

Module Information for International Exchange Students – Department of Law and Economics



TECHNISCHE
UNIVERSITÄT
DARMSTADT

In this document you will find detailed information on the modules and courses offered to international exchange students by the Department of Law and Economics of Technische Universität Darmstadt during the winter semester 2018/19.

Exchange students are enrolled in one of the following study programmes in the Department of Law and Economics:

- Business and Economics
- Industrial Engineering
- Information Management

Please keep the following information in mind:

International exchange students can choose from all modules and courses which can be found on the attached list. Furthermore, they can attend courses in other departments of Technische Universität Darmstadt in the field of Engineering, Natural Sciences and Humanities.

Exchange students receive a specified number of credit points for successfully completed modules that can be transferred back to their home university. One credit point (CP) at Technische Universität Darmstadt equals one ECTS credit point (1 CP = 1 ECTS).

Most of the courses in the Department of Law and Economics are taught in German. However, a limited number of courses are offered in English. Please see the attached list for more details on the teaching language (E = English, G = German).

In case of obligations at the home university, international exchange students are allowed to arrange special examination dates for the modules on the attached list. Please consult the Advisor for International Affairs of the Department of Law and Economics Ms. Svea Hensel to apply for special exam arrangements, e.g. oral exams in English language.

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Modules for International Exchange Students WiSe 2018/19

Modul- nummer <i>Module Number</i>	Modulname <i>Module Name</i>	CP <i>CP</i>	Studien- niveau <i>Academic Level</i>	Lehrveranstaltungs- nummer <i>Course Number</i>	Name der Lehrveranstaltung <i>Course Title</i>	Dozent_in <i>Lecturer</i>	Sprache <i>Language</i> G=German E=English
01-10-1U01	Introduction to Business Administration	5	Bachelor	01-10-0000-vl	Introduction to Business Administration	Prof. Dr. Dirk Schiereck	G
01-13-1U01	Operations Research	6	Bachelor	01-13-0001-ue	Operations Research	Prof. Dr. Simon Emde	G
				01-13-0001-vl	Operations Research	Prof. Dr. Simon Emde	G
01-14-1U01	Bookkeeping	5	Bachelor	01-14-0001-vu	Bookkeeping	Prof. Dr. Reiner Quick	G
01-14-1U02	Financial Accounting	5	Bachelor	01-14-0003-vl	Financial Accounting	Prof. Dr. Reiner Quick	G
01-17-1U01	Human Resource Management	5	Bachelor	01-17-0003-vl	Human Resource Management	Dr. Gisela Gerlach	G
01-19-1U01	Business Administration in Real Estate and Construction Industry	5	Bachelor	01-19-0002-vl	Business Administration in Real Estate and Construction Industry	Prof. Dr. Andreas Pfnür	G
01-20-1U01	Electronic Markets	6	Bachelor	01-20-5100-ue	Electronic Markets	Prof. Dr. Alexander Benlian	G
				01-20-5100-vl	Electronic Markets	Prof. Dr. Alexander Benlian	G
01-27-1U01	Introduction to Entrepreneurship	5	Bachelor	01-27-1B01-vl	Introduction to Entrepreneurship	Prof. Dr. Carolin Bock	G
01-41-2U01	Basic Principles of Patent and Copyright Law	5	Bachelor	01-41-0002-vl	Basic Principles of Patent and Copyright Law	Prof. Dr. Jochen Marly	G
01-42-1U02	German and International Law of Business Transactions and Corporation Law I	6	Bachelor	01-42-0001-ue	German and International Law of Business Transactions and Corporation Law I	Prof. Dr. Janine Wendt	G
				01-42-0001-vl	German and International Law of Business Transactions and Corporation Law I	Prof. Dr. Janine Wendt	G
01-44-1U01	Law of Information Society	6	Bachelor	01-44-0001-vu	Law of Information Society	Prof. Dr. Viola Schmid	G
01-60-1U01	Introduction to Economics	6	Bachelor	01-60-0000-ue	Introduction to Economics	Prof. Dr. Michael Neugart	G
				01-60-0000-vl	Introduction to Economics	Prof. Dr. Michael Neugart	G
01-61-1U01	Macroeconomics I	6	Bachelor	01-61-0002-ue	Macroeconomics I	Prof. Dr. Volker Caspari	G
				01-61-0002-vl	Macroeconomics I	Prof. Dr. Volker Caspari	G
01-62-1U01	Microeconomics I	6	Bachelor	01-62-0003-ue	Microeconomics I	Prof. Dr. Volker Nitsch	G
				01-62-0003-vl	Microeconomics I	Prof. Dr. Volker Nitsch	G

vl = lecture, ue = exercise course, vu = lecture and exercises

Modul- nummer <i>Module Number</i>	Modulname <i>Module Name</i>	CP <i>CP</i>	Studien- niveau <i>Academic Level</i>	Lehrveranstaltungs- nummer <i>Course Number</i>	Name der Lehrveranstaltung <i>Course Title</i>	Dozent_in <i>Lecturer</i>	Sprache <i>Language</i> G=German E=English
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01-10-1G01	Technology and Innovation Management	10	Master	01-10-1M01-vu	Technology and Innovation Management	Prof. Dr. Alexander Kock	E
01-12-1G01	International Logistic Systems	5	Master	01-12-1M01-vl	International Logistic Systems	Prof. Dr. Ralf Elbert	G
01-12-1G02	Strategic Logistics Management	5	Master	01-12-1M02-vl	Strategic Logistics Management	Prof. Dr. Ralf Elbert	G
01-12-1G03	Logistic & Transport Management in Practice	5	Master	01-12-0M01-vu	Logistic & Transport Management in Practice	Prof. Dr. Ralf Elbert	G
01-13-2G01	Model Building and Analysis	10	Master	01-13-0006-ue	Model Building and Analysis	Prof. Dr. Simon Emde	G
				01-13-0006-vl	Model Building and Analysis	Prof. Dr. Simon Emde	G
01-14-1G03	Group Accounting	5	Master	01-14-0009-vu	Group Accounting	Torsten Hofmann	G
01-14-1G04	Quality Management and Environmental Management	5	Master	01-14-0010-vu	Quality Management and Environmental Management	Prof. Dr. Anette von Ahsen	G
01-14-1G05	Operational Management Accounting	5	Master	01-14-0012-vu	Operational Management Accounting	Prof. Dr. Anette von Ahsen	G
01-15-1G01	Information Management	6	Master	01-15-0007-ue	Information Management	Prof. Dr. Peter Buxmann	G
				01-15-0007-vl	Information Management	Prof. Dr. Peter Buxmann	G
01-15-1G02	Software and Internet Economics	6	Master	01-15-0008-ue	Software and Internet Economics	Prof. Dr. Peter Buxmann	G
				01-15-0008-vl	Software and Internet Economics	Prof. Dr. Peter Buxmann	G
01-16-1G01	Energy Finance	5	Master	01-16-1M01-vl	Energy Finance	Dr. Sascha Kolaric	E
01-16-1G02	Corporate Finance I (Equity Financing and Capital Markets)	5	Master	01-16-0002-vl	Corporate Finance I (Equity Financing and Capital Markets)	Prof. Dr. Dirk Schiereck	G
01-17-1G01	Leadership	5	Master	01-17-0004-vu	Leadership	Prof. Dr. Ruth Stock-Homburg	E
01-17-1G02	Customer Relationship Management	5	Master	01-17-0005-vl	Customer Relationship Management	Prof. Dr. Ruth Stock-Homburg	G
01-18-1G01	Creating a Web Startup	10	Master	01-18-6101-pj	Creating a Web Startup	Prof. Dr. Peter Buxmann	E
01-18-1G02	Internet-based Business Models	10	Master	01-18-1M01-vl	Internet-based Business Models	Prof. Dr. Alexander Benlian	E
01-19-1G01	Project Management I	5	Master	01-19-0001-vu	Project Management I	Dr. Bettina Hornung	G
01-19-1G02	Real Estate Management I	5	Master	01-19-0005-vu	Real Estate Management I	Prof. Dr. Andreas Pfnür	G
01-19-2G06	Project Management II	5	Master	01-19-0003-vl	Project Management II	Prof. Dr. Alexander Kock	G
01-20-1G01	Decision Support Systems	6	Master	01-20-6100-ue	Decision Support Systems	Prof. Dr. Peter Buxmann	G
				01-20-6100-vl	Decision Support Systems	Prof. Dr. Peter Buxmann	G

vl = lecture, ue = exercise course, vu = lecture and exercises

Modulnummer <i>Module Number</i>	Modulname <i>Module Name</i>	CP <i>CP</i>	Studien-niveau <i>Academic Level</i>	Lehrveranstaltungsnummer <i>Course Number</i>	Name der Lehrveranstaltung <i>Course Title</i>	Dozent_in <i>Lecturer</i>	Sprache <i>Language</i> G=German E=English
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01-23-1G01	Operational Production Management	5	Master	01-23-1M01-vu	Operational Production Management	Prof. Dr. Christoph Glock	E
01-27-2G01	Venture Valuation	10	Master	01-27-2M01-vu	Venture Valuation	Prof. Dr. Carolin Bock	E
01-44-1G04	Public Law	6	Master	01-44-0004-ue	Public Law	Prof. Dr. Viola Schmid	G
				01-44-0004-vl	Public Law	Prof. Dr. Viola Schmid	G
01-62-1G01	Economic Geography	5	Master	01-62-0002-vu	Economic Geography	Prof. Dr. Volker Nitsch	G
01-62-2G03	Urban Economics	5	Master	01-62-0006-vl	Urban Economics	Prof. Dr. Volker Nitsch	G
01-63-1G02	Public Economics	5	Master	01-63-1M02-vu	Public Economics	Prof. Dr. Michael Neugart	E
01-63-2G04	Political Economics	5	Master	01-63-2M02-vl	Political Economics	Prof. Dr. Michael Neugart	G
01-64-1G01	Productivity and Efficiency Analysis	5	Master	01-64-0005-vu	Productivity and Efficiency Analysis	Prof. Dr. Jens Krüger	E

