV, radio, print, telecommunication, service providers) as well as in marketing, distribution, product development, controlling, event management; analyses of industries and competitions; project and innovative management in the area of new media; IS and telecommunication technologies.		
Module is allocated to	Minor Media Management Major Corporate Development – Strategy, Organisation and Human Resources		
Examination Requirements	Written exam/ oral exam/ presentation		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <p>... are familiar with the spectrum of the media, IS and telecommunication companies which are active in Germany as well as with their relevant markets.</p> <p>... analyse different business models and are able to evaluate strategies of specific companies on the basis of strategic concepts they have practised.</p>		
Contents	<ul style="list-style-type: none"> • Overview of different media and departments of telecommunication • Selected companies and establishments, according rules and potentials • Economic particularities of the media and telecommunication markets and business models • Courses of business and management activities in different media, IS and telecommunication industries and companies 		
Information about Teaching and Learning Methods	Lecture and exercise, individual case studies, interaction and discussion		
Additional Information	<p>Required reading will be announced at the beginning of the term. The course might be in English.</p> <p>Necessary information will be available in time on www.mm.uni-koeln.de</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., Seminar für Allgemeine Betriebswirtschaftslehre, Medien- und Technologiemanagement (General Business Administration, Media and Technology Management)		

Module	Media and Information Systems: Technologies, Applications, Economics of Digital Goods (E)		
Number	25002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management activities in media companies (TV, radio, print, telecommunication, service providers) as well as in marketing, distribution, product development, controlling, event management; analyses of industries and competitions; project and innovative management in the area of new media; IS and telecommunication technologies.		
Module is allocated to	Minor Media Management		
Examination Requirements	Written exam/ oral exam/ presentation		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... comprehend the economic particularities of digital and digitisable products and services. ... integrate this understanding into the evaluation of innovative fields of application of current upcoming media, IS and telecommunication technologies. ... determine in how far the applications and technologies for business models and companies are relevant. ... foster their knowledge about certain fields of application such as e-Business, knowledge management, e-Learning, and e-Government. ... are familiar with the significance of standards. 		
Contents	<ul style="list-style-type: none"> • Selected technologies of media, IS, and telecommunication, in which ways they can be applied and where their shortcomings can be found • Economic particularities and economics of digital and digitisable products and services • Consolidation of different fields of application of digital media, IS and telecommunication technologies such as e-Business, knowledge management, e-Learning, e-Government. • The significance of and the economic dealing with standards 		
Information about Teaching and Learning Methods	Lecture and exercise, individual case studies, interaction and discussion		
Additional Information	<p>Required reading will be announced at the beginning of the term. The course might be in English.</p> <p>Necessary information will be available in time on www.mm.uni-koeln.de</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., Seminar für Allgemeine Betriebswirtschaftslehre, Medien- und Technologiemanagement (General Business Administration, Media and Technology Management)		

Module	Industry and Competition Analysis (E)		
Number	25003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Several terms
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in media companies (TV, radio, print, telecommunication, service providers) as well as in marketing, distribution, product development, controlling, event management; analyses of industries and competitions; project and innovative management in the area of new media; IS and telecommunication technologies.		
Module is allocated to	Minor Media Management		
Examination Requirements	Written exam/ oral exam/ presentation		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with different media, IS and telecommunication markets. ... analyse industries and competitive situations on the basis of different strategic concepts. ... develop and evaluate corporate strategies and strategies of products in competitive situations. ... have good command of a particular communication of the situative description, its analysis and evaluations. 		
Contents	<ul style="list-style-type: none"> • Economic concepts of the analysis of industries and competitions • Application of concepts to selected media, IS and telecommunication technologies, markets and companies 		
Information about Teaching and Learning Methods	Seminar, case studies, concrete examples, exercises, interaction and discussion		
Additional Information	<p>Required reading will be announced at the beginning of the term. The course might be in English.</p> <p>Necessary information will be available in time on www.mm.uni-koeln.de</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., Seminar für Allgemeine Betriebswirtschaftslehre, Medien- und Technologiemanagement (General Business Administration, Media and Technology Management)		

Module	Strategy and Innovation Management (E)		
Number	25004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Several terms
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in media companies (TV, radio, print, telecommunication, service providers) as well as in marketing, distribution, product development, controlling, event management; analyses of industries and competitions; project and innovative management in the area of new media; IS and telecommunication technologies.		
Module is allocated to	Minor Media Management Major Corporate Development – Strategy, Organisation and Human Resources		
Examination Requirements	Written exam/ oral exam/ presentation		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... know national and international suppliers and technologies of different innovations of media, IS and telecommunication. ... analyse the economic element of this innovation against the background of existing and developing standards of specific competitive behaviours. ... develop corporate strategies and evaluate them. ... create innovative applications and determine in how far they can be successfully used in the market. 		
Contents	<ul style="list-style-type: none"> • Development and evaluation of strategies • Innovative Management • Technology Management • Entrepreneurship • Consolidation and application of concepts to selected innovations of media, IS and telecommunication and according corporate strategies 		
Information about Teaching and Learning Methods	Seminar, case studies, concrete examples, exercises, interaction and discussion		
Additional Information	<p>Required reading will be announced at the beginning of the term. The course might be in English.</p> <p>Necessary information will be available in time on www.mm.uni-koeln.de</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., Seminar für Allgemeine Betriebswirtschaftslehre, Medien- und Technologiemanagement (General Business Administration, Media and Technology Management)		

Module	Media Management Seminar (E)		
Number	25005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Several Terms
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in media companies (TV, radio, print, telecommunication, service providers) as well as in marketing, distribution, product development, controlling, event management; analyses of industries and competitions; project and innovative management in the area of new media, information and telecommunication technologies.		
Module is allocated to	Minor Media Management		
Examination Requirements	Written exam/ oral exam/ presentation		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... deepen their knowledge about issues of media management. ... know well how to work in an academic way as well as about communication in the area of media management. ... understand research approaches and methods. ... know the different markets of media, IS and telecommunication. ... analyse industries and competitive situations by means of different strategic concepts. ... develop and evaluate corporate as well as divisional strategies in competitions. ... have good command of a particular communication of situative descriptions and know how to analyse and to evaluate it. 		
Contents	Alternate in every term		
Information about Teaching and Learning Methods	Seminar, case studies, concrete examples, exercises, interaction and discussion		
Additional Information	<p>Required reading will be announced at the beginning of the term. The course might be in English.</p> <p>Necessary information will be available in time on www.mm.uni-koeln.de</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., Seminar für Allgemeine Betriebswirtschaftslehre, Medien- und Technologiemanagement (General Business Administration, Media and Technology Management)		

Module	Selected Media Topics I (E)		
Number	25008	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Several terms
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in media companies (TV, radio, print, telecommunication, service providers) as well as in marketing, distribution, product development, controlling, event management; analyses of industries and competitions; project and innovative management in the area of new media, information and telecommunication technologies.		
Module is allocated to	Minor Media Management		
Examination Requirements	Written exam/ oral exam/ presentation		
Prerequisites for Admission	None		
Courses	Exercise (courses that are assigned to 1 or 2 credit hour(s), with 3 and 6 credit points respectively, which students can combine in order to get 6 credit points altogether).		
Learning Objectives	Students deepen their knowledge about selected issues in media management by means of structured analyses, practical applications, product development, business plans, simulations or market games.		
Contents	Topics will be determined in the run-up to every course.		
Information about Teaching and Learning Methods	Seminar, case studies, concrete examples, exercises, interaction and discussion		
Additional Information	Required reading will be announced at the beginning of the term. The course might be in English. Necessary information will be available in time on www.mm.uni-koeln.de		
Responsible Faculty Member	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., Seminar für Allgemeine Betriebswirtschaftslehre, Medien- und Technologiemanagement (General Business Administration, Media and Technology Management)		

Module	Selected Media Topics II (E)		
Number	25009	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Several terms
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in media companies (TV, radio, print, telecommunication, service providers) as well as in marketing, distribution, product development, controlling, event management; analyses of industries and competitions; project and innovative management in the area of new media, information and telecommunication technologies.		
Module is allocated to	Minor Media Management		
Examination Requirements	Written exam/ oral exam/ presentation		
Prerequisites for Admission	None		
Courses	Exercise (courses that are assigned to 1 or 2 credit hour(s), with 3 and 6 credit points respectively, which students can combine in order to get 6 credit points altogether).		
Learning Objectives	Students deepen their knowledge about selected issues in media management by means of structured analyses, practical applications, product development, business plans, simulations or market games.		
Contents	Topics will be determined in the run-up to every course.		
Information about Teaching and Learning Methods	Seminar, case studies, concrete examples, exercises, interaction and discussion		
Additional Information	Required reading will be announced at the beginning of the term. The course might be in English. Necessary information will be available in time on www.mm.uni-koeln.de		
Responsible Faculty Member	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., Seminar für Allgemeine Betriebswirtschaftslehre, Medien- und Technologiemanagement (General Business Administration, Media and Technology Management)		

