

# Module Catalogue for the Subject

# **Business Information Systems**

as a Master's with 1 major with the degree "Master of Science" (120 ECTS credits)

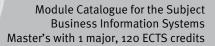
Examination regulations version: 2014 Responsible: Faculty of Business Management and Economics



The subject is divided into	5
Content and Objectives of the Programme	6
Abbreviations used, Conventions, Notes, In accordance with	7
Project	7 8
Project Seminar	9
Compulsory Electives	10
Fundamentals	11
Business Information Systems	12
Information Processing within Organizations	13
IT-Management	14
Computer Science	16
E-Learning	17
Databases 2	18
Program Design and Analysis Information Retrieval	19 20
Artificial Intelligence 1 for Business Informatics	21
Artificial Intelligence 2 for Business Informatics	22
Computer Science in Media 1	23
Tracks	24
Enterprise Systems	25
Business Software 1: IS-based Enterprise Management	26
Business Software 2: Enterprise-Resource-Planning-Systeme	28
Advanced Seminar: Enterprise Systems	30
Business Analytics	31
Decision Support Systems	32
Analytical Information Systems Business Analytics	33
E-Business Strategies	34 <b>35</b>
E-Business Strategies	36
Strategic Management of Innovation and International Business	37
E-Business Strategies	38
Global Operations and Information Management	39
Global Logistics & Supply Chain Management	40
Supply Network Information Management	41
Seminar: Operations Management	42
Business Computing for Shop Floor Automation	43
Work Order Planning for Automated Manufacturing	44
Advanced Automation Business Computing for Shop Floor Automation	45 46
Electives	
	47
Business Management and Economics  European Macroeconomic Policy	48
Incentives in Organizations	49 51
Management Methods	52
Work and Information	54
Agency Theory	55
Procurement Management	56
Management and Leadership in Organizations	57
Social Insurance and the Welfare State Public Debt	59 60
רעטוול טפטנ	60



Policy of Taxation	61
Risk Management - Compliance and Financial Reporting	62
Project Management and Controlling	64
Coordination, Budgeting and Incentives in Enterprises	65
Strategic Management of Innovation and International Business	66
Portfolio Selection and Capital Market Theory	67
Financial Statement Analysis and Business Valuation	68
European Competition Policy	69
Theory of Industrial Organization 1	71
Principles of European Regulation	73
Advanced Microeconomics	74
Multinational Enterprises	75
European Economic Statistics	76
Stochastic Models for Risk Assessment	77
European Public Finance	79
Strategic Production Management	80
Strategic Supply Management	81
Brand Management & Market Research	82
International Marketing	83
Econometrics 1	85
Selected Topics in Business Management and Economics 1	87
Selected Topics in Business Management and Economics 2	88
Selected Topics in Business Management and Economics 3	89
Selected Topics in Business Management and Economics 4	90
Managerial Analytics & Decision Making Stochastic Models for Rick Analysis	91
Stochastic Models for Risk Analysis	92
Strategic Networks in Industry Strategic Marketing	93
Seminar: Managerial Decision Making	94 96
Advanced Operations & Logistics Management	90 97
Production Planning and Scheduling	98
Instruments of Strategic Controlling	99
Accounting and Capital Markets	100
Human Resource Management and Industrial Relations	101
Project Seminar: Management of Sustainability	102
Option Pricing Theory	103
Financial Markets: Institutions and Regulation	104
Economics of Tax Planning	105
Tax Accounting	106
Advanced VAT	107
Management of Corporate Sustainability	108
Sustainability in logistics and information processing	109
Business Information Systems	111
Adaption and Continuous System Engineering	112
Information systems research	114
Risk Management - Concepts and Systems	115
Process and System Modelling	117
Business Processes Organisation, Business Software and Process Industries	, 119
Adaptive Business Platforms 1	120
Mobile and Ubiquitious Systems	121
Aspects of Business Information Systems 1	122
Aspects of Business Information Systems 2	123
Adaptive Business Platforms 2	124
Computer Science	125
Databases 2	126
Program Design and Analysis	127
Information Retrieval	128
aster's with 1 major Business Information Systems IMII Würzburg • generated 23-Aug-2021 • exam. reg. da-	nage 3 / 133





Artificial Intelligence 1 for Business Informatics	129
Artificial Intelligence 2 for Business Informatics	130
Computer Science in Media 1	131
Master's Thesis	132
Master Thesis Business Information Systems	133



### The subject is divided into

section / sub-section	ECTS credits	starting page
Project	15	8
Compulsory Electives	75	10
Fundamentals	20	11
Business Information Systems	10	12
Computer Science	10	16
Tracks	40	24
Enterprise Systems	20	25
Business Analytics	20	31
E-Business Strategies	20	35
Global Operations and Information Management	20	39
Business Computing for Shop Floor Automation	20	43
Electives	15	47
Business Management and Economics		48
Business Information Systems		111
Computer Science		125
Master's Thesis	30	132



### **Content and Objectives of the Programme**

The comprehension of conceptual ways of process functioning and process flows is today more important than ever before. Therefore professionals who are well grounded in this area are crucial for a national economy. The interdisciplinary course of studies »Business Information Systems« conveys knowledge on efficient and profitable business.