vl = lecture, ue = exercise course, vu = lecture and exercises

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Bachelor Level

Module Title Introduction to Business Administration					
Module No. 01-10-1U01	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Bachelor	Lecturer Prof. Dr. rer. pol. Dirk Schiereck		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-10-0000-vl	Introduction to Business Administration		Lecture	2	
Teaching Contents					
<p>The course covers the foundations of business administration from a management-oriented view. The Introduction refers to the most important entrepreneurial functions. The theoretical statements from the Textbook are displayed very clear in the practical examples.</p> <p>Subjects of the lecture are the theoretical basics of the following topics:</p> <p>The company and its business environment: Existence of demands as a stimulus for entrepreneurial actions. The company in relation to its stakeholder groups (customers, suppliers, shareholders, employees etc.) as well as the secondary company goals.</p> <p>Marketing: Fundamentals, market research, product policy, distribution, pricing, communication policies (advertising and sales promotion), marketing strategies.</p> <p>Financing: Fundamentals, financial planning, sources of financing (internal vs. external).</p> <p>Personnel: the employee as a member of the company, adaption of work and working conditions to the needs of the employees, selected motivation theories, remuneration models, personnel development.</p> <p>Organisation: Formal elements of an organisation, structural and process organisation, organisation types.</p> <p>Management: Integrated leadership model, management functions (planning, delegation, control).</p>					
Learning Targets					
<p>The ability to understand business administration as part of economic science. The Ability to identify the coherence between companies and their surrounding conditions and to formulate business objectives. The Ability to know how to describe, to evaluate and to apply basic concepts and coherences in Marketing, Financing, Human Resources, Organization, Management, science of decision-making, production and cost theory, production planning, materials management and logistics, cost and activity accounting, accounting and investment.</p>					
Type of Examination					
Module examination: oral/written exam					
Applicability of the Module					
Only for exchange programme					
Reading					
Thommen, J.-P. & Achleitner, A.-K. (2009): Allgemeine Betriebswirtschaftslehre. Umfassende Einführung aus managementorientierter Sicht (6., überarb. und erw. Aufl.). Wiesbaden: Gabler.					

Module Title Operations Research					
Module No. 01-13-1U01	Credit Points 6 CP	Workload 180 h	Self-study 135 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Bachelor	Lecturer Prof. Dr. rer. pol. Simon Emde		
Courses of the Module					
Course No.	Course Title			Course Type	Contact Hours per Week
01-13-0001-ue	Operations Research			Exercise course	1
01-13-0001-vl	Operations Research			Lecture	2
Teaching Contents Basic terms and development of operations research, optimization models, linear programming (Simplex – algorithms, duality, transportation problems), fundamentals of graph theory, project planning, solution principles of mixed integer and combinatorial optimisation, dynamic optimization, OR and spreadsheet analysis (Excel), standard OR software (Xpress), fundamentals of simulation					
Admission Requirements (recommended) Principles of Business Administration I and II					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading <ul style="list-style-type: none"> Domschke, W., Drexl, A.: Einführung in Operations Research. Prüfungsrelevant sind alle Kapitel des Buchs außer den Kapiteln 2.5.4 (Sensitivitätsanalyse), 2.6 (Simplex mit unteren und oberen Schranken für Variablen; revidierter Simplex-Algorithmus), 2.8 (Spieltheorie), 5 (Netzplantechnik), 8 (Nichtlineare Optimierung) und 9 (Warteschlangentheorie). Domschke et al.: Übungen und Fallbeispiele zum Operations Research. 					

Module Title Bookkeeping					
Module No. 01-14-1U01	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Bachelor	Lecturer Prof. Dr. rer. pol. Reiner Quick		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-14-0001-vu	Bookkeeping		Lecture and exercises	2	
Teaching Contents Fundamentals of accounting and bookkeeping, inventory, balance sheet, recording of assets and debt, recording of expenses and revenues selected transactions (sales and purchases, non-current assets, current assets, accruals, wage and salary, distribution of earnings), annual closing entry					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading <ul style="list-style-type: none"> Quick, R., Wurl, H.-J.: Doppelte Buchführung 					

Module Title Financial Accounting					
Module No. 01-14-1U02	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Bachelor	Lecturer Prof. Dr. rer. pol. Reiner Quick		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-14-0003-vl	Financial Accounting		Lecture	2	
Teaching Contents Fundamentals of accounting based on the rules of the German Commercial Code (HGB), accounting concepts, purpose of accounting, bookkeeping, inventory, recognition and measurement of assets and liabilities, income statement, notes, management report					
Admission Requirements (recommended) Bookkeeping					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading <ul style="list-style-type: none"> Quick, R., Wolz, M.: Bilanzierung in Fällen 					

Module Title Human Resource Management					
Module No. 01-17-1U01	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Bachelor	Lecturer Prof. Dr. rer. pol. Ruth Stock-Homburg		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-17-0003-vl	Human Resource Management		Lecture	2	
Teaching Contents					
<ul style="list-style-type: none"> • Fundamentals of HR management • Employee flow systems • Reward systems • Leadership • New challenges for HR management 					
Admission Requirements (recommended)					
Principles of Business Administration					
Type of Examination					
Module examination: oral/written exam					
Applicability of the Module					
Only for exchange programme					
Reading					
<ul style="list-style-type: none"> • Stock-Homburg, R. (2013), Personalmanagement: Theorien – Konzepte – Instrumente, 3. Auflage, Wiesbaden (Kapitel: 1, 3-6, 8-9, 12-13, 15, 17-19). 					
Additional literature in script					

Module Title Business Administration in Real Estate and Construction Industry					
Module No. 01-19-1U01	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Bachelor	Lecturer Prof. Dr. rer. pol. Andreas Pfnür		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-19-0002-vl	Business Administration in Real Estate and Construction Industry		Lecture	2	
Teaching Contents Parties involved in building, markets and construction organization, cost management, marketing of construction works, payment schedule and financing, accounting/balancing in construction companies, construction company organization structure, definition of the problem, basics of the real estate economy, real estate development, real estate financing and asset management, utilization of real estate, operation of real estate and facilities					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading <ul style="list-style-type: none"> Diederichs, C. J. (2006): Führungswissen für Bau- und Immobilienfachleute (2., erw. und akt. Aufl.). Berlin et al.: Springer. Pfnür, A. (2011): Modernes Immobilienmanagement (3. Aufl.). Berlin et al.: Springer. 					

Module Title Electronic Markets					
Module No. 01-20-1U01	Credit Points 6 CP	Workload 180 h	Self-study 135 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Bachelor	Lecturer Prof. Dr. oec. publ. Alexander Benlian		
Courses of the Module					
Course No.	Course Title			Course Type	Contact Hours per Week
01-20-5100-ue	Electronic Markets			Exercise course	1
01-20-5100-vl	Electronic Markets			Lecture	2
Teaching Contents Foundations and principles of digital platforms and ecosystems, strategies for electronic markets and in the platform economy, essential building blocks of digital business models, different types of digital business models (e.g., Sharing Economy, Crowdfunding, Freemium), management concepts of digital transformation					
Admission Requirements (recommended) Introduction to Information Systems Principles of Business Administration					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading To be announced in class.					
Additional Information No individual date of exam possible. The exam will be offered in German language only.					