Minor Medicine

Module	Type of Exam	CP of the Module	Required CP
Occupational Medicine, Social Medicine	KL/MP/HA/RE	6 CP	min. 6 CP
Forensic Fundamentals including Medical Vocational Studies	KL	6 CP	
Psychosomatic Illnesses and Psychotherapy (Main Lecture)	KL	6 CP	min. 12 CP
Basic Principles, Options and Limits of Natural Healing and Homoeopathy	KL/MP/HA/RE	6 CP	
Clinical Environmental Medicine	KL/MP/HA/RE	6 CP	
Prevention and Health Care	KL/MP/HA/RE	6 CP	
Medical Sociology and Psychology	KL/MP/HA/RE	6 CP	
Fields of Competence (e.g. Diabetes Mellitus, Bronchial Carcinoma)	KL/MP/HA/RE	6 CP	
Anthropology of Medicine and Care	KL/MP/HA/RE	6 CP	

Modules

Module		Occupational Medicine, Social Medicine	
Number	86101	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	60 h	Independent Studies	120 h
Qualifications	Basic knowledge about occupational and social medicine for public health.		
Module is allocated to	Minor Medical Sciences		
Examination Requirements	Written exam/ oral exam/ paper/ presentation		
Prerequisites for Admission	None		
Courses	Lecture		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... consider work-related reasons favouring health hazards and also think about possible prevention measures. ... analyse action taken in order to maintain and to restore the individual ability to work. ... evaluate in-house projects for workplace health promotion. 		
Contents	<ul style="list-style-type: none"> • Scientific basic knowledge regarding human-oriented ways of working • Prevention measures concerned with work-related reasons for health hazards, diseases and accidents • Promotion aiming at maintaining and restoring the individual ability to work • Workplace health promotion and prevention 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in the first class.		
Responsible Faculty Member	Private Lecturer Dr. med. Thomas C. Erren, MPH		

Module	Forensic Fundamentals including Medical Vocational Studies		
Number	86102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Classification of medical activities from a juridical point of view.		
Module is allocated to	Minor Medical Sciences		
Examination Requirements	Written exam		
Prerequisites for Admission	None		
Courses	Lecture		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse health economic and medical ways of acting caught between the areas of tension medicine and law. ... discuss implications due to civil and criminal law when it comes to medical errors and negligence. ... learn what has to be borne in mind when dealing with the print media, the TV and interviews. ... show in how far the duty of documentation is important and explain the right to inspect medical files. 		
Contents	<ul style="list-style-type: none"> • Medicine and law considered as areas of tension • Information about and consent to medical interventions • Medical errors and negligence treated in the civil and criminal law • Dealing with the print media, the TV and interviews • Euthanasia • Obligation to secrecy • Duty of documentation, right to inspect medical files 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Markus A. Rothschild		

Module	Psychosomatic Illnesses and Psychotherapy (Main Lecture)		
Number	86103	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	15	Independent Studies	165
Qualifications	Basic knowledge about psychosomatic pathology and introduction to particular symptoms.		
Module is allocated to	Minor Medicine		
Examination Requirements	Written exam		
Prerequisites for Admission	None		
Courses	Lecture		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become familiar with the ways of medical care and treatment as well as with methods of training in psychosomatic medicine. ... learn the basics of neurotic and psychosomatic disorders. ... become familiar with bio-psychosocial factors playing a role in the history of the origins of the illnesses mentioned further down and also with main features regarding their therapy. ... learn about the epidemiology of the diseases and also in how far they are relevant with regard to health economics. 		
Contents	<ul style="list-style-type: none"> • Special knowledge about psychosomatic illnesses and psychotherapy • Psychogenic eating disorders • Depressions; anxiety disorders • Somatoform disorders • Dissociative disorders • Posttraumatic stress disorders • Coping with organic illnesses 		
Information about Teaching and Learning Methods	Course-supporting material will be made available on uk-online; further reading will be announced at the beginning of the term.		
Additional Information	Students have to register for the written exam at the beginning of the term in the office of Mrs. V. Bruni (vera.bruni@uk-koeln.de).		
Responsible Faculty Member	Private lecturer Dr. Christian Albus, Uni-Klinik Köln (University Hospital of Cologne)		

Module	Basic Principles, Options and Limits of Natural Healing and Homoeopathy		
Number	86104	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Evidence-based treatments of natural healing: therapy and prophylaxis options as recommended by service providers and patients.		
Module is allocated to	Minor Medicine		
Examination Requirements	Written exam/ oral exam/ paper/ presentation		
Prerequisites for Admission	None		
Courses	Lecture		
Learning Objectives	<p>Studies ...</p> <p>... analyse studies concerned with natural healing and apply to them methods of evidence-based medicine.</p> <p>... get to know basic principles of natural healing and of complementary medicine.</p> <p>... understand different types and principles of rehabilitation medicine.</p> <p>... place the disciplines of natural healing, physical medicine and rehabilitation in the health care system.</p>		
Contents	<ul style="list-style-type: none"> • Basic principles, options and limits of an evidence-based natural healing • Basic principles, options and limits of an evidence-based complementary medicine • Principles of physical medicine • Forms of rehabilitation • Basic principles of rehabilitation 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Josef Beuth		

Module	Clinical Environmental Medicine		
Number	86105	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Basic knowledge about environmental medicine for public health.		
Module is allocated to	Minor Medicine		
Examination Requirements	Written exam/ oral exam/ paper/ presentation		
Prerequisites for Admission	None		
Courses	Lecture		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... explain aspects of the relation between humans and environment which can be dangerous to health, but also aspects that are good for one's health. ... analyse bio monitoring methods. ... understand the relation between environmental factors and factors related to work, as for example shift work and its impact on health. ... analyse epidemiological studies in environmental medicine. ... assess possible pollutants of substances dangerous to health. 		
Contents	<ul style="list-style-type: none"> • Clinical environmental medicine considered as part of prevention • Relation between environmental factors, illnesses and nervous disorders • Assess possible pollutants as well as the monitoring of substances that are dangerous to health • Epidemiological studies in environmental medicine 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Private Lecturer Dr. med. Thomas C. Erren, MPH		

Module	Prevention and Health Care		
Number	86106	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get sensitized for the subject matters prevention and health care are concerned with and also for the way they are realised in the health care system.		
Module is allocated to	Minor Medicine		
Examination Requirements	Written exam/ oral exam/ paper/ presentation		
Prerequisites for Admission	None		
Courses	Lecture		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become familiar with basic terms and concepts related to prevention. ... are able to say which measures aim at early diagnosis and to evaluate them on the basis of selected examples. ... explain measures aiming at the change of behaviour patterns and can evaluate in how far they are effective. ... discuss measures encouraging health promotion and conditional prevention and their importance in society. 		
Contents	<p>I. Basics Prevention in practice and in hospital: basic terms and concepts</p> <p>II. Secondary prevention – early diagnosis Early diagnosis: breast cancer, bowel cancer, childhood diseases</p> <p>III. Primary prevention achieved through the change of behaviour patterns How can I change my patients' health behaviour and prevention behaviour? Prevention of smoking, obesity and high blood pressure</p> <p>IV. Primary prevention achieved through conditional prevention Conditional prevention and health care in hospital and at schools Patient safety in hospital and in the doctor's surgery</p>		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Holger Pfaff		

Module	Medical Sociology and Psychology		
Number	86107	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	50 h	Independent Studies	130 h
Qualifications	Students gain an overview of the way sociological and psychological matters are applied to medicine.		
Module is allocated to	Minor Medicine		
Examination Requirements	Written exam		
Prerequisites for Admission	None		
Courses	Lecture		
Learning Objectives	Students acquire basic knowledge about the way sociology and psychology are applied to medical central areas.		
Contents	<ul style="list-style-type: none"> • Health services research • Descriptive and social epidemiology • Micro and macro models of health maintenance, pathogenesis & life expectancy • Doctor- patient- interaction • Change of behaviour patterns, prevention, health promotion, rehabilitation, sociotherapy, self-help and care • Health care system: needs, demands and behaviour control in the health care system • The medical profession and the health care system • Methods of empirical social research • Learning theories • Personality psychology • Developmental psychology • Psychotraumatology • Doctor-patient-communication • Psycho-oncology • Basics related to psychotherapy 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the lecture		
Responsible Faculty Member	Prof. Dr. Holger Pfaff (Medical Sociology) Prof. Dr. Volker Tschuschke (Medical Psychology)		

Module	Fields of Competence (e.g. Diabetes Mellitus, Bronchial Carcinoma)		
Number	86108	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students are able to work in hospitals, associations, health insurance companies and ministries, and particularly in domains related to health economics.		
Module is allocated to	Minor Medicine		
Examination Requirements	Written exam/ oral exam/ paper/ presentation		
Prerequisites for Admission	None		
Courses	Exercise supporting the lecture		
Learning Objectives	<p>Students ...</p> <p>... analyse the symptoms that are described further down from different perspectives.</p> <p>... describe the genesis of the diseases and also main features of their treatment.</p> <p>... evaluate preventive measures.</p> <p>... analyse and evaluate medical consequences but also consequences related to health care policy and health economics.</p>		
Contents	<ul style="list-style-type: none"> • High blood pressure • Heart attack • Metabolic syndrome • Angina pectoris • Diabetes • Cardiac insufficiency 		
Information about Teaching and Learning Methods	Lecture and exercise given like a seminar		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Dr. Stephanie Stock, Institut für Gesundheitsökonomie und Klinische Epidemiologie (Health Economics and Clinical Epidemiology)		