»Business Information Systems« comprises the two disciplines: business management und informatics, and at the same time it places special emphasis on the integration of economic processes and informational automatisation. The curriculum of the Bachelor of Science offers the students basic knowledge which is deepened and broadened in the consecutive Master programme.

The target of the programme is to learn academically grounded methods as well as up-to-date research methods. Practical applications are also part of the programme, for instance in the research project VULCAN. Here the students work as administrators, department heads or executive directors in an ERP-system of the model company LIVE PLC and act in a virtual world as a company. Within a mandatory internship students additionally build up capabilities for teamwork as well as planning, shaping, and implementing a project. Here skills such as analysis of business transactions, various approaches of problem solving and the independent work will be developed. Students have the freedom to develop creative and innovative concepts themselves and work on various solutions.

The specialized education and the training of social competences enable students to get insight into various fields of their future professional work. The students learn the basics in order to adapt themselves to the dynamic discipline in a quick and flexible manner.

The students should demonstrate in their written Master thesis and their previous academic papers that they are capable of working on a defined topic from the field of business information systems in limited time. Defining a theme, working on it by means of obtained academic methods as well as developing students' own ideas are crucial for the study. In this way they obtain the know-how and prerequisites necessary for a potential PhD qualification.

### **Abbreviations used**

Course types:  $\mathbf{E} = \text{field trip}$ ,  $\mathbf{K} = \text{colloquium}$ ,  $\mathbf{O} = \text{conversatorium}$ ,  $\mathbf{P} = \text{placement/lab course}$ ,  $\mathbf{R} = \text{project}$ ,  $\mathbf{S} = \text{seminar}$ ,  $\mathbf{T} = \text{tutorial}$ ,  $\ddot{\mathbf{U}} = \text{exercise}$ ,  $\mathbf{V} = \text{lecture}$ 

Term: **SS** = summer semester, **WS** = winter semester

Methods of grading: **NUM** = numerical grade, **B/NB** = (not) successfully completed

Regulations: **(L)ASPO** = general academic and examination regulations (for teaching-degree programmes), **FSB** = subject-specific provisions, **SFB** = list of modules

Other: **A** = thesis, **LV** = course(s), **PL** = assessment(s), **TN** = participants, **VL** = prerequisite(s)

### **Conventions**

Unless otherwise stated, courses and assessments will be held in German, assessments will be offered every semester and modules are not creditable for bonus.

### **Notes**

Should there be the option to choose between several methods of assessment, the lecturer will agree with the module coordinator on the method of assessment to be used in the current semester by two weeks after the start of the course at the latest and will communicate this in the customary manner.

Should the module comprise more than one graded assessment, all assessments will be equally weighted, unless otherwise stated below.

Should the assessment comprise several individual assessments, successful completion of the module will require successful completion of all individual assessments.

### In accordance with

the general regulations governing the degree subject described in this module catalogue:

### ASP02009

associated official publications (FSB (subject-specific provisions)/SFB (list of modules)):

7-Apr-2014 (2014-17)

13-Jul-2015 (2015-36)

This module handbook seeks to render, as accurately as possible, the data that is of statutory relevance according to the examination regulations of the degree subject. However, only the FSB (subject-specific provisions) and SFB (list of modules) in their officially published versions shall be legally binding. In the case of doubt, the provisions on, in particular, module assessments specified in the FSB/SFB shall prevail.



## **Project**

(15 ECTS credits)



Module title		Abbreviation
Project Seminar		12-PS-132-m01
Module coordinator	Module offered by	
holder of the Chair of Business Management and Business Information Systems	Faculty of Business	Management and Economics

ECTS	Metho	od of grading	Only after succ. compl. of module(s)
15	nume	rical grade	-
Duratio	n	Module level	Other prerequisites
1 seme	ster	graduate	

#### Content:

In small project teams of 4 to 10 members, students will spend several months actively working on a specific and realistic problem with practical relevance. They will progress through several project stages including as-is analysis, to-be conception and implementation of an IS solution. The project teams will be required to work independently and will only receive advice and minor support from research assistants.