Module Title Introduction to Entrepreneurship						
Module No. 01-27-1U01	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every semester	
Language of Instruction German		Level Bachelor	Lecturer Prof. Dr. rer. pol. Carolin Bock			
Courses of the Module						
Course No.	Course Title			Course Type	Contact Hours per Week	
01-27-1B01-vl	Introduction to Entrepreneurship			Lecture	2	
Teaching Contents						
<p>The course “Grundlagen des Entrepreneurship” (Introduction to Entrepreneurship), being part of the module “Grundlagen Entrepreneurship” introduces concepts of entrepreneurship relying on basic concepts and definitions. Hereby, a global and international perspective is taken. The course includes the topics: actions of entrepreneurs, their motivations and idea generating processes, effectuation and causation, their decision-making, and entrepreneurial failure. Concerning entrepreneurial businesses, business planning, growth models, strategic alliances of young ventures, and human and social capital of entrepreneurs are discussed. Further, special types of entrepreneurship are taught.</p>						
Learning Targets						
<p>After successfully completing the module, students are able to:</p> <ul style="list-style-type: none"> • define and describe basic concepts towards entrepreneurship, • understand the psychologically-related concepts of being an entrepreneur, • understand and describe the evolution from small firms to multinational enterprises, • describe special types of entrepreneurship, • understand basic concepts of entrepreneurial thinking towards idea- and business model creation, • realize business opportunities and build sustainable business models, • evaluate chances and risks of national and international markets as well choosing among various market entry strategies, • incorporate stakeholder feedback into the business model. 						
Type of Examination						
Module examination: oral/written exam						
Applicability of the Module						
Only for exchange programme						
Reading						
To be announced in class.						
Additional Information						
<p>The course-related topics will be presented using beamer presentations, practical examples and guest speakers. Students are urged to study the literature in order to better understand the concepts taught in class. Students are also encouraged to participate in active discussions in order to broaden their understanding of the course-related topics.</p>						

Module Title					
Basic Principles of Patent and Copyright Law					
Module No.	Credit Points	Workload	Self-study	Duration	Cycle
01-41-2U01	5 CP	150 h	120 h	1 Semester	Every 2. semester
Language of Instruction		Level	Lecturer		
German		Bachelor	Prof. Dr. jur. Jochen Marly		
Courses of the Module					
Course No.	Course Title			Course Type	Contact Hours per Week
01-41-0002-vl	Basic Principles of Patent and Copyright Law			Lecture	2
Teaching Contents					
<ul style="list-style-type: none"> • Introduction • Overview on the Intellectual Property Rights • Literature • General Right of Privacy • “The right of the own picture” • Protection of the Name • The work of the author • The author • The Content of the Copyright I + II • Limitations of the Copyright Law • Marketing companies • The Copyright Law in legal matters • Publishing contracts • International Copyright Law • Theory of the Industrial Property Rights • Object of protection and provisions of protection of a patent • The inventor • The creation of a patent • Content and limitations of a patent • Infringements of right 					
Type of Examination					
Module examination: oral/written exam					
Applicability of the Module					
Only for exchange programme					
Reading					
To be announced in class.					

Module Title					
German and International Law of Business Transactions and Corporation Law I					
Module No.	Credit Points	Workload	Self-study	Duration	Cycle
01-42-1U02	6 CP	180 h	135 h	1 Semester	Every 2. semester
Language of Instruction		Level	Lecturer		
German		Bachelor	Prof. Dr. jur. Janine Wendt		
Courses of the Module					
Course No.	Course Title			Course Type	Contact Hours per Week
01-42-0001-ue	German and International Law of Business Transactions and Corporation Law I			Exercise course	1
01-42-0001-vl	German and International Law of Business Transactions and Corporation Law I			Lecture	2
Teaching Contents					
<p>The course is divided into two main parts: The first part contains an introduction into the specific legal problems of German trade law (Handelsrecht) including the law of commercial transactions and an overview over the international commercial law rules. The key aspect is a focus on legal problems of business contracts.</p> <p>The second part gives an overview over the German company law, especially the partnership and the limited partnership including the German limited liability company and the public limited company. Another topic is Corporate Governance and Compliance, codetermination and the financing of companies.</p> <p>An additional course serves the discussion of individual cases. It completes the lecture and enables to understand recent cases and court decisions.</p>					
Admission Requirements (recommended)					
Gute Kenntnisse der Grundzüge des Allgemeinen Teils des BGB, insbesondere des Vertragsrechts, werden vorausgesetzt.					
Type of Examination					
Module examination: oral/written exam					
Applicability of the Module					
Only for exchange programme					
Reading					
<ul style="list-style-type: none"> • Brox/Henssler: Handelsrecht (Wertpapierrecht ist nicht prüfungsrelevant) • Kindler: Grundkurs Handels- und Gesellschaftsrecht • Wank: Handels- und Gesellschaftsrecht • Bitter: Gesellschaftsrecht 					

Module Title Law of Information Society (Cyberlaw I)					
Module No. 01-44-1U01	Credit Points 6 CP	Workload 180 h	Self-study 135 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Bachelor	Lecturer Prof. Dr. jur. Viola Schmid		
Courses of the Module					
Course No.	Course Title			Course Type	Contact Hours per Week
01-44-0001-ue	Law of the Information Society (Cyberlaw I)			Exercise course	1
01-44-0001-vu	Cyberlaw			Lecture and exercises	2
Teaching Contents					
<p>Cyberlaw is an introductory course to Cyberlaw, the law of the distribution of chances and risks, rights and obligations in cyberspace. The course has a public law perspective, and therefore a governance-oriented perspective. In addition to the focus on methodology and dogmatics, the canon of modern information law will be worked through, with topics such as acoustic surveillance of private property, online searches, online demonstrations, data preservation, forum accountability (video) surveillance, GPS surveillance and IT security.</p> <p>The course, consisting of lectures and tutorials (integrated course), is aimed at students who do not aspire to a traditional legal capacity and competency portfolio (no legal education, no career as judge, lawyer...). Therefore, the course makes no claim to be complete (pars pro toto and the reference to further reading), remains constant in methods (which is practically timeless), sets priorities (enforcement-oriented jurisprudence, legal issues of the multi-level model) and presents recent decisions and/or legislation (which are often not yet commented on in the literature).</p> <p>The course is “tailored” for students at the TUD and does not require a legal background – it does, however, require qualitative engagement for the topics and methodologies of Cyberlaw. It attempts to pick up students at their current level of knowledge and to motivate them to good Learning Targets in accordance with the principle of equivalence of instruction and examination.</p>					
Type of Examination					
Module examination: oral/written exam					
Applicability of the Module					
Only for exchange programme					
Reading					
<p>To be announced in class.</p> <p>Grundsätzlich verwenden Vorlesung und Übung eine von der Vortragenden konzipierte Gesetzessammlung/Textbuch (nunmehr in der 9. Auflage).</p>					

Module Title Introduction to Economics					
Module No. 01-60-1U01	Credit Points 6 CP	Workload 180 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Bachelor	Lecturer Prof. Dr. rer. pol. Michael Neugart		
Courses of the Module					
Course No.	Course Title			Course Type	Contact Hours per Week
01-60-0000-ue	Introduction to Economics			Exercise course	2
01-60-0000-vl	Introduction to Economics			Lecture	2
Teaching Contents The course deals with: economic models, supply and demand, elasticities, consumer and producer rent, opportunity costs, marginal analysis, cost theory, utility maximization, macroeconomic indicators, long-run growth, aggregate supply and aggregate demand.					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading <ul style="list-style-type: none"> Krugman, P. und R. Wells (2010): Volkswirtschaftslehre. Stuttgart: Schäfer-Poeschel. 					
Additional Information No individual date of exam possible. The exam will be offered in German language only.					

Module Title Macroeconomics I						
Module No. 01-61-1U01	Credit Points 6 CP	Workload 180 h	Self-study 135 h	Duration 1 Semester	Cycle Every 2. semester	
Language of Instruction German		Level Bachelor	Lecturer Prof. Dr. rer. pol. Volker Caspari			
Courses of the Module						
Course No.	Course Title			Course Type	Contact Hours per Week	
01-61-0002-ue	Macroeconomics I			Exercise course	1	
01-61-0002-vl	Macroeconomics I			Lecture	2	
Teaching Contents						
<ul style="list-style-type: none"> • Goods and money markets in the short run • Labor market • Wage-price spiral • Phillips relation • Goods market in the long run • Determinants of growth 						
Admission Requirements (recommended)						
Economics I						
Type of Examination						
Module examination: oral/written exam						
Applicability of the Module						
Only for exchange programme						
Reading						
<ul style="list-style-type: none"> • Blanchard, O., Illing, G.: Makroökonomie 						

Module Title Microeconomics I					
Module No. 01-62-1U01	Credit Points 6 CP	Workload 180 h	Self-study 135 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Bachelor	Lecturer Prof. Dr. rer. pol. Volker Nitsch		
Courses of the Module					
Course No.	Course Title			Course Type	Contact Hours per Week
01-62-0003-ue	Microeconomics I			Exercise course	1
01-62-0003-vl	Microeconomics I			Lecture	2
Teaching Contents Consumer behaviour: utility maximization, firm behaviour: profit maximization, market equilibrium, externalities, public goods, other forms of market intervention					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading <ul style="list-style-type: none"> • Varian, H.: Grundzüge der Mikroökonomie • Pindyck, R. S., Rubinfeld, D. L.: Mikroökonomie • Mankiw, N. G.: Grundzüge der Volkswirtschaftslehre 					

Master Level

Module Title Technology and Innovation Management					
Module No. 01-10-1G01	Credit Points 10 CP	Workload 300 h	Self-study 240 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction English		Level Master	Lecturer Prof. Dr. Alexander Kock		
Courses of the Module					
Course No.	Course Title		Course Type		Contact Hours per Week
01-10-1M01-vu	Technology and Innovation Management		Lecture and exercises		4
Teaching Contents The lecture Technology and Innovation Management is designed for the students to learn about the challenges of managing innovation. Organizational change and innovation are the basic requirements for competitiveness and success of businesses. However, in most industries innovation is often paired with organizational challenges and barriers. In this lecture, students get to know the fundamental concepts and design of Innovation Management and the innovation process (from initiative to implementation), as well as the interaction of central actors. Furthermore, this lecture provides insights into the specialisations Innovation Behaviour and Strategic Technology and Innovation Management.					
Learning Targets After the course the students are able to <ul style="list-style-type: none"> • identify and evaluate problems emerging from managing innovation. • explain, evaluate and apply theories of Technology and Innovation Management. • evaluate fundamental design factors of corporate innovation systems. • derive improvement procedures for innovation processes in firms. • apply tools of technology management. • make relevant recommendations for corporate practice. 					
Admission Requirements (recommended) Principles of Business Administration					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading Basic literature: <ul style="list-style-type: none"> • Hauschildt, J., Salomo, S., Schultz, C., Kock, A. (2016): Innovationsmanagement, 6. Aufl. Vahlen Verlag. • Tidd/Bessant (2013): Managing Innovation: Integrating Technological, Market and Organizational Change. Further articles will be announced in the lecture.					