Module	Anthropology of Medicine and Care		
Number	37004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities as head of the department in associations and ministries, but also as a research assistant.		
Module is allocated to	Minor Health Economics Minor Medicine Minor Social Policy		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min (oral exam if there are no more than 15 participants)		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... gain an overview of main tendencies from the field of philosophical anthropology. ... are able to apply and to adjust these theories to the areas of medicine and care (homo patiens). ... reflect in how far this knowledge is relevant in practice. ... analyse and reflect on the everyday life of a doctor and of a nurse. ... integrate, in order to do so, theories of cultural anthropology and depth psychology. ... learn about the main features of flexible methods related to qualitative social research and ethnography. ... recognise and reflect on the relevance of ethics, and by doing so, they become familiar with the point of view adopted by practical philosophy in view of medicine and care. 		
Contents	<ul style="list-style-type: none"> • Philosophical anthropology/social ontology (among others as defined by Heidegger, Scheler, Plessner and Blumenberg), modern French philosophy of love/donation, main features of the theological anthropology of the Judeo-Christian cultural area • Medical anthropology (V. v. Weizsäcker, V. Frankl, v. Geb-sattel, L. Binswanger etc.), modern theories of care anthropology, medical ethics and ethics of care • Analysis of microworlds of medicine and care, ethnography of (total) institutions (Goffman, Foucault and others), doctor-patient-communication (SDM etc.), gender studies/feminist ethics (Care vs. Cure) • The issue of dementia, death and dying 		
Information about Teaching and Learning Methods	During the lecture, students comment on the required reading		
Additional Information	Required reading: Part of the literature has to be dealt with before the beginning of and during the lecture, and the other part towards the end of the lecture.		
Responsible Faculty Member	Univ.-Prof. Dr. Frank Schulz-Nieswandt, Seminar für Sozialpolitik (Social Policy)		

Minor Political Science

Branches*	Module	Type of Exam	CP of the Module	Required CP
European Policy	The Political System of the European Union: Strategic and Conceptual Approaches (Lecture and Exercise) (E)	KL/MP	6CP	24 CP
	Advanced Seminar The Political System of the European Union: Strategic and Conceptual Approaches (E)	RE/HA/KL/FS	6 CP	
	Governing and Policy Making in the Multi-Layered System of the European Union (Lecture and Exercise) (E)	KL/MP	6 CP	
	Research Project The Political System of the European Union	RE/HA/KL	6 CP	
Comparative Policy	Comparative Analysis of Political Institutions (Lecture with Exercise) (E)	KL/MP	6 CP	
	Advanced Seminar Comparative Analysis of Political Institutions (E)	RE/HA/KL	6 CP	
	Comparative Analysis of Political Economy (Lecture and Exercise) (E)	KL/MP	6 CP	
	Research Project Comparative Policy	RE/HA/KL	6 CP	
International Relations	Advanced Seminar International Policy	RE/HA	6 CP	
	Advanced Seminar Foreign Policy	RE/HA	6 CP	
	Research Project Foreign Policy	PR/FS	6 CP	
	Research Project International Policy	PR/FS	6 CP	
Political Theory	Political Theory and History of Ideas (Lecture and Exercise)	KL/MP	6 CP	
	Advanced Seminar Political Theory	RE/HA/KL	6 CP	
	Advanced Seminar Political and Religious Ideas	RE/HA/KL	6 CP	
	Research Project Political Theory and History of Ideas	PR/FS	6 CP	

*It is recommended to choose no more than two branches from the field of political science.

Minor Production and Logistics Management

Modules	Type of Exam	CP of the Module	Required CP
Supply Chain Management and Production III (Logistics of Materials and Inventory Management)	KL/MP	6 CP	min. 12 CP
Software Systems for Supply Chain Management and Production	KL/MP	6 CP	
Analysis of Production and Logistics Systems	KL/MP	6 CP	
Supply Chain Management and Management Science III (Operations) (E)	KL/MP/HA/FS	6 CP	
Management of Logistics Service Providers (E)	RE/HA/KL	6 CP	max. 12 CP
Advanced Seminar Supply Chain Management and Production	RE/HA	6 CP	
Advanced Seminar Supply Chain Management and Management Science	RE/HA/KL	6 CP	
Advanced Seminar Business Policy and Logistics (E)	RE/HA	6 CP	

Minor Self-Help Economics

Modules	Type of Exam	CP of the Module	Required CP
International Comparison of Cooperative Conceptions	KL	6 CP	24 CP
Third Sector and the Idea of Cooperative Self-Help	KL/MP	6 CP	
Theoretical Approaches to the Explanation of Cooperative Self-Help	RE/HA	6 CP	
Cooperation Management	RE/HA	6 CP	
Cooperative Bank Sector and Cooperative Financial Services Network	KL/MP	6 CP	
Seminar on Self-Help Economics	RE/HA	6 CP	

Modules

Module	International Comparison of Cooperative Conceptions		
Number	37006	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students are able to perform functions in the area of consultancy or management functions in national and international organisations and companies with a membership structure (third sector).		
Module is allocated to	Minor Self-Help Economics		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... gain an international overview of different cooperative conceptions. ... are able to discern which self-perception and perception by others underlie these conceptions. ... are able to evaluate possible applications in different prevailing conditions of institutional theory. ... evaluate potential and factual contributions of cooperative economic systems concerned with the economic, social, and cultural development of different countries. ... discuss theoretical concepts on the basis of concrete examples. ... have no difficulties making use of and presenting research concepts and research results. 		
Contents	<ul style="list-style-type: none"> • Cooperative conceptions • Development contributions of cooperative economic systems • Presentation techniques 		
Information about Teaching and Learning Methods	Students present their topics in class		
Additional Information	References for required reading will be given before the beginning of the lecture and during it. Team giving the lecture: Prof. Dr. Rösner and Dr. Ingrid Schmale.		
Responsible Faculty Member	Univ.-Prof. Dr. Hans J. Rösner, Seminar für Genossenschaftswesen (Cooperative System Studies)		

Module	Third Sector and the Idea of Cooperative Self-Help		
Number	37007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in national and international self-help organisations and in the third sector.		
Module is allocated to	Minor Self-Help Economics		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min (oral exam if there are no more than 15 participants)		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise: Third sector, State, Markets, Families and Cooperative Self-Help		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... gain an overview of different theoretical approaches that aim at explaining the welfare production of the third sector, state, markets and families and cooperative self-help, learn to assess the different range of these theoretical approaches. ... discuss current research questions against the background of selected qualitative and quantitative methods. ... make up a research concept for a current issue related to cooperative self-help. ... have no difficulties making use of and presenting research concepts and research results. 		
Contents	<ul style="list-style-type: none"> • Theoretical approaches to cooperative self-help • Research concepts of cooperative self-help • The way the third sector works • The third sector in comparative studies • Presentation techniques 		
Information about Teaching and Learning Methods	The exercise focuses on reading (basic) texts and on presentation techniques; required reading will be announced in time so that students can get prepared.		
Additional Information	Team giving the lecture: Prof. Dr. Frank Schulz-Nieswandt und Dr. Schmale, Department of Cooperative Studies		
Responsible Faculty Member	Univ.-Prof. Dr. Frank Schulz-Nieswandt, Department of Cooperative Studies		

Module	Theoretical Approaches to the Explanation of Cooperative Self-Help		
Number	37008	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students are able to perform functions in the area of consultancy or management functions in national and international companies with a membership structure.		
Module is allocated to	Minor Self-Help Economics		
Examination Requirements	Presentation (making up 30% of the final mark) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... gain an overview of different cooperative conceptions. ... gain an overview of different approaches to self-help and their underlying theories. ... discuss current research questions and bring them together with quantitative and qualitative methods. ... design a conception to research a current problem of cooperative economics. 		
Contents	<ul style="list-style-type: none"> • Theory of cooperation • Self-help economics • Research into the third sector 		
Information about Teaching and Learning Methods			
Additional Information	References for required reading will be given before the beginning of the lecture and during it. Lecturer: Dr. Ingrid Schmale		
Responsible Faculty Member	Univ.-Prof. Dr. Hans J. Rösner, Seminar für Genossenschaftswesen (Cooperative System Studies)		

Module	Cooperation Management		
Number	37009	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in national and international networks of companies and organisations.		
Module can be allocate to	Minor Self-Help Economics		
Examination Requirements	Presentation (making up 30% of the final mark) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... gain an overview over institutional and functional aspects of cooperative management. ... are familiar with specific problem areas of cooperative management. ... analyse and discuss these problem areas with regard to different economic theories and also theories of social science. ... apply current management concepts to concrete problem solving and case examples. ... analyse and discuss the use of function-specific and cross-functional management tools for problem solving. 		
Contents	<ul style="list-style-type: none"> • Theories and main problem areas of cooperative management • Management tools • Case studies and problem solving 		
Information about Teaching and Learning Methods			
Additional Information	Lecturer: Dr. Blome-Drees, Department of Cooperative Studies		
Responsible Faculty Member	Univ.-Prof. Dr. Hans J. Rösner, Seminar für Genossenschaftswesen (Cooperative System Studies)		

Module	Cooperative Bank Sector and Cooperative Financial Services Network		
Number	37005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in the bank sector and in companies of the cooperative financial services network.		
Module is allocated to	Minor Bank Management Minor Self-Help Economics		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with the structure and the economic potential of the cooperative bank sector and the cooperative financial services network in Germany. ... analyse concepts aiming at the realisation of the cooperative supportive task. ... compare corporate concepts with a cooperative structure to other legal structures. ... discuss ways in which problems related to equity capital can be resolved. ... describe current problems and deal with current theoretical approaches in order to resolve them. 		
Contents	<ul style="list-style-type: none"> • Concepts of cooperative associations • Cooperative bank sector • Auditing • Cooperative financial services network 		
Information about Teaching and Learning Methods	There will be an exercise supporting the lecture		
Additional Information	Required reading will be announced at the beginning of the term. Lecturer: Dr. Johannes Blome-Drees and Dr. Ingrid Schmale		
Responsible Faculty Member	Univ.-Prof. Dr. Hans J. Rösner, Seminar für Genossenschaftswesen (Cooperative System Studies); Univ.-Prof. Dr. Thomas Hartmann-Wendels, Seminar für Allgemeine Betriebswirtschaftslehre und Bankbetriebslehre (General Business Administration, Bank Management)		

Module	Seminar on Self-Help Economics		
Number	37201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in the bank sector and in companies of the cooperative financial services network.		
Module is allocated to	Minor Self-Help Economics		
Examination Requirements	Presentation (30%) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... discuss and compare current theoretical approaches to self-help economics. ... make use of concepts in order to realise them. ... analyse problems and ... consider possible solutions on the basis of case studies. ... can handle methods and techniques necessary for academic presentations. 		
Contents	<ul style="list-style-type: none"> • Theory of self-help economics • Self-help concepts • Case studies • Presentation techniques 		
Information about Teaching and Learning Methods	Students present their topics in class		
Additional Information	Students have to enrol for the course in the Department of Cooperative Studies		
Responsible Faculty Member	Univ.-Prof. Dr. Hans J. Rösner, Univ.-Prof. Dr. Frank Schulz-Nieswandt, Seminar für Genossenschaftswesen (Cooperative System Studies)		

Minor Social Policy

Module	Type of Exam	CP of the Module	Required CP
International Comparison of Health Care Systems	KL	6 CP	24 CP
European Social Policy	KL/MP	6 CP	
Anthropology of Medicine and Care	KL/MP/ HA/RE	6 CP	
Workfare and Welfare from an International Perspective	KL	6 CP	
Seminar on Social Policy	RE/HA	6 CP	

Modules

Module	Workfare and Welfare from an International Perspective		
Number	41007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in national and international institutions of social security.		
Module is allocated to	Minor Social Policy		
Examination Requirements	Written exam		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... discuss concepts combining labour markets and social security (workfare) as well as the different organisation of welfare regimes of specific countries and ... explain their underlying assumptions and explanatory theoretical approaches. ... analyse empirical results and come up with possible solutions on the basis of case studies. ... have no difficulties presenting academic methods and results. 		
Contents	<ul style="list-style-type: none"> • Labour markets and social security • International comparison of welfare regimes • Case studies • Presentation techniques 		
Information about Teaching and Learning Methods	Students present their topics in class.		
Additional Information	Required reading will be announced before the beginning of the lecture and during it.		
Responsible Faculty Member	Univ.-Prof. Dr. Hans J. Rösner, Seminar für Sozialpolitik (Social Policy)		

Module	Seminar on Social Policy		
Number	41201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in national and international institutions of social security.		
Module is allocated to	Minor Social Policy		
Examination Requirements	Presentation (30%) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with different areas of social security and compare underlying theoretical concepts. ... apply these concepts to concrete problems. ... discuss possible solutions on the basis of case studies. ... become familiar with methods and techniques of academic presentations. 		
Contents	<ul style="list-style-type: none"> • Selected areas of social policy • Theory and policy of social security • Presentation techniques 		
Information about Teaching and Learning Methods	Students present their topics in class.		
Additional Information	Students have to enrol for the course in the Department of Social Policy.		
Responsible Faculty Member	Univ.-Prof. Dr. Hans J. Rösner, Univ.-Prof. Dr. Frank Schulz-Nieswandt, Seminar für Sozialpolitik (Social Policy)		

Minor Sociology and Empirical Social Research

Module	Type of Exam	CP of the Module	Required CP
Linear Models (E)	so + KL	6 CP	min. 6 CP
Causal Analysis (E)	so + KL	6 CP	
Special Methods of Analysis I	so + KL	6 CP	
Special Methods of Analysis II	so + KL	6 CP	
Special Methods of Collecting Data	so + KL	6 CP	
Theory of Action and Decision Making Theory	RE + HA	6 CP	max. 18 CP
Contexts of Social Action	RE + HA	6 CP	
Social Structure	RE + HA	6 CP	
Comparative Social Research	RE + HA	6 CP	
Markets, Institutions and Organisations	RE + HA	6 CP	
Political Sociology	RE + HA	6 CP	
Social Change	RE + HA	6 CP	
Attitudes, Norms and Values	RE + HA	6 CP	

Minor Special Aspects of Political Science

The Minor „Special Aspects of Political Science” can only be attended within the Master Programme Political Science.

The University of Cologne does not offer modules in the minor “Special Aspects of Political Science”. These modules are completed during a stay abroad at an international partner university of the WiSo-Faculty and require the admission to a Study Abroad Programme. A list of possible Study Abroad Programmes will be published by International Relations Center (ZIB) of the WiSo-Faculty.

Minor Special Aspects of Sociology

The Minor „Special Aspects of Sociology” can only be attended within the Master Programme Sociology and Empirical Research.

The University of Cologne does not offer modules in the minor “Special Aspects of Sociology”. These modules are completed during a stay abroad at an international partner university of the WiSo-Faculty and require the admission to a Study Abroad Programme. A list of possible Study Abroad Programmes will be published by International Relations Center (ZIB) of the WiSo-Faculty.

Minor Statistics and Econometrics

Module	Type of Exam	CP of the Module	Required CP
Advanced Statistics– Stochastic Models	KL/MP	6 CP	12 CP
Advanced Statistics– Statistical Inference	KL/MP	6 CP	
Multivariate Analyses	KL/MP	6 CP	12 CP
Econometrics (E)	KL(60)/MP(20)/so	6 CP	
Advanced Econometrics (E)	KL(60)/MP(20)/so	6 CP	
Time Series Analysis (E)	KL/MP	6 CP	
Statistical Analysis of Financial Market Data	KL/MP	6 CP	
Advanced Seminar Statistics and Econometrics	RE/HA	6 CP	
Linear Models (E)	so + KL	6 CP	
Causal Analysis (E)	so + KL	6 CP	
Special Topics in Statistics	KL/MP	6 CP	

Modules

Module	Advanced Econometrics (E)		
Number	44010	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Econometric analysis of linear models.		
Module is allocated to	Minor Statistics and Econometrics Major Economics - Theory and Methods Methods and Techniques		
Examination Requirements	Written exam (60 min) <i>or</i> oral exam (20 min) <i>or</i> a combination of a written exam (60 min) (60%) and activities during the exercise/tests/projects (making up 40% of the final grade)		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>At a methodologically advanced level, students learn...</p> <p>... about the quantitative description of economic issues using econometric models.</p> <p>... estimating and testing of parameters as well as making predictions in linear models.</p> <p>... the statistical characteristics of the estimator of the least square method and its generalisations.</p> <p>... residual analysis and problems concerning the nature of models.</p> <p>... to analyse interdependent equations.</p>		
Contents	<ul style="list-style-type: none"> • Linear model: Estimating, testing and making predictions • Nonspherical residual variables • Comparison of models of regression • Endogenous predicted variables • Generalized method of moments (GMM) • Analysis of panel data 		
Information about Teaching and Learning Methods	If not indicated otherwise, the course is in English, entitled "Advanced Economics"; one half will be exercises. Exercises include discussion of relevant journal articles and practical application of the procedures on the computer.		
Additional Information	Required reading will be announced at the beginning of the term. It is assumed that students have already acquired knowledge about inferential statistics and matrix calculation. Furthermore it is helpful to have some basic knowledge of econometrics.		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Seminar für Wirtschafts- und Sozialstatistik (Economic and Social Statistics)		

Module	Statistical Analysis of Financial Market Data		
Number	44003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Analysis of univariate and multivariate financial market data (e.g. yields on shares or indexes).		
Module is allocated to	Minor Statistics and Econometrics Major Finance Minor Finance Minor Asset Management Methods and Techniques		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture including exercises		
Learning Objectives	<p>Students learn ...</p> <ul style="list-style-type: none"> ... about basic terms of statistics of financial markets. ... about descriptive and inferential techniques aiming at the description and analysis of univariate and multivariate financial market data. ... about statistical methods aiming at the analysis of financial time series. ... about methods aiming at the modelling of volatilities. ... about methods aiming at the empirical analysis of the CAPM. ... how to deal with the programme EVIEWS. 		
Contents	<ul style="list-style-type: none"> • Rates and yields • Univariate and multivariate distribution of yields • Introduction to stochastic processes • Random walk hypothesis • Modelling of volatilities • Calculating and testing in the CAPM 		
Information about Teaching and Learning Methods	Apart from the lecture and several exercises, students have the opportunity to practise with EVIEWS.		
Additional Information	Textbook Schmid/Trede: <i>Finanzmarktstatistik</i> , Springer Verlag The module takes place in the summer term.		
Responsible Faculty Member	Univ.-Prof. Friedrich Schmid, Seminar für Wirtschafts- und Sozialstatistik (Economic and Social Statistics)		