Module Title International Logistic Systems						
Module No. 01-12-1G01	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester	
Language of Instruction German		Level Master	Lecturer Prof. Dr. rer. pol. Ralf Elbert			
Courses of the Module						
Course No.	Course Title			Course Type	Contact Hours per Week	
01-12-1M01-vl	International Logistic Systems			Lecture	2	
Teaching Contents The course deals with basics of intra- logistics systems in industry, trade and logistics companies as well as transport systems in international sales and procurement channels. Based on the characteristics of logistics services, basics of execution-specific subsystems (order fulfillment, stock-keeping, warehousing, packaging, transport) and of phase-specific subsystems (inbound logistics, manufacturing logistics, distribution logistics, spare part logistics, reverse logistics) within logistics will be presented in the following course.						
Learning Targets After the course students are able to <ul style="list-style-type: none"> • understand the logistics conception and the relevance of logistics as well as the related consequences for companies. • describe a holistic view of the flow of material and goods caused by storage, transshipment, transport, packaging, signing and order fulfillment. • understand impacts of logistics processes and their planning and control on organizational aspects and methodical approaches within companies and networks. • evaluate different alternatives to integrate, coordinate and collaborate in a multi company network. • solve problems in a team and to present and defend them in front of representatives from academy and industry. • apply the logistical concepts, which are taught within the module, in concrete cases from practice. 						
Admission Requirements (recommended) <ul style="list-style-type: none"> • Principles of Business Administration I and II (or equivalent) 						
Type of Examination Module examination: oral/written exam						
Applicability of the Module Only for exchange programme						
Reading <ul style="list-style-type: none"> • Pfohl, H.-Chr. (2016): Logistikmanagement. Konzeption und Funktionen. 3., neu bearbeitete und aktualisierte Auflage. Berlin u.a. 2016. • Corsten, H.; Gössinger, R.: Einführung in das Supply Chain Management. 2, vollständig überarbeitete und wesentlich erweiterte Auflage, München, 2008. 						

Module Title Strategic Logistics Management					
Module No. 01-12-1G02	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Master	Lecturer Prof. Dr. rer. pol. Ralf Elbert		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-12-1M02-vl	Strategic Logistics Management		Lecture	2	
Teaching Contents					
<p>The focus of this class is on logistics related problems in the fields of strategic management, controlling and organization. Logistics processes within producing companies including their planning, steering and control are discussed. Students are supposed to deal with the instrumental and organizational consequences of the flow-oriented logistics conception. In addition to the logistics planning of producing companies, students learn about different business models of logistics service providers. To broaden the view from a simplistic focus to a holistic understanding the course also covers the management of relationships and cooperation as well as the issues of integration and coordination in interorganizational supply chains.</p>					
Learning Targets					
<p>After the course students are able to understand</p> <ul style="list-style-type: none"> • approaches in the field of strategic planning, controlling and the organizational integration of logistics in a company. • understand impacts of logistics processes and their planning and control on organizational aspects and methodical approaches within companies and networks. • transfer this understanding into a supply chain context. • evaluate different alternatives to integrate, coordinate and collaborate in a multi company network. • solve problems in a team and to present and defend them in front of representatives from academy and industry. • apply the logistical concepts, which are taught within the module, in concrete cases from practice. 					
Admission Requirements (recommended)					
<ul style="list-style-type: none"> • Management • Principles of Business Administration 					
Type of Examination					
Module examination: oral/written exam					
Applicability of the Module					
Only for exchange programme					
Reading					
<ul style="list-style-type: none"> • Pfohl, H.-Chr. (2016): Logistikmanagement. Konzeption und Funktionen. 3., neu bearbeitete und aktualisierte Auflage. Berlin u.a. 2016. 					

Module Title Logistic and Transport in Practice					
Module No. 01-12-1G03	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Master	Lecturer Prof. Dr. rer. pol. Ralf Elbert		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-12-0M03-vu	Logistics and Transport in Practice		Lecture and exercises	2	
Teaching Contents					
<p>The course consists of an elective catalogue of application-oriented subjects, which is offered in cooperation with visiting lectures from practice. One arbitrary subject can be chosen from the catalogue (each subject can only be accounted for one module). The participants should apply fundamental theoretical concepts and planning models in logistics and transport in concrete cases for deepening their understanding. Problem-solving expertise for specific problems in logistics and transport is achieved by the means of exercises, case studies and presentations. Dependent on the selected subject, the characteristics of certain transport modes, methods for planning processes in supply chains or techniques for negotiating, communicating and leadership (in the context of logistics and transport) are paramount. Regarding methodological skills, group work and presenting as well as reasoning of developed solutions are taught.</p>					
Learning Targets					
<p>After the course students are able to</p> <ul style="list-style-type: none"> • understand the logistics conception and the relevance of logistics as well as the related consequences for companies. • describe a holistic view of the flow of material and goods caused by storage, transshipment, transport, packaging, signing and order fulfillment. • understand impacts of logistics processes and their planning and control on organizational aspects and methodical approaches within companies and networks. • evaluate different alternatives to integrate, coordinate and collaborate in a multi company network. • solve problems in a team and to present and defend them in front of representatives from academy and industry. • apply the logistical concepts, which are taught within the module, in concrete cases from practice. 					
Admission Requirements (recommended)					
Principles of Business Administration I and II (or equivalent)					
Type of Examination					
Module examination: oral/written exam					
Applicability of the Module					
Only for exchange programme					
Reading					
<ul style="list-style-type: none"> • Pfohl, H.-Chr. (2016): Logistikmanagement. Konzeption und Funktionen. 3., neu bearbeitete und aktualisierte Auflage. Berlin u.a. 2016. • Corsten, H.; Gössinger, R.: Einführung in das Supply Chain Management. 2, vollständig überarbeitete und wesentlich erweiterte Auflage, München, 2008. 					

Module Title Model Building and Analysis					
Module No. 01-13-2G01	Credit Points 10 CP	Workload 300 h	Self-study 240 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Master	Lecturer Prof. Dr. rer. pol. Simon Emde		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-13-0006-ue	Übung Modellbildung und -analyse		Exercise course	2	
01-13-0006-vl	Model Building and Analysis		Lecture	2	
Teaching Contents This course tackles essential and advanced concepts of model-based optimization. The class teaches how to model practical optimization problems efficiently and how to solve them using model-based techniques. Some topics are: basics of planning and modelling, advanced concepts of linear programming, integer programming, stochastic programming, and decomposition approaches.					
Learning Targets After the course the students are able to: <ul style="list-style-type: none"> • assess the possible fields of application of model-based planning techniques. • reflect and process the steps of model-based planning. • use quantitative methods effectively. • model and solve real-world problems using computational methods. • judge the results of quantitative analyses and to communicate them orally and in written form correctly. 					
Admission Requirements (recommended) Introduction to Operations Research					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading <ul style="list-style-type: none"> • Fleßa, S. (2010): Planen und Entscheiden in Beruf und Alltag. Oldenbourg, München. • Klein, R. und A. Scholl (2011): Planung und Entscheidung. 2. Aufl., Vahlen, München. • Scholl, A. (2001): Robuste Planung und Optimierung, Physica, Heidelberg. Williams, H.P. (2013): Model Building in Mathematical Programming, 5. Aufl., John Wiley & Sons, Chichester. 					

Module Title Group Accounting					
Module No. 01-14-1G03	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Master	Lecturer Prof. Dr. rer. pol. Reiner Quick		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-14-0009-vu	Group Accounting		Lecture and exercises	2	
Teaching Contents Regulations of group accounting and the procedure of consolidation of financial statements of legally independent subsidiaries into the consolidated statement of the entire group, based on German Commercial Code (HGB) and IFRS.					
Learning Targets After the courses the students are able to <ul style="list-style-type: none"> • understand the core principles of IFRS-accounting, apply specific IFRS to solve specific accounting problems. • understand the principles und relevant regulations of group accounting. • combine the financial statements of subsidiaries into the consolidated financial statements of a group. • analyze financial statements based on the German Commercial Code (HGB). • understand the objectives, measures and criteria of accounting policy. 					
Admission Requirements (recommended) Basic knowledge in business administration and financial accounting					
Type of Examination Module examination: oral/written exam					
Reading <ul style="list-style-type: none"> • Pellens, B., Fülbier, R. U., Gassen, J., Sellhorn, T.: Internationale Rechnungslegung. • Quick, R., Wolz, M.: Bilanzierung in Fällen. • Ruhnke, K.: Rechnungslegung nach IFRS und HGB. • Küting, K., Weber, C.-P.: Der Konzernabschluss. • Küting, K., Weber, C.-P.: Die Bilanzanalyse. • Coenenberg, A. G., Haller, A., Schultze, W.: Jahresabschluss und Jahresabschlussanalyse. 					