Module	Advanced Seminar Statistics and Econometrics		
Number	53029	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Newer methods of statistics and econometrics and the way they are applied in economics.		
Module is allocated to	Minor Statistics and Econometrics		
Examination Requirements	Paper (60%) and presentation followed by a discussion (making up 40% of the final mark)		
Prerequisites for Admission	Students must have participated in a module from the Minor Statistics and Econometrics		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... autonomously work out newer methods of statistics and econometrics from the literature, ... depict them in their paper, ... show their application to issues related to economics and social sciences on the basis of socio-economic data, ... present their results in class and discuss them with fellow students. 		
Contents	<p>For example</p> <ul style="list-style-type: none"> • Time series analyses • Nonparametric methods • Analysis of discrete data • Methods for dealing with missing data 		
Information about Teaching and Learning Methods	Students present and discuss their topics		
Additional Information	Literature references will be given at the beginning of every term. It is assumed that students are familiar with data processing.		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Univ.-Prof. Friedrich Schmid, Seminar für Wirtschafts- und Sozialstatistik (Economic and Social Statistics)		

Module	Special Topics in Statistics		
Number		Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Extended knowledge of special statistical methods and their applications		
Module is allocated to	Minor Statistics and Econometrics		
Examination Requirements	Written exam (60 min) / Oral exam		
Prerequisites for Admission	Having passed at least one course in Advanced Statistics (“Stochastic models” or “Statistical Inference”)		
Courses			
Learning Objectives	Students learn special statistical methods and applications		
Contents	<ul style="list-style-type: none"> • Recent statistical methodology • Applications to social and economic problems 		
Information about Teaching and Learning Methods			
Additional Information			
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Seminar für Wirtschafts- und Sozialstatistik (Economic and Social Statistics)		

Minor Transport and Logistics

Module	Type of Exam	CP of the Module	Required CP
Microeconomics	KL	6 CP	24 CP
Theory and Policy of Transport Economics	KL/MP	6 CP	
Planning Methods in Transport Economics	KL/MP	6 CP	
Economic Basics of the Railway	KL/MP	6 CP	
Road Traffic	KL/MP	6 CP	
Logistics Concepts, Systems and Models (E)	KL/MP	6 CP	
Management of Logistics Service Providers (E)	RE/HA/KL	6 CP	
Global Competition in the Aviation Industry (E)	RE/HA/KL	6 CP	

Modules

Module	Planning Methods in Transport Economics		
Number	46004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff, departments of logistics.		
Module is allocated to	Minor Transport and Logistics		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	None		
Courses	Exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become familiar with theoretical basic knowledge of quantitative methods of analysis in transport economics. ... apply methods to selected empirical issues. ... learn about the modelling of economic variables in order to explain correlations in the context of transport. ... make use of methods of inductive statistics and multivariate methods (computer programme SPSS used for statistical analysis). ... gain an overview of sources providing data regarding transport economics. ... evaluate possibilities and limitations of quantitative methods in transport economics. 		
Contents	<ul style="list-style-type: none"> • Descriptive statistics • Estimation of demand functions with regression analyses • Measurement of demand elasticity • Methods and results of traffic predictions (4-step algorithm) • Modal split analysis, shift and share analysis • Conjoint analyses • Cost-benefit analyses, benefit analyses • Input-output analysis and positive impact on employment in traffic 		
Information about Teaching and Learning Methods	Exercise with case studies, carried out using a PC		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Herbert Baum, Seminar für Verkehrswissenschaft (Transport Economics)		

Module	Economic Basics of the Railway		
Number	46007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff, departments of logistics.		
Module is allocated to	Minor Transport and Logistics		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture/ exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... develop a deep economic understanding for problems related to the railway. ... integrate the railway sector into the overall system of transport and show interactions between them. ... discuss concepts and programmes related to railway policy at a German as well as at an international level. ... evaluate developments of the market and the ability of the market to meet competition. ... establish a connection between the railway and the state with regard to financing and regulation. ... consider market access in the local rail traffic and its consequences. 		
Contents	<ul style="list-style-type: none"> • Reform of the railway structure and privatisation of the railway • Deregulation of the pricing policy and market activities of the railway • Market access for third parties • Regulation through the Federal Network Agency • Travelling expenses and the railway • Investment strategies for the railway • Competition in the intermodal and intramodal traffic • Regionalisation of the local rail traffic • Initial public offering of the Deutsche Bahn AG (DB AG) • European railway policy 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Herbert Baum, Seminar für Verkehrswissenschaft (Transport Economics)		

Module	Road Traffic		
Number	46005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff, departments of logistics.		
Module is allocated to	Minor Transport and Logistics		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture/ exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become familiar with structural features of the supply and demand structure of road traffic. ... Integrate road traffic (goods traffic and passenger traffic) into the overall system of transport. ... establish a connection between road haulage and transport logistics. ... become familiar with basic conditions of road traffic (road construction and road financing). ... discuss in how far road traffic can contribute to ecology. ... analyse possible new technologies in road traffic. ... evaluate concepts and strategies related to transport policy for road traffic and logistics. ... discuss concepts and programmes related to regulatory policy, capital spending policy and financial policy for road traffic. 		
Contents	<ul style="list-style-type: none"> • Structural features and indicators of road traffic • Production methods, technical developments and basic conditions of road traffic • Road construction and road financing • Communication and information in road traffic • Road traffic, environmental protection and road safety • Technological and economic developments • International comparison of road traffic 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Herbert Baum, Seminar für Verkehrswissenschaft (Transport Economics)		

Minor Insurance Management

Module	Type of Exam	CP of the Module	Required CP
Insurance Economics	KL/MP	6 CP	min. 18 CP
Value-Oriented Controlling of Insurance Companies	KL/MP	6 CP	
Accounting and Auditing of Insurance Companies	KL/MP	6 CP	
Insurance Groups and Reinsurance	KL/MP	6 CP	
Advanced Seminar Insurance Management	RE/HA	6 CP	
Advanced Social Insurance	KL/MP	6 CP	max. 6 CP
Risk Management in Financial Institutions	KL/MP	6 CP	

Modules

Module	Advanced Seminar Insurance Management		
Number	53022	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications			
Module is allocated to	Minor Bank Management		
Examination Requirements	Paper and presentation (making up 50% of the final mark, respectively)		
Prerequisites for Admission	<p>One of the following modules</p> <ul style="list-style-type: none"> • Value-oriented controlling of insurance companies • Accounting and auditing of insurance companies • Insurance groups and reinsurance • Insurance economics 		
Courses	Advanced Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... carry out a literature and internet research on their own. ... familiarise themselves with the selected topic. ... write a paper concerned with the selected topic. ... give a presentation of 60 min, either alone or in group. ... discuss presentations given by fellow students . 		
Contents	<ul style="list-style-type: none"> • Constantly changing 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Heinrich R. Schradin, Seminar für Allgemeine Betriebswirtschaftslehre, Risikomanagement und Versicherungslehre (General Business Administration, Risk Management and Insurance)		

Module	Advanced Social Insurance		
Number	41008	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities as head of (advisory) departments, in social insurance associations and ministries; also activities as research assistant.		
Module is allocated to	Minor Insurance Management		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min (oral exam if there are no more than 15 participants)		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise: Social Insurance and Transsectoral Pathway Management		
Learning Objectives	<p>Students ...</p> <p>... learn to understand central problems of transsectoral pathway management.</p> <p>... are able to consider on this basis the field of redistribution economics and its according efficiency problems from the point of view of cultural embeddedness and distinguish it from game theoretic analyses of strategic connectedness.</p> <p>... reflect on the state of tension between the indirectly state-controlled sector and the guarantor state and become familiar with relevant developments of European law and European policy.</p> <p>... analyse problems of contract management.</p>		
Contents	<ul style="list-style-type: none"> • Moral economics, anthropology of reciprocity, modern philosophical anthropology of donation • Social insurances, structured like cooperative associations, legal, institutional, sectoral, professional fragmentations • Modernization of Social Planning; Care Management; Case Management • Theory of the state, European law • Redistribution analysis, inter-generational contract 		
Information about Teaching and Learning Methods	During the lecture, students comment on and discuss required reading.		
Additional Information	Required reading is divided into three parts: basic literature (to be read before the beginning of the lecture), more detailed literature on the topic (during the lecture) and literature summarising the topic (towards the end of the lecture).		
Responsible Faculty Member	Univ.-Prof. Dr. Frank Schulz-Nieswandt, Seminar für Sozialpolitik (Social Policy)		

Minor Economic and Social Geography

Module	Type of Exam	CP of the Module	Required CP
The Economic Geography of the European Union (E)	RE/HA	6 CP	24 CP
Current Research Questions and Methods in Empirical Regional Research	FS/KL	6 CP	
World Economy and Regional Development	RE/HA/ KL	6 CP	
Regional Economic Geography	RE/HA	6 CP	
Regional Cultural Geography	KL/MP	6 CP	

Modules

Module	The Economic Geography of the European Union (E)		
Number	50007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Advising of decision-making bodies in enterprises and political organisations, particularly in the context of the European Union.		
Module is allocated to	Minor Economic and Social Geography		
Examination Requirements	Presentation (30%) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse selected regions and enterprises in Europe. ... point out regional disparities and regional learning processes. ... evaluate concepts of European regional planning and regional policy. ... apply theoretical concepts, such as some of international value-added chains and of Global Chain Governance, to empirical examples of particular cases. ... assess dependencies between "centres" and "peripheries" in Europe, apply them to examples of particular cases, adopt their own point of view with regard to regional opportunities of development and check in how far they can be realised. ... prepare themselves for autonomous analyses in selected European regions, in multinational companies or organisations, the strategies of which impact on the spatial development. 		
Contents	<ul style="list-style-type: none"> • Overview: regional geography of Europe • Geography of enterprises with the main focus of interest being Europe • European and international production systems • Regional policy and planning in Europe • Selected regional examples of particular cases 		
Information about Teaching and Learning Methods	The course will be in English		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Lehrstuhl für Wirtschafts- und Sozialgeographie (Economic and Social Geography)		

Module	Current Research Questions and Methods in Empirical Regional Research		
Number	50002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in national and international organisations and companies.		
Module is allocated to	Minor Economic and Social Geography		
Examination Requirements	Case study/ written exam		
Prerequisites for Admission	None		
Courses	Project		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... gain an overview of developments in empirical regional research. ... discuss current research questions related to regional research and economic geography. ... become familiar with current quantitative and qualitative methods, also with combination of methods, make use of them and identify their range of interpretation. ... carry out a typical empirical study. ... analyse their results with EDP programmes and geographic information systems. ... learn to present their results with different means (texts, graphics and diagrams, cards). 		
Contents	<ul style="list-style-type: none"> • Clarification of the terms "area" and "region" in the context of the history of science • Developments in empirical regional research • Analyses of derived statistics • Structural measures in regional sciences • Primary surveys used to collect quantitative information • Qualitative research • Combination of methods 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Lehrstuhl für Wirtschafts- und Sozialgeographie (Economic and Social Geography)		

Module	World Economy and Regional Development		
Number	50005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in national and international organisations and companies.		
Module is allocated to	Minor Economic and Social Geography		
Examination Requirements	Presentation and paper/ written exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse selected regions and companies against the background of current theories of economic geography ("globalisation", "localisation"). ... apply theoretical concepts regarding international division of work and authorities to empirical case examples. ... analyse current area relevant structures and processes in "newly industrialising countries" and in the "Third World". ... specify regional dependencies and regional learning processes. ... evaluate concepts of regional planning and regional policy for "newly industrialising countries" and "Third World Countries". ... evaluate regional disparities at a supranational and subnational level, develop their own point of view with respect to regional opportunities for development and check in how far they can be realised. 		
Contents	<ul style="list-style-type: none"> • Global and local production networks • The importance of knowledge and learning processes for local networks and regions • Regional innovation systems • Location strategies and location shift, regional structural change • International division of work and of authorities in the industry and in the service sector • "Financial places", "financial spaces" 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Lehrstuhl für Wirtschafts- und Sozialgeographie (Economic and Social Geography)		

Module	Regional Economic Geography		
Number	50001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in national and international organisations and companies.		
Module is allocated to	Minor Economic and Social Geography		
Examination Requirements	Presentation (30%) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse selected regions and companies in greater areas outside Europe. ... specify economic conditions necessary for growth. ... understand and appraise the importance of innovations, technology and knowledge for regional development. ... discuss the role of institutions, organisations and networks. ... become familiar with sectoral and branch-specific differences. ... analyse the different roles of small and medium-sized companies as well as of industrial heavy-weights for selected regions. ... apply theoretical concepts to empirical case examples. ... develop their own point of view with respect to regional opportunities for development and check in how far they can be realised. ... autonomously carry out investigations on a secondary basis and/or prepare themselves for own analyses in selected regions outside Europe/in multinational companies and organisations. 		
Contents	<ul style="list-style-type: none"> • Overview: economic geography of greater areas outside Europe • Corporate Geography, clarified using examples from greater areas (including small and medium-sized companies) • Integration of greater areas in international production systems • The importance of research and development as well as of innovation for greater areas • Selected regional case examples 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Lehrstuhl für Wirtschafts- und Sozialgeographie (Economic and Social Geography)		

Module	Regional Cultural Geography		
Number	50003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in national and international organisations and companies.		
Module is allocated to	Minor Economic and Social Geography		
Examination Requirements	Written or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become familiar with different dimensions of the analysis of "culture" in economic/cultural geography. ... discuss the role of cultural institutions for developmental processes related to regional economics. ... specify regional economic conditions necessary for growth in the context of cultural conditions. ... apply current theoretical concepts to empirical case examples of a greater area outside Europe. ... analyse developmental processes in city systems and in rural areas (urbanisation, migration). ... develop their own point of view with respect to regional opportunities for development and check in how far they can be realised. ... autonomously carry out investigations on a secondary basis and/or prepare themselves for own analyses in selected regions outside Europe/in multinational companies and organisations. 		
Contents	<ul style="list-style-type: none"> • Overview: cultural geography of greater areas outside Europe • Analysis of the notion of culture • Megacities, secondary cities, migration • "Corporate Culture" and "Cultures in Corporations" • Urban and regional policy • Selected regional case examples 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Lehrstuhl für Wirtschafts- und Sozialgeographie (Economic and Social Geography)		

Minor Economic and Social History

Module	Type of Exam	CP of the Module	Required CP
General Economic History I	KL/MP	6 CP	24 CP
General Economic History II	KL/MP	6 CP	
General Economic History III	KL/MP	6 CP	
Special Economic History I (Employment and Labour Market)	KL/MP	6 CP	
Special Economic History II (History of Consumption)	KL/MP	6 CP	
Special Economic History III (Business History)	KL/MP	6 CP	
Advanced Seminar Economic and Social History	RE/HA	6 CP	

Modules

Module		General Economic History I	
Number	51001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every third term (summer term 2010)
Attendance	30 h	Independent Studies	150 h
Qualifications	Evaluation and qualitative as well as historical classification of economic facts, assisting in finding solutions for economic issues arising in enterprises or political institutions.		
Module is allocated to	Minor Economic and Social History		
Examination Requirements	Written exam lasting 120 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture "General Economic History I (1800-1870) – The Emergence and Rise of the Industrial Economy"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... interpret the system of pre-industrial economic activities. ... evaluate economic cycles since the beginning of the 19th century by means of economic theories and their empirical data. ... comprehend the interrelation between economic decisions and developments of economic growth and cyclical fluctuations. ... test economic theories and concepts of measurement on the basis of empirical data of the economic development between 1800 and 1870. ... analyse cycles and eras of industrialisation by means of specific components of development. 		
Contents	<ul style="list-style-type: none"> • Agriculture, industry and infrastructure in pre-industrial Germany • The beginning of industrialisation • Agricultural reform, reforms of infrastructure and the structure of industrial business • Capital formation and technological innovations • Population development and labour market • Companies and businessmen • Industrial take-off and period where many industrial firms were established in Germany 		
Information about Teaching and Learning Methods	Lecture; additionally, students deal with relevant literature on their own		
Additional Information			
Responsible Faculty Member	Univ.-Prof. Dr. Toni Pierenkemper, Seminar für Wirtschafts- und Sozialgeschichte (Economic and Social History)		

Module	General Economic History II		
Number	51002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every third term (starting summer term 2009)
Attendance	30 h	Independent Studies	150 h
Qualifications	Evaluation and qualitative as well as historical allocation of economic facts, assisting in finding solutions for economic issues arising in enterprises or political institutions.		
Module is allocated to	Minor Economic and Social History		
Examination Requirements	Written exam lasting 120 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture "General Economic History II (1870-1945) – Expansion of the Industrial Economy"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... evaluate economic cycles by means of economic theories and their empirical data. ... comprehend the interrelation between economic decisions and developments of economic growth and cyclical fluctuations. ... discuss the connection between welfare state and slow economic growth in the Weimar Republic. ... analyse the German economic system during the time of National Socialism. 		
Contents	<ul style="list-style-type: none"> • Cycles of economic growth in mature economy • Industrial heavy weight and businessmen • Banks and external economic relations • Structural change of economy • Welfare state and the panic of 1873 • World economic crisis and Long Depression • The economic system during the time of National Socialism 		
Information about Teaching and Learning Methods	Lecture; additionally, students deal with relevant literature on their own		
Additional Information			
Responsible Faculty Member	Univ.-Prof. Dr. Toni Pierenkemper, Seminar für Wirtschafts- und Sozialgeschichte (Economic and Social History)		