Module Title Quality Management and Environmental Management					
Module No. 01-14-1G04	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Master	Lecturer apl. Prof. Dr. Anette Ahsen		
Courses of the Module					
Course No.		Course Title	Course Type	Contact Hours per Week	
01-14-0010-vu		Quality Management and Environmental Management	Lecture and exercises	2	
Teaching Contents Corporate Social Responsibility – targets of quality and environmental management – sustainability management systems: quality, environmental and energy management systems – methods of quality and environmental management – external sustainability reporting – guest lectures from corporate practice					
Learning Targets After the courses the students are able to <ul style="list-style-type: none"> • describe the various legal forms of organization and their pros and cons. • present the essential statutory regulations for companies in Germany. • distinguish the terms Corporate Governance, Compliance and Corporate Social Responsibility. • assess regulatory incentives for ethically sound and responsible behavior. • understand the tasks, objectives and problems of quality and environmental management. • assess the design, opportunities and challenges of management systems. • assess the possibilities and limitations of the different instruments of quality and environmental management. • critically analyze approaches from business practice. 					
Admission Requirements (recommended) Basic knowledge in business administration					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only exchange programme					
Reading <ul style="list-style-type: none"> • Windbichler, C.; Hueck, A.: Gesellschaftsrecht: Ein Studienbuch, 2017 • Bitter, G.; Heim, S.: Gesellschaftsrecht, 2018. • Ahsen, A. von; Bradersen, U.; Loske, A.; Marczian, S. (2015): Umweltmanagementsysteme. In: Kaltschmitt, M.; Schebek, L. (Hrsg.): Umweltbewertung für Umweltingenieure, Berlin, Heidelberg, S. 359-402. • Baumast, A.; Pape, J. (Hrsg.): Betriebliches Nachhaltigkeitsmanagement, Stuttgart 2013. 					

Module Title Operational Management Accounting					
Module No. 01-14-1G05	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Master	Lecturer apl. Prof. Dr. Anette Ahsen		
Courses of the Module					
Course No.		Course Title	Course Type	Contact Hours per Week	
01-14-0012-vu		Operatives Controlling	Lecture and exercises	2	
Teaching Contents Introduction: basic principles – budgeting and deviation analysis, activity based costing, innovation controlling: target costing, life cycle costing, controlling with key performance indicators and balanced scorecard					
Learning Targets After the courses the students are able to <ul style="list-style-type: none"> • understand the functions, objectives and challenges of management accounting. • evaluate the benefits and limitations of management accounting instruments. • evaluate the pros and cons of innovation management accounting. • explain different decisions of management accounting from a theoretical perspective and search for solutions. 					
Admission Requirements (recommended) Basic knowledge in business administration and cost accounting					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading <ul style="list-style-type: none"> • Horvath, P.: Controlling. • Baum, H.-G., Coenenberg, A. G., Günther, T.: Strategisches Controlling. • Küpper, H.-U.: Controlling. • Schultz, V.: Basiswissen Controlling. • Weber, J.; Schäffer, U.: Einführung in das Controlling. 					

Module Title Information Management					
Module No. 01-15-1G01	Credit Points 6 CP	Workload 180 h	Self-study 135 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Master	Lecturer Prof. Dr. rer. pol. Peter Buxmann		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-15-0007-ue	Information Management		Exercise course	1	
01-15-0007-vl	Information Management		Lecture	2	
Teaching Contents					
<p>The lecture deals with the most important areas of IT management from the business perspective of the user company:</p> <ul style="list-style-type: none"> • Tasks and challenges of information management: alternatives for the organization of information management, procedures for economic analyses, information technology as competitive factor or profit center, consideration of privacy and IT security 					
Learning Targets					
<p>After this course students will be able to</p> <ul style="list-style-type: none"> • understand the principles of the Internet economy from both a theoretical and practical perspective. • understand the economic characteristics of digital goods, especially with respect to their cost structure. • identify and evaluate the major challenges and the potential of the Internet for suppliers of digital goods. • understand strategies and business models of software providers. <p>as well as to</p> <ul style="list-style-type: none"> • identify the tasks of information management and IT management and understand and classify the scientific discussion on the value contribution of IT. • know and evaluate strategies and goals of IT outsourcing and cloud computing. • identify key types of business applications within a company and to evaluate advantages and disadvantages of IT standardization. • apply methods to quantify complexity in IT architectures. • to identify and assess selected application examples of machine learning or artificial intelligence. 					
Admission Requirements (recommended)					
<ul style="list-style-type: none"> • Introduction to Information Systems • Geschäftsprozess- und Unternehmensmodellierung 					
Type of Examination					
Module examination: oral/written exam					
Applicability of the Module					
Only for exchange programme					
Reading					
<ul style="list-style-type: none"> • Buxmann, P., Diefenbach, H., Hess, Th.: Die Softwareindustrie. Ökonomische Prinzipien, Strategien, Perspektiven. • Lambrecht A., Skiera B.: Paying too much and being happy about it: existence, causes, and consequences of tariff-choice biases. <i>Journal of Marketing Research</i> 43, S. 212–223. • Lehmann, S., Buxmann, P.: Preisstrategien von Softwareanbietern; <i>Wirtschaftsinformatik</i> 51(6) S. 519- 529. 					

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- Strube, J., Buxmann, P., Pohl, G.: Der Einfluss von Digital Rights Management auf die Zahlungsbereitschaften für Online-Musik - Untersuchung auf Basis einer Conjointanalyse, Zeitschrift für Medienwirtschaft.
 - Buxmann, P.: Informationsmanagement in vernetzten Unternehmen.
 - Buxmann, P., Miklitz, T.: IT-Standardisierung und -Integration bei M&A-Projekten, In: Wirtz, Bernd W. (Hrsg.): Integriertes Mergers & Acquisitions Management.
 - Krcmar, H. Informationsmanagement (2015): Springer-Verlag Berlin Heidelberg, 6. Auflage.
 - Shapiro, C.; Varian, H. R. (1999): Information Rules. Harvard Business School Press.
 - Voß, S., Gutenschwager, K. (2001): Informationsmanagement. Berlin: Springer.
 - Mertens, P., et al. (2016): Grundzüge der Wirtschaftsinformatik, 11. Auflage, Springer.

Module Title Software and Internet Economics					
Module No. 01-15-1G02	Credit Points 6 CP	Workload 180 h	Self-study 135 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Master	Lecturer Prof. Dr. rer. pol. Peter Buxmann		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-15-0008-ue	Software and Internet Economics		Exercise course	1	
01-15-0008-vl	Software and Internet Economics		Lecture	2	
Teaching Contents					
<ul style="list-style-type: none"> • Foundations of the Internet economy: Characteristics of digital goods, chances and risks of offering digital goods (digital value chains, digital rights management, multi-channel management), network effects, economics of standardization, example: digital books • Economic principles of the software industry: market overview, strategies for the software industry (cooperations and acquisitions, software clusters, distribution and pricing strategies), specific topics (platform strategies, software as a service, cloud computing) 					
Learning Targets					
After this course students will be able to					
<ul style="list-style-type: none"> • understand the principles of the Internet economy from both a theoretical and practical perspective. • understand the economic characteristics of digital goods, especially with respect to their cost structure. • identify and evaluate the major challenges and the potential of the Internet for suppliers of digital goods. • understand strategies and business models of software providers. 					
as well as to					
<ul style="list-style-type: none"> • identify the tasks of information management and IT management and understand and classify the scientific discussion on the value contribution of IT. • know and evaluate strategies and goals of IT outsourcing and cloud computing. • identify key types of business applications within a company and to evaluate advantages and disadvantages of IT standardization. • apply methods to quantify complexity in IT architectures. • to identify and assess selected application examples of machine learning or artificial intelligence. 					
Admission Requirements (recommended)					
<ul style="list-style-type: none"> • Introduction to Information Systems • Geschäftsprozess- und Unternehmensmodellierung 					
Type of Examination					
Module examination: oral/written exam					
Applicability of the Module					
Only for exchange programme					
Reading					
<ul style="list-style-type: none"> • Buxmann, P., Diefenbach, H., Hess, Th.: Die Softwareindustrie. Ökonomische Prinzipien, Strategien, Perspektiven. 					

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- Lambrecht A., Skiera B.: Paying too much and being happy about it: existence, causes, and consequences of tariff-choice biases. *Journal of Marketing Research* 43, S. 212–223.
 - Lehmann, S., Buxmann, P.: Preisstrategien von Softwareanbietern; *Wirtschaftsinformatik* 51(6) S. 519- 529.
 - Strube, J., Buxmann, P., Pohl, G.: Der Einfluss von Digital Rights Management auf die Zahlungsbereitschaften für Online-Musik - Untersuchung auf Basis einer Conjointanalyse, *Zeitschrift für Medienwirtschaft*.
 - Buxmann, P.: Informationsmanagement in vernetzten Unternehmen.
 - Buxmann, P., Miklitz, T.: IT-Standardisierung und -Integration bei M&A-Projekten, In: Wirtz, Bernd W. (Hrsg.): *Integriertes Mergers & Acquisitions Management*.
 - Krcmar, H. *Informationsmanagement* (2015): Springer-Verlag Berlin Heidelberg, 6. Auflage.
 - Shapiro, C.; Varian, H. R. (1999): *Information Rules*. Harvard Business School Press.
 - Voß, S., Gutenschwager, K. (2001): *Informationsmanagement*. Berlin: Springer.
 - Mertens, P., et al. (2016): *Grundzüge der Wirtschaftsinformatik*, 11. Auflage, Springer.