Module	General Economic History III		
Number	51003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every third term (winter term 2009/10)
Attendance	30 h	Independent Studies	150 h
Qualifications	Evaluation and qualitative as well as historical allocation of economic facts, assisting in finding solutions for economic issues arising in enterprises or political institutions.		
Module is allocated to	Minor Economic and Social History		
Examination Requirements	Written exam lasting 120 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture "General Economic History III (1945-2000) – Modifications of the Industrial Economy"		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... evaluate economic ups and downs since the end of the Second World War on the basis of economic theories and their empirical support. ... analyse in how far the allied occupation of Germany has influenced economic recovery. ... analyse the success of economic growth in the FRG on the basis of economic code numbers and their interdependencies. ... comprehend the differences of the economic development of the FRG and the GDR on the basis of economic orders. ... evaluate the economic development against the background of the overall political history of Europe and, by doing so, detect interrelations between causes and effects. 		
Contents	<ul style="list-style-type: none"> • The "Zero Hour" • Reparations and dismantlement • Currency reforms • The "economic miracle" in the Federal Republic of Germany • Rise and fall of the German Democratic Republic • European integration 		
Information about Teaching and Learning Methods	Lecture; additionally, students deal with relevant literature on their own		
Additional Information			
Responsible Faculty Member	Univ.-Prof. Dr. Toni Pierenkemper, Seminar für Wirtschafts- und Sozialgeschichte (Economic and Social History)		

Module	Specific Economic History I (Employment and Labour Market)		
Number	51004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every third term (winter term 2010/11)
Attendance	60h	Independent Studies	120 h
Qualifications	Evaluation and qualitative as well as historical allocation of economic facts, assisting in finding solutions for economic issues arising in enterprises or political institutions.		
Module is allocated to	Minor Economic and Social History		
Examination Requirements	Written exam lasting 120 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture "Specific Economic History I (Employment and Labour Market)" Tutorial analysing lecture issues in more detail		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... recognise the prevailing conditions of employment and labour market. ... evaluate theoretical perspectives regarding concepts (such as labour, labour market and labour market research) and theories on the basis of their historical development. ... consider these theories with respect to acquisitive societies and the actual coming into being of the labour markets in Germany. ... classify the factors important for their development (population growth, migration and urbanisation, sectoral structural change, technology and qualification). ... discern trends of development (developments of the whole market and its segmentation, as well as the impact of globalisation). ... analyse labour market policy making use of historical case studies. 		
Contents	<ul style="list-style-type: none"> • Prevailing conditions regarding employment and labour market • Labour market theory and empirical results • The historical development of labour markets and employment • Determinants of the production factor "labour" • Labour market segmentation • Labour market policy – historical case examples illustrating the application of economic concepts and their impact 		
Information about Teaching and Learning Methods	Lecture and tutorial		
Additional Information			
Responsible Faculty Member	Univ.-Prof. Dr. Toni Pierenkemper, Seminar für Wirtschafts- und Sozialgeschichte (Economic and Social History)		

Module	Specific Economic History II (History of Consumption)		
Number	51005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every third term (winter term 2009/10)
Attendance	60 h	Independent Studies	120 h
Qualifications	Evaluation and qualitative as well as historical allocation of economic facts, assisting in finding solutions for economic issues arising in enterprises or political institutions.		
Module is allocated to	Minor Economic and Social History		
Examination Requirements	Written exam lasting 120 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture "Specific Economic History II (History of Consumption)" Exercise supporting the lecture		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... discern the main features of the development of consumption throughout history (pre-industrial and industrial patterns of consumption and social differentiations of consumption). ... establish a connection between the development of consumption and macroeconomic development. ... test concepts in order to measure macroeconomic welfare (national product, NAS and forerunners). ... apply methods aiming at measuring social inequality (income distribution), changes related to private consumption (studies investigating budgets) and income growth to historical-empirical material and evaluate them from a methodological and from a qualitative perspective. ... compare heuristic approaches to budgets and family within different domains of science (family sociology, budget economics and microeconomics). 		
Contents	<ul style="list-style-type: none"> • Foundations: Budget and consumption from a historical perspective (notions and concepts, theories and methods of measurement) • Consumption and development of consumption throughout history <ul style="list-style-type: none"> - Pre-industrial patterns of consumption - Coming into being of the mass consumption society - Comparison of patterns of consumption at an international level (England, Germany, France) • Social differentiations related to consumption <ul style="list-style-type: none"> - Budget of farm workers - Budget of factory workers - Budget of public officials • Concerning the emergence of the mass consumption society <ul style="list-style-type: none"> - Economic conditions - Historical variations (American vs. European vs. socialist model) • Modern budgets in Germany: Mass consumption in the affluent society? 		
Information about Teaching and Learning Methods	Lecture and tutorial		
Additional Information			
Responsible Faculty Member	Univ.-Prof. Dr. Toni Pierenkemper, Seminar für Wirtschafts- und Sozialgeschichte (Economic and Social History)		

Module	Specific Economic History III (Business History)		
Number	51006	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every third term (summer term 2010)
Attendance	60 h	Independent Studies	120 h
Qualifications	Evaluation and qualitative as well as historical allocation of economic facts, assisting in finding solutions for economic issues arising in companies or political institutions.		
Module is allocated to	Minor Economic and Social History		
Examination Requirements	Written exam lasting 120 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture "Specific Economic History III (Business History)" Tutorial supporting the lecture		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... describe the development of the branch of business history from the point of view of different approaches of research. ... analyse business objectives and business strategies (e.g. problems of formation, issues of financing, organisation, how to deal with business cycles of industries). ... find out about strategies in order to deal with industrial working conditions (e.g. mobilising workers, recruitment of employees and management, conduct of important personalities of companies). ... test economic theories aiming at the evaluation and allocation of corporate interests and interest groups (strategies aiming at market regulating arrangements, interest groups and associations). 		
Contents	<ul style="list-style-type: none"> • The whole purpose of business history • Historiography of historical operations research • Foundation of firms • Organisation • Finance • Personnel management • Technological innovations • Sales volume • Balancing of accounts • Corporate growth • Corporate concentration (mergers) • Cartelisation 		
Information about Teaching and Learning Methods	Lecture and tutorial		
Additional Information			
Responsible Faculty Member	Univ.-Prof. Dr. Toni Pierenkemper, Seminar für Wirtschafts- und Sozialgeschichte (Economic and Social History)		

Module	Advanced Seminar Economic and Social History		
Number	53036	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Evaluation and qualitative as well as historical allocation of economic facts, assisting in finding solutions for economic issues arising in enterprises or political institutions.		
Module is allocated to	Minor Economic and Social History		
Examination Requirements	Presentation/ paper		
Prerequisites for Admission	None		
Courses	Advanced Seminar Economics and History		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... deal in a detailed way with one area of the field of economic history, social history or the history of economic thought. ... test the academic approach to the area of economic and social history viewed as a bridge subject between economics and history. ... become familiar with techniques and methods of academic work in research, application of models, questions leading to insights, presentations and papers. ... gain an insight into the state of the art and subject-specific discussions. 		
Contents	<ul style="list-style-type: none"> • Methodology of the historical economic and social research and their application • The historical method of source criticism and source analysis • The state of the art of the topic • Critical discussion of research and development of own perspectives • Own exemplary dealing with a research problem 		
Courses	Advanced Seminar History of Economic Thought		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... determine the subject, methods and thought-style of economics. ... assign elements of theoretical economics to the different phases of the development of economic thought. ... explain the connection between economic thought and real economic conditions and developments. ... become familiar with techniques and methods of academic work in research, application of models, questions leading to insights, presentations and papers. ... gain an insight into the state of the art and subject-specific discussions. 		
Contents	<ul style="list-style-type: none"> • Basics of classical economics • Contemporary counterproposals • The neoclassical revolution • Challenge of the classical and neoclassical age • Current trends 		
Information about Teaching and Learning Methods	Usually, there are two advanced seminars in each term, one of which students can choose.		
Responsible Faculty Member	Univ.-Prof. Dr. Toni Pierenkemper, Seminar für Wirtschafts- und Sozialgeschichte (Economic and Social History)		

Minor Economic and Social Psychology

Module	Type of Exam	CP of the Module	Required CP
Consumer Behaviour (E)	KL/HA/RE	6 CP	24 CP
Culture and Organisation	KL/HA/RE	6 CP	
The Psychology of Strategic Interactions, Negotiations and Selling (E)	KL/HA/RE	6 CP	
Advanced Seminar Economic and Social Psychology I	RE/HA	6 CP	
Advanced Seminar Economic and Social Psychology II	RE/HA	6 CP	
Practical Course: Empirical Research	PR	6 CP	
Current Issues in Social Psychology	KL/HA/RE	6 CP	
Current Issues in Economic Psychology	KL/HA/RE	6 CP	
Current Issues in Market and Consumer Psychology	KL/HA/RE	6 CP	
Current Issues in Organisational Psychology	KL/HA/RE	6 CP	

Modules

Module	Consumer Behaviour (E)		
Number	52002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in market research companies as well as in marketing departments of companies.		
Module is allocated to	Minor Economic and Social Psychology Major Marketing		
Examination Requirements	Written exam/ paper/ presentation		
Prerequisites for Admission	Basic knowledge in economic and social psychology		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... gain insights into the theoretical foundations of market and consumer psychology. ... apply their basic knowledge in social psychology to the area of consumer behaviour. ... predict in which way consumers will react to marketing activities of companies or interpret them. ... become aware of the competing interests of producers and consumers. 		
Contents	<ul style="list-style-type: none"> • Social psychology of consumers and of marketing 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in class.		
Responsible Faculty Member	Univ.-Prof. Dr. Lorenz Fischer, Univ.-Prof. Dr. Detlef Fetchenhauer, Institut für Wirtschafts- und Sozialpsychologie (Economic and Social Psychology)		