Module Title Energy Finance					
Module No. 01-16-1G01	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction English		Level Master	Lecturer Prof. Dr. rer. pol. Dirk Schiereck		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-16-1M01-vu	Energy Finance		Lecture and exercises	2	
Teaching Contents					
<p>Energy should be provided sufficiently and at acceptable cost. At the same time related environmental impacts have to be minimised. Examples illustrate how we dealt with environmental problems in the past and what instruments are available today. One of the major challenges for the coming years and decades is global climate protection. Based on recent energy scenarios different options are discussed. Questions are: How can we manage market risk in energy prices and how can we structure the economic, political and institutional framework for the energy provision of the future. Starting from the international perspective the situation in Germany will be analyzed in detail. Case studies show what is possible.</p>					
Learning Targets					
<p>After the courses students are able to</p> <ul style="list-style-type: none"> • deal with theoretical and practical issues in capital markets. • motivate from a financial theory perspective corporate finance decisions. • understand financial structures of companies. • assess advantages and disadvantages of financial structures. • evaluate equity and debt financing. • apply corporate evaluation methods and are aware of their limitations. • handle and evaluate models and the realization of corporate finance opportunities. 					
Admission Requirements (recommended)					
Knowledge of the bachelor course “Finanzierung” is useful but not mandatory					
Type of Examination					
Module examination: oral/written exam					
Reading					
To be announced in class.					

Module Title Corporate Finance I (Equity Financing and Capital Markets)					
Module No. 01-16-1G02	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Master	Lecturer Prof. Dr. rer. pol. Dirk Schiereck		
Courses of the Module					
Course No.		Course Title	Course Type	Contact Hours per Week	
01-16-0002-vu		Corporate Finance I (Equity Financing and Capital Markets)	Lecture and exercises	2	
Teaching Contents The course discusses major ways companies employ to finance their operations via capital markets. Equity financing is the focus of this course. Students learn about the mechanism and reasoning behind Initial Public Offerings (IPO). In particular, the course examines conceptual and application perspectives related to initial underpricing of IPOs, the valuation of IPOs, and different allocation procedures of shares. Theoretical discussions are followed by empirical findings to each topic. Then, the rationale of seasoned equity offerings (SEO) is analyzed. Topics include the legal framework in different countries, cycles, underpricing, and performance of SEOs. The rationale of corporate cross-listing decisions is examined as well. The second part of the course focuses on debt financing. Students are introduced to bond markets. The emphasis is on bond pricing as well as reasons, characteristics and types of corporate bonds.					
Learning Targets After the courses students are able to <ul style="list-style-type: none"> • deal with theoretical and practical issues in capital markets. • motivate from a financial theory perspective corporate finance decisions. • understand financial structures of companies. • assess advantages and disadvantages of financial structures. • evaluate equity and debt financing. • apply corporate evaluation methods and are aware of their limitations. • handle and evaluate models and the realization of corporate finance opportunities. • understand the change of financial structures in specific market phases. 					
Admission Requirements (recommended) Knowledge of the bachelor course “Finanzierung” is useful but not mandatory					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading To be announced in class.					

Module Title					
Leadership					
Module No.	Credit Points	Workload	Self-study	Duration	Cycle
01-17-1G01	5 CP	150 h	120 h	1 Semester	Every 2. semester
Language of Instruction		Level	Lecturer		
English		Master	Prof. Dr. rer. pol. Ruth Stock-Homburg		
Courses of the Module					
Course No.		Course Title	Course Type	Contact Hours per Week	
01-17-0004-vu		Leadership	Lecture and exercises	2	
Teaching Contents					
Fundamentals of leadership, conceptual and theoretical foundation, selected instruments as well as international aspects of employee and team leadership.					
Learning Targets					
The course enables students to					
<ul style="list-style-type: none"> • receive a comprehensive overview of HR management and leadership. • comprehend the main theoretical concepts of leading employees and teams. • apply the instruments and tools available for leading employees and teams. • assess the challenges of leading employees and teams in an international environment. • understand the characteristics of employee flow systems and reward systems from a theoretical and practical perspective. • critically review the elements of employee flow systems and reward systems. • realize the current challenges of HR management. • apply learned concepts and instruments in case studies. • connect their knowledge to business cases in presentations of experienced practitioners. 					
Admission Requirements (recommended)					
<ul style="list-style-type: none"> • Principles of Business Administration • Human Resources Management 					
Type of Examination					
Module examination: oral/written exam					
Applicability of the Module					
Only for exchange programme					
Reading					
<ul style="list-style-type: none"> • Stock-Homburg, Ruth (2013): Personalmanagement: Theorien – Konzepte – Instrumente, Wiesbaden, 3. Auflage. 					

Module Title Customer Relationship Management					
Module No. 01-17-1G02	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Master	Lecturer Prof. Dr. rer. pol. Ruth Stock-Homburg		
Courses of the Module					
Course No. 01-17-0005-vu	Course Title Customer Relationship Management		Course Type Lecture and exercises	Contact Hours per Week 2	
Teaching Contents Conceptual and theoretical fundamentals of customer relationship management, selected instruments of various customer relationship management stages (analysis, strategic management, operations management, implementation, control).					
Learning Targets The course enables students to <ul style="list-style-type: none"> • learn the fundamentals of customer relationship management. • analyze and evaluate customer relationships. • understand different stages and related instruments of customer relationship management. • learn the fundamentals of innovation and marketing management. • learn the process and organizational design elements of a holistic and customer-oriented innovation management approach. • understand different marketing management concepts in a B2B and B2C setting. • apply learned concepts and instruments in case studies. • connect their knowledge to business cases in presentations of experienced practitioners. 					
Admission Requirements (recommended) <ul style="list-style-type: none"> • Principles of Business Administration • Marketing 					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading <ul style="list-style-type: none"> • Bruhn, M. (2012): Relationship Marketing, München, 3. Auflage. • Homburg, C./Stock-Homburg, R. (2011): Theoretische Perspektiven der Kundenzufriedenheit, in: Homburg, C. (Hrsg.), Kundenzufriedenheit: Konzepte, Methoden, Erfahrungen, Wiesbaden, 8. Auflage. • Stauss, B., Seidel, W. (2007), Beschwerdemanagement: Unzufriedene Kunden als profitable Zielgruppe, München, 4. Auflage. • Stock-Homburg, R. (2011), Der Zusammenhang zwischen Mitarbeiter- und Kundenzufriedenheit: Direkte, indirekte und moderierende Effekte, Wiesbaden, 5. Auflage. 					

Module Title Creating a Web Start Up						
Module No. 01-18-1G01	Credit Points 10 CP	Workload 300 h	Self-study 270 h	Duration 1 Semester	Cycle Every 2. semester	
Language of Instruction English		Level Master	Lecturer Prof. Dr. rer. pol. Peter Buxmann			
Courses of the Module						
Course No.		Course Title	Course Type		Contact Hours per Week	
01-18-6101-pj		Creating a Web Startup	Project		2	
Teaching Contents						
<p>In this course, students get an overview of the evolution of markets as well as the economic aspects of entrepreneurship.</p> <p>The one-week crash course will offer a practical forum to support the foundation of an enterprise respectively a web startup. Students will get a feel for real-life venture creation by going through the steps of taking an idea from inception to launch. In the experiential learning course, Dr. Maaravi will give a frontal lecture on the topic at the beginning of each day. Afterward, the teams work on case studies. The methodology discussed in the lecture and the case studies will be applied to the venture idea of the students. Further, the students will have to deal with intercultural aspects of entrepreneurship.</p>						
Learning Targets						
<p>After the course, the students are able to</p> <ul style="list-style-type: none"> • understand the principles of starting a business. • evaluate the relevance of different success factors. • consider the unique features of web startups. 						
Type of Examination						
Module examination: oral/written exam						
Applicability of the Module						
Only for exchange programme						
Reading						
To be provided on the website of the institute.						
Additional Information						
Block course. Attendance of the kick-off event mandatory.						

Module Title Internet-based Business Models						
Module No. 01-18-1G02	Credit Points 10 CP	Workload 300 h	Self-study 270 h	Duration 1 Semester	Cycle Every 2. semester	
Language of Instruction English		Level Master	Lecturer Prof. Dr. oec. publ. Alexander Benlian			
Courses of the Module						
Course No.		Course Title		Course Type		Contact Hours per Week
01-18-1M01-vl		Internet-based Business Models		Lecture		2
Teaching Contents This course is designed to introduce students to the conceptual foundations and practical applications of Internet-based business models. First, we discuss the economic and IT-related foundations of business models and illustrate them based on specific case examples. Then, the specificities of Internet-based business models are introduced and the major components and success factors of digital business models are discussed. Finally, we re-construct and assess successful Internet-based business models such as facebook, Hulu und Amazon. The course is complemented by a mandatory case study exercise in which student groups work on the development of their own business model concepts.						
Learning Targets After the courses the students are able to <ul style="list-style-type: none"> • understand in what components business models can be decomposed. • understand the role of information technologies for the development and realization of business models. • analyze and evaluate existing general and Internet-based business models. • develop new (in particular) Internet-based business models. 						
Type of Examination Module examination: oral/written exam						
Applicability of the Module Only for exchange programme						
Reading <ul style="list-style-type: none"> • Al-Debei, M. M.; Avison, D. (2010): Developing a unified framework of the business model concept. <i>European Journal of Information Systems</i>, 19, 359-376. • Clemons, E.K. (2009): Business Models for Monetizing Internet Applications and Web Sites: Experience, Theory, and Predictions. <i>Journal of Management Information Systems</i>, 26 (2), 15-41. • Cusumano, M.A. (2008): The changing software business: Moving from products to services. <i>Computer</i>, 41(1), 20-27. • Kollmann, T. (2011): <i>E-Entrepreneurship: Grundlagen der Unternehmensgründung in der Net Economy</i>, Gabler. • Osterwalder, A; Pigneur, Y. (2011): <i>Business Model Generation: Ein Handbuch für Visionäre, Spielveränderer und Herausforderer</i>, Campus Verlag; im Englischen erschienen unter: Osterwalder, A; Pigneur, Y. (2010): <i>Business Model Generation: A Handbook for Visionaries, Game Changers, and Challengers</i>, John Wiley & Sons. Additional literature to be announced in class.						

Module Title Project Management I					
Module No. 01-19-1G01	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Master	Lecturer Prof. Dr. rer. pol. Andreas Pfnür		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-19-0001-vu	Project Management I		Lecture and exercises	2	
Teaching Contents Basics of planning and decision making for projects, project goals, generation of project alternatives, separation basics in configuration management, project definition, program – portfolio, stake-holder management and communication, quality management, scope and change management, human resources management for projects / project managers.					
Learning Targets After the course the students are able to <ul style="list-style-type: none"> • understand the strategic goals of project management, the methods of choosing realization alternatives and the methods of project controlling • understand the various subsystems of project management (e.g. Configuration Management, Human Resource Management, Stakeholder Management, Risk Management) • understand the principles, methods and organization of multi project management 					
Admission Requirements (recommended) <ul style="list-style-type: none"> • Basic knowledge of business administration • Introduction to Project Management 					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading <ul style="list-style-type: none"> • Project Management Institute (2013): A Guide to the Project Management Body of Knowledge (PMBOK Guide) 5th Edition. For further recommended readings see the homepages of the chairs and the associated moodle groups.					

Module Title Real Estate Management I					
Module No. 01-19-1G02	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German	Level Master		Lecturer Prof. Dr. rer. pol. Andreas Pfnür		
Courses of the Module					
Course No.	Course Title	Course Type		Contact Hours per Week	
01-19-0005-vu	Real Estate Management I	Lecture and exercises		2	
Teaching Contents Fundamentals of Real Estate Management, Real Estate Appraisal, Corporate Real Estate Management, Property and Facility Management					
Learning Targets After the courses the students are able to, <ul style="list-style-type: none"> • understand real estate as an operating resource: Portfolio-/Space-Management, alternatives of providing space and Facility Management. • understand management and operations of real estate as investment products: Asset- and Property Management, Cost Management and Real Estate Information Systems. • understand, enhance and apply methods of real estate valuation. • understand the legal basics of real estate related law. 					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading <ul style="list-style-type: none"> • Pfnür, A. (2010): Modernes Immobilienmanagement, 3. Ed., Berlin et al. For further recommended readings see the homepage of the chair and the associated moodle groups.					

Module Title Project Management II						
Module No. 01-19-2G06	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester	
Language of Instruction German		Level Master	Lecturer Prof. Dr. Alexander Kock			
Courses of the Module						
Course No.		Course Title	Course Type		Contact Hours per Week	
01-19-0003-vu		Project Management II	Lecture and exercises		2	
Teaching Contents With increasing projectification of businesses not only the management of single projects gains importance. Even more the holistic management of project landscapes (programs and project portfolios) becomes a key competence. Strategic Project Management creates the conditions for a successful individual project management by introduction of structures and processes for selection, orientation, design, control and adjustment of projects in a portfolio. Important topics within this lecture are the project-oriented enterprise and the portfolio process (structuring, resource management, control, value capturing). Besides, important roles in multiproject management and the function of project management offices are discussed.						
Learning Targets After the course the students are able to <ul style="list-style-type: none"> • understand the strategic goals of project management, the methods of choosing realization alternatives and the methods of project controlling. • understand the various subsystems of project management (e.g. Configuration Management, Human Resource Management, Stakeholder Management, Risk Management). • understand the principles, methods and organization of multi project management. 						
Admission Requirements (recommended) <ul style="list-style-type: none"> • Basic knowledge of business administration • Introduction to Project Management 						
Type of Examination Module examination: oral/written exam						
Applicability of the Module Only for exchange programme						
Reading <ul style="list-style-type: none"> • Project Management Institute (2013): A Guide to the Project Management Body of Knowledge (PMBOK Guide) 5th Edition. For further recommended readings see the homepages of the chairs and the associated moodle groups.						

Module Title Decision Support Systems						
Module No. 01-20-1G01	Credit Points 6 CP	Workload 180 h	Self-study 135 h	Duration 1 Semester	Cycle Every 2. semester	
Language of Instruction German		Level Master	Lecturer Prof. Dr. rer. pol. Peter Buxmann			
Courses of the Module						
Course No.	Course Title		Course Type		Contact Hours per Week	
01-62-0007-vl	Entrepreneurship		Lecture		2	
Teaching Contents						
<p>This course is designed to introduce students to the practical application and theoretical foundations of IT systems that support managerial decision making. It covers Decision Support Systems (DSS) and Business Intelligence (BI) and has a focus on both benefits and limitations of corresponding IT systems. The course provides insights into concepts behind decision making, the various phases of the decision making process and DSS/BI concepts. Furthermore, there it provides an introduction to selected data mining techniques such as decision trees, artificial neural networks (ANN), and support vector machines (SVM). The course addresses practical issues of complex decisions and explores dataset requirements, time restrictions and computational requirements of different approaches.</p>						
Learning Targets						
<p>After the courses the students are able to</p> <ul style="list-style-type: none"> • understand how social embeddedness influences economic decision making. • evaluate the value of information on social relationships. • understand the mechanisms of social contagion. • carry out basic analysis of social networks. • understand the value and the limitations of decision support systems. • select the right strategy in decision situations and decision processes. 						
Admission Requirements (recommended)						
<ul style="list-style-type: none"> • Electronic Markets • Economics I 						
Type of Examination						
Module examination: oral/written exam						
Applicability of the Module						
Only for exchange programme						
Reading						
<ul style="list-style-type: none"> • Marsden, P. V. (1990): Network Data and Measurement. Annual Review of Sociology 16, 435-463. • Granovetter, M. S. (1985): Economic Action and Social Structure: The Problem of Embeddedness. American Journal of Sociology 91, 481-510. • Granovetter, M. S. (1973): The Strength of Weak Ties. American Journal of Sociology 78, 1360-1380. • Molitor, D.; Hinz, O.; Wegmann, S. (2011): The Interplay between Psychometric and Sociometric Data and the Willingness to Adopt New Products. Zeitschrift für Betriebswirtschaft (ZfB), forthcoming. • Hinz, O.; Spann, M. (2008): The Impact of Information Diffusion on Bidding Behavior in Secret Reserve Price Auctions. Information Systems Research, 19 (3), 351-368. • Hinz, O.; Spann, M. (2010): Managing Information Diffusion in Name-Your-Own-Price Auctions, Decision Support Systems. 49 (4), 474-485. 						

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- Turban, E.; Aronson, J.E.; Liang, T.-P.; Sharda, R. (2007): Decision Support and Business Intelligence Systems, Pearson Prentice Hall, Upper Saddle River, NJ, USA.

Further reading will be announced in class.

Module Title Inventory Management					
Module No. 01-23-1G01	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction English		Level Master	Lecturer Prof. Dr. rer. pol. Christoph Glock		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-23-1M01-vu	Operational Production Management		Lecture	2	
Teaching Contents					
<p>The course covers mathematical models that support the management of production processes. The focus of the course is especially on models for determining production lot sizes and delivery quantities and for determining production sequences. The methods discussed in the course are of special importance in the manufacturing sector, where companies often maintain high inventory levels. Lot sizes influence the build-up and depletion of inventory in this context. The determination of production sequences is especially important in series production, where companies often have to change the machine settings when shifting from one product type to the next. The methods covered in the course support the planning of a cost-efficient production process in such industries.</p>					
Learning Targets					
<p>After participating in the module, the students are able to</p> <ul style="list-style-type: none"> • understand basic interdependencies between production and the emergence of inventories; • model production and inventory systems and to assess relevant costs; • formulate and solve basic scheduling problems; • understand the challenges associated with planning complex supply chains; • model interdependencies between supply chain partners; • assess the influence of uncertainty on supply chains and select appropriate systems for protecting the supply chain against uncertainty; • develop and assess mechanisms for coordinating supply chains. 					
Type of Examination					
Module examination: oral/written exam					
Applicability of the Module					
Only for exchange programme					
Reading					
To be announced in class.					