Module	Culture and Organisation		
Number	52007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in management consulting and in human resources departments, the ability to develop human resources strategies and trainings for companies that operate at an international level.		
Module is allocated to	Minor Economic and Social Psychology Major Corporate Development – Strategy, Organisation and Human Resources		
Examination Requirements	Written exam/ paper/ presentation		
Prerequisites for Admission	Basic knowledge in economic and social psychology		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... know the relevance of cultural aspects that are relevant for companies operating at an international level. ... discuss different approaches of cultural analysis with their strengths and shortcomings. ... explain dimensional approaches aiming at cultural comparisons. ... are familiar with approaches that aim at describing corporate cultures. ... analyse descriptions of relevant cultures. ... apply techniques for the development of training sessions which aim at preparing staff for a temporary employment abroad. 		
Contents	<ul style="list-style-type: none"> • Impact of cultures on organisations and the role that human beings play 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in class		
Responsible Faculty Member	Univ.-Prof. Dr. Lorenz Fischer, Univ.-Prof. Dr. Detlef Fetchenhauer, Institut für Wirtschafts- und Sozialpsychologie (Economic and Social Psychology)		

Module	The Psychology of Strategic Interactions, Negotiations and Selling (E)		
Number	52011	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in marketing departments as well as in the areas of organisation and personnel management; consultancy of groups and of political and public institutions.		
Module is allocated to	Minor Economic and Social Psychology Major Corporate Development – Strategy, Organisation and Human Resources Major Marketing Minor Retail Management		
Examination Requirements	Written exam/ paper/ presentation		
Prerequisites for Admission	Basic knowledge in economic and social psychology		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are aware of the fact that self-interest and fairness are important motivating forces behind human behaviour. ... get an overview of the most important theories that aim at explaining strategic interaction between persons as well as between corporate actors. ... apply empirical findings from social -psychology into persuasion to negotiations and selling. ... are aware of the distinction between different negotiation strategies and predict in how far they can succeed, thereby considering the prevailing circumstances. 		
Contents	<ul style="list-style-type: none"> • The application of various findings of strategic interaction and persuasion to negotiations and selling 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in class.		
Responsible Faculty Member	Univ.-Prof. Dr. Lorenz Fischer, Univ.-Prof. Dr. Detlef Fetchenhauer, Institut für Wirtschafts- und Sozialpsychologie (Economic and Social Psychology)		

Module	Advanced Seminar Economic and Social Psychology I and II		
Number	53058-59	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Different occupations in companies, associations and research institutes.		
Module is allocated to	Minor Economic and Social Psychology		
Examination Requirements	Presentation / Paper		
Prerequisites for Admission	Basic knowledge in Economic and Social Psychology		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... get insights into current issues in economic and social psychology. ... become acquainted with working with literature in English language. ... develop, together with other students, an overview about current research findings for various issues of economic and social psychology. ... reflect and acknowledge current trends and empirical findings, critically appraising the research methods applied. 		
Content	<ul style="list-style-type: none"> • Focussing on a selected area of Economic and Social Psychology 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in the course.		
Responsible Faculty Member	Univ.-Prof. Dr. Lorenz Fischer, Univ.-Prof. Dr. Detlef Fetchenhauer, Institut für Wirtschafts- und Sozialpsychologie (Economic and Social Psychology)		

Module	Practical Course: Empirical Research		
Number	52201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in Market and Altitude Research, as well as functions which require a critical reflection of results of social sciences research.		
Module is allocated to	Minor Economic and Social Psychology		
Examination Requirements	Project		
Prerequisites for Admission	Basic knowledge in Economic and Social Psychology		
Courses	Seminar		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... design, conduct and experiments on their own. ... specify fundamental as well as applied research questions and translate them into experimental research designs. ... Recruit and supervise participants for psychological experiments. ... recognise specific advantages of an experiment in comparison to alternative research methods. ... gain insights into the analysis of variance as well as other mathematical procedures for data analysis. 		
Content	<ul style="list-style-type: none"> • Know-how about design and analysis of experiments 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in the course.		
Responsible Faculty Member	Univ.-Prof. Dr. Lorenz Fischer, Univ.-Prof. Dr. Detlef Fetchenhauer, Institut für Wirtschafts- und Sozialpsychologie (Economic and Social Psychology)		

Module	Current Issues in Social Psychology		
Number	52012	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in the areas of Human Resource Management; corporate consulting.		
Module is allocated to	Minor Economic and Social Psychology		
Examination Requirements	Written Exam / Paper / Presentation		
Prerequisites for Admission	Basic knowledge in Economic and Social Psychology		
Courses	Seminar		
Learning Objectives	Students get an overview of current theories and trends in social psychology as well as of their practical implications..		
Contents			
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the course.		
Responsible Faculty Member	Univ.-Prof. Dr. Lorenz Fischer, Univ.-Prof. Dr. Detlef Fetchenhauer, Institut für Wirtschafts- und Sozialpsychologie (Economic and Social Psychology)		

Module	Current Issues in Economic Psychology		
Number	52014	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in the areas of marketing and human resource management; corporate consulting.		
Module is allocated to	Minor Economic and Social Psychology		
Examination Requirements	Written Exam / Paper / Presentation		
Prerequisites for Admission	Basic knowledge in Economic and Social Psychology		
Courses	Seminar		
Learning Objectives	Students get an overview of current theories and trends in economic psychology as well as of their practical implications.		
Contents			
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the course.		
Responsible Faculty Member	Univ.-Prof. Dr. Lorenz Fischer, Univ.-Prof. Dr. Detlef Fetchenhauer, Institut für Wirtschafts- und Sozialpsychologie (Economic and Social Psychology)		

Module	Current Issues in Market and Consumer Psychology		
Number	52015	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in the areas of marketing and human resource management; corporate consulting, market research and advertisement.		
Module can be allocate to	Minor Economic and Social Psychology		
Examination Requirements	Written Exam / Paper / Presentation		
Prerequisites for Admission	Basic knowledge in Economic and Social Psychology		
Courses	Seminar		
Learning Objectives	Students get an overview of current theories and trends in the market and consumer psychology as well as of their practical implications.		
Contents			
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in class.		
Responsible Faculty Member	Univ.-Prof. Dr. Lorenz Fischer, Univ.-Prof. Dr. Detlef Fetchenhauer, Institut für Wirtschafts- und Sozialpsychologie (Economic and Social Psychology)		

Module	Current Issues in Organisational Psychology		
Number	52016	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in the areas of HR and Personnel Development; corporate consulting.		
Module is allocated to	Minor Economic and Social Psychology		
Examination Requirements	Written Exam / Paper / Presentation		
Prerequisites for Admission	Basic knowledge in Economic and Social Psychology		
Courses	Seminar		
Learning Objectives	Students get an overview of current theories and trends in the industrial and organizational psychology as well as of their practical implications.		
Contents			
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the course.		
Responsible Faculty Member	Univ.-Prof. Dr. Lorenz Fischer, Univ.-Prof. Dr. Detlef Fetchenhauer, Institut für Wirtschafts- und Sozialpsychologie (Economic and Social Psychology)		

Minor Economic Policy and Public Finance

Module	Type of Exam	CP of the Module	Re-quired CP
Microeconomics	KL	6 CP	min. 6 CP and max. 12 CP
Advanced Microeconomics I: Game Theory	KL	6 CP	
Advanced Microeconomics II: Contract Theory	KL	6 CP	
Macroeconomics	KL	6 CP	
Advanced Macroeconomics I: Real Dynamic Macroeconomics	KL	6 CP	
Advanced Macroeconomics II: Monetary Dynamic Macroeconomics (E)	KL	6 CP	
Specific Economic Policy	KL/MP	6 CP	min. 12 CP
Advanced Monetary Theory and Policy (E)	KL/MP	6 CP	
Dynamic Macroeconomics	KL/MP	6 CP	
Distribution of Income and Wealth	KL/MP	6 CP	
Theory and Policy of International Economics	KL/MP	6 CP	
International Taxation	KL/MP	6 CP	
Fiscal Policy in Open Economies	KL/MP	6 CP	
Fiscal Federalism	KL/MP	6 CP	
Theory of Taxation and Tax Policy	KL/MP	6 CP	
Public Policy and Labour Markets (E)	KL/MP	6 CP	
Advanced Seminar Economic Policy and Public Finance I	RE/PR/ HA	6 CP	
Advanced Seminar Economic Policy and Public Finance II	RE/PR/ HA	6 CP	
Advanced Seminar Economic Policy and Public Finance III	RE/PR/ HA	6 CP	

Minor Auditing

Module	Type of Exam	CP of the Module	Required CP
Operations Audit	KL/MP	6 CP	24 CP
International Accounting	KL/MP	6 CP	
Selected Issues in Accounting and Auditing I – Corporate Disclosure	KL/MP	6 CP	
Selected Issues in Accounting and Auditing II – Audit	KL/MP	6 CP	
Advanced Seminar External Rendering of Accounts and Auditing	RE/HA	6 CP	

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