Module Title Venture Valuation					
Module No. 01-27-2G01	Credit Points 10 CP	Workload 300 h	Self-study 240 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction English		Level Master	Lecturer Prof. Dr. rer. pol. Carolin Bock		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-27-2M01-vu	Venture Valuation		Lecture and exercises	4	
Teaching Contents					
<p>In the course, special attention is put on valuation techniques for start-up companies (ventures) while also considering the special environment these firms operate in. Students will receive an overview of different valuation techniques applicable for the valuation of entrepreneurial ventures. The course will elaborate on generic and commonly used practices but also introduce students into case-specific valuation methods. Further, standard valuation methods will be analysed as to their applicability in different contexts. Valuation methods include the discounted cash flow and multiple approach. In addition, context-specific approaches to new venture valuation are considered. Furthermore, students are offered the opportunity to collect hands-on experience while applying the methods taught in exercises and case studies.</p>					
Learning Targets					
<p>Objectives: Students gain in-depth knowledge on theoretical concepts and methods in the field of valuing young companies.</p> <p>After the course, students are able to:</p> <ul style="list-style-type: none"> • understand different valuation methods for young companies and to apply them according to practical examples, • discuss the advantages and disadvantages of valuation techniques for young companies, • understand the challenges of determining “the right value” for young companies. 					
Admission Requirements (recommended)					
Prior knowledge in corporate finance and entrepreneurial finance is highly recommended.					
Type of Examination					
Module examination: oral/written exam					
Applicability of the Module					
Only for exchange programme					
Reading					
<ul style="list-style-type: none"> • Achleitner, A-K. / Nathusius, E. (2004): Venture Valuation – Bewertung von Wachstumsunternehmen, Freiburg. • Smith, J. Kiholm / Smith, R. L. / Bliss, Richard T. (2011): Entrepreneurial Finance: strategy, valuation and deal structure, Stanford California. 					

Module Title					
Public Law					
Module No.	Credit Points	Workload	Self-study	Duration	Cycle
01-44-1G04	5 CP	150 h	120 h	1 Semester	Every 2. semester
Language of Instruction		Level	Lecturer		
German		Master	Prof. Dr. jur. Viola Schmid		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-44-0004-ue	Public Law		Exercise course	1	
01-44-0004-vl	Public Law		Lecture	1	
Teaching Contents					
<p>This is an integrated course – selected topics from the lesson are treated more profoundly during the exercise by means of case studies. The lessons are conceptually designed for non- jurists. Abdicating the completeness of the subject (reference is made to text- and exercise books) the course follows the matrix:</p> <p>Methodology, Dogmatics, Examination of Fundamental Rights (the Chair’s terminology: RER-Examination), administrative process, administrative proceeding, Multilevel Paradigm (the subject is Public Law in Germany - not German Public Law). Students are confronted with characteristic (specific) ways of thinking and working that mark jurists out in order to enable them for their future lives to communicate with and evaluate them. Ideally the students develop a certain law culture that leads to a confident (emphasis on citation style) successful and effective interaction with current (European) legal literature (legal norms, legal practice, public administrative jurisdiction). In order to support this proficiency, during the course there is generally at least one current module dealing with legal developments reported about in the media resp. current legal decisions are promptly presented and put up to discussion (in the past for example the Hessian Constitutional Court’s jurisdiction on tuition fees or the European Court’s decision on the reliability of tariffs (pay-scales).</p>					
Type of Examination					
Module examination: oral/written exam					
Applicability of the Module					
Only for exchange programme					
Reading					
To be announced in class.					

Module Title Economic Geography					
Module No. 01-62-1G01	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Master	Lecturer Prof. Dr. rer. pol. Volker Nitsch		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-62-0002-vu	Economic Geography		Lecture and exercises	2	
Teaching Contents Stylized facts and history, Models and empirical evidence, Applications and extensions, Policy implications					
Learning Targets After the courses the students are able to <ul style="list-style-type: none"> • understand the foundations of the economic analysis of cities and apply their main methods, such as equilibrium analysis. • describe and analyze growth processes of regions and are able to identify chances and risks of growth and development processes. • reflect on topics related to cities, such as infrastructure, housing, schooling and crime, and make suggestions for appropriate economic policy measures. • comprehend models of the New Economic Geography and interpret empirical findings. • analyze panel data with adequate statistical methods and to interpret the results. • analyze strategic situations of firms and to design strategic options. 					
Admission Requirements (recommended) <ul style="list-style-type: none"> • Basic knowledge in microeconomics and macroeconomics • Statistics • Econometrics 					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading To be announced in class.					

Module Title Urban Economics					
Module No. 01-62-2G03	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Master	Lecturer Prof. Dr. rer. pol. Volker Nitsch		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-62-0006-vu	Urban Economics		Lecture and exercises	2	
Teaching Contents This course explains why cities exist and what causes them to grow or shrink. It examines the market forces that shape cities and the role of government in determining land-use patterns. It looks at the urban transportation system, and it explains the unique features of the housing market and examines the effects of government housing policies.					
Learning Targets After the courses the students are able to <ul style="list-style-type: none"> • understand the foundations of the economic analysis of cities and apply their main methods, such as equilibrium analysis. • describe and analyse growth processes of regions and are able to identify chances and risks of growth and development processes. • reflect on topics related to cities, such as infrastructure, housing, schooling and crime, and make suggestions for appropriate economic policy measures. • comprehend models of the New Economic Geography and interpret empirical findings. • analyze panel data with adequate statistical methods and to interpret the results. • analyze strategic situations of firms and to design strategic options 					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					

Module Title Public Economics					
Module No. 01-63-1G02	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction English		Level Master	Lecturer Prof. Dr. rer. pol. Michael Neugart		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-63-1M02-vu	Public Economics		Lecture and exercises	2	
Teaching Contents Stylized facts of the public sector, theories of the public sector, public goods, club goods, externalities, cost-benefit analysis, fiscal federalism, fiscal competition					
Admission Requirements (recommended) Introduction to economics or microeconomics					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading <ul style="list-style-type: none"> • Grüner, H. P. (2018): Wirtschaftspolitik, Springer-Verlag, 6. Auflage. • Hindriks, J. and G. D. Myles (2013): Intermediate Public Economics. Second edition, MIT Press. • Mueller, D. C. (2003): Public Choice III. Cambridge University Press, 3. Auflage. • Persson, T. and G. Tabellini (2002): Political economics: explaining economic policy, MIT Press. • Weimann, J. (2009): Wirtschaftspolitik. Allokation und kollektive Entscheidung. Springer-Verlag, 5. Auflage. 					

Module Title Political Economics					
Module No. 01-63-2G04	Credit Points 5 CP	Workload 150 h	Self-study 120 h	Duration 1 Semester	Cycle Every 2. semester
Language of Instruction German		Level Master	Lecturer Prof. Dr. rer. pol. Michael Neugart		
Courses of the Module					
Course No.	Course Title		Course Type	Contact Hours per Week	
01-63-2M02-vu	Political Economics		Lecture and exercises	2	
Teaching Contents Arrow paradox, median voter theorem, probabilistic voting models, interest groups, agency, citizen-candidate models, legislative bargaining, Richard-Meltzer model, political economy of economic policy reforms, political economy of pension policies					
Admission Requirements (recommended) Introduction to economics or microeconomics					
Type of Examination Module examination: oral/written exam					
Applicability of the Module Only for exchange programme					
Reading <ul style="list-style-type: none"> • Grüner, H. P. (2018): Wirtschaftspolitik, Springer-Verlag, 6. Auflage. • Hindriks, J. and G. D. Myles (2013): Intermediate Public Economics. Second edition, MIT Press. • Mueller, D. C. (2003): Public Choice III. Cambridge University Press, 3. Auflage. • Persson, T. and G. Tabellini (2002): Political economics: explaining economic policy, MIT Press. • Weimann, J. (2009): Wirtschaftspolitik. Allokation und kollektive Entscheidung. Springer-Verlag, 5. Auflage. 					

Module Title					
Productivity and Efficiency Analysis					
Module No.	Credit Points	Workload	Self-study	Duration	Cycle
01-64-1G01	5 CP	150 h	120 h	1 Semester	Every 2. semester
Language of Instruction		Level	Lecturer		
English		Master	Prof. Dr. rer. pol. Jens Krüger		
Courses of the Module					
Course No.		Course Title	Course Type	Contact Hours per Week	
01-64-0005-vu		Productivity and Efficiency Analysis	Lecture and exercises	2	
Teaching Contents					
Discrete choice models, count data models, limited dependent variables, selection models, duration analysis, panel data regression, quantile regression					
Learning Targets					
After the courses the students are able to					
<ul style="list-style-type: none"> • reflect the basic models for qualitative data and to apply them. • estimate and test microeconomic models and to interpret the results correctly. • recognize the application fields of the basic methods for panel data analysis. • understand and apply methods of productivity and efficiency analysis correctly. • judge the results of econometric analyses and to communicate them orally and in written form correctly. 					
Admission Requirements (recommended)					
<ul style="list-style-type: none"> • Statistics • Econometrics • Microeconomics 					
Type of Examination					
Module examination: oral/written exam					
Applicability of the Module					
Only for exchange programme					
Reading					
<ul style="list-style-type: none"> • Bogetoft, P., Otto, L.: Benchmarking with DEA, SFA, and R. • Cantner, U., Krüger, J., Hanusch, H.: Produktivitäts- und Effizienzanalyse. • Franses, P.H., Paap, R.: Quantitative Models in Marketing Research. • Greene, W.H.: Econometric Analysis. • Heij, C. et al.: Econometric Methods with Applications in Business and Economics. 					