### Reading:

will vary according to topic

### **Intended learning outcomes**

After completing the course "Projektseminar", students will be able to

- 1. analyze business tasks and requirements and generate fitting IS solutions;
- 2. apply project management methods;
- 3. internalize stress, time and conflict management by means of practical teamwork.

Courses (type, number of weekly contact hours, language - if other than German)

S (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

project: preparing a conceptual design (approx. 150 hours), designing and implementing an approach to solution (approx. 300 hours) as well as presentation (approx. 20 minutes), weighted 1:2:1 Language of assessment: German, English

### Allocation of places

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### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-} \underline{\text{degree programmes}})$ 



### **Compulsory Electives**

(75 ECTS credits)

### **Fundamentals**

(20 ECTS credits)



## **Business Information Systems**

(10 ECTS credits)



Module title			Abbreviation		
Inform	Information Processing within Organizations		zations		12-IV-141-m01
Module coordinator			Module offered by		
holder of the Chair of Business Management and Business Information Systems		Faculty of Business Management and Economics			
ECTS	Metho	od of grading	Only after succ. compl. of module(s)		
5	nume	rical grade			
Duratio	on	Module level	Other prerequisites		
1 seme	ster	graduate			
Conten	Contents				

#### Content:

This course provides students with an in-depth overview of the structure and the application areas of business management information systems in enterprises and public institutions.

### Outline of syllabus:

- 1. What is software: concepts, categories, application
- 2. Software life cycle: duration, phases, steps
- 3. As-is analysis: tasks, problems
- 4. To-be concept: system design, data design, dialog design, function design
- 5. Object orientation: paradigm shift
- 6. Change management: meaning, methodologies, project management
- 7. Office automation: tasks, areas of application

### **Intended learning outcomes**

After completing the course "Integrated Information Processing", students will be able to

- (i) understand the importance of integration in enterprises, especially in information systems;
- (ii) assess the progress of development of a software project, estimate cycle costs, know and consider requirements, which brings a software implementation with;
- (iii) select the correct procedures or practices in an as-is analysis and target conception and practically apply (with participation in the exercise):
- (iv) understand the importance of change management and project management and know the appropriate methods for specific applications.

 $\textbf{Courses} \ (\text{type, number of weekly contact hours, language} - \text{if other than German})$ 

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) entirely or partly computerised written examination (approx. 60 minutes)

Language of assessment: German, English

### Allocation of places

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### Additional information

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title	Abbreviation
IT-Management	12-M-ITM-141-m01

Module coordinator	Module offered by
holder of the Chair of Business Management and Business	Faculty of Business Management and Economics
Information Systems	

ECTS	Metho	od of grading	Only after succ. compl. of module(s)
5	nume	rical grade	
Duratio	n	Module level	Other prerequisites
1 seme	ster	graduate	

#### Content:

This course provides students with an in-depth overview of aims, tasks and appropriate methods of IT management.

### Outline of syllabus:

- 1. Organisation and distinction
- 2. IT strategy
- 3. IT organisation
- 4. Management of IT systems
- 5. Enterprise Architecture Management
- 6. IT project management
- 7. IT security
- 8. IT law
- 9. IT controlling

### Reading:

- Hofmann/Schmidt: Masterkurs IT-Management, Wiesbaden.
- Tiemeyer: Handbuch IT-Management, Munich.
- Hanschke: Strategisches Management der IT-Landschaft, Munich.

### **Intended learning outcomes**

After completing the course "IT Management", students will be able to

- 1. overview the different aspects to be considered regarding a purposeful IT management;
- 2. understand and apply appropriate methods and tools;
- 3. independently perform system search and selection in a team project (only after participation in the practice lessons).

 $\textbf{Courses} \ (\textbf{type}, \, \textbf{number of weekly contact hours}, \, \textbf{language} - \textbf{if other than German})$ 

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) oral examination (one candidate each: approx. 15 to 20 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) or d) entirely or partly computerised written examination (approx. 60 minutes)

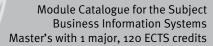
Language of assessment: German, English

creditable for bonus

### Allocation of places

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Master's with 1 major Business Information Systems	JMU Würzburg • generated 23-Aug-2021 • exam. reg. da-	page 14 / 133
(2014)	ta record Master (120 ECTS) Wirtschaftsinformatik - 2014	





Additional information
Referred to in LPO I (examination regulations for teaching-degree programmes)

### **Computer Science**

(10 ECTS credits)

Students must choose two modules.



Modul	e title				Abbreviation
E-Learning					10-l=EL-141-m01
Modul	e coord	inator		Module offered by	
holder	of the	Chair of Computer Scie	nce VI	Institute of Compu	ter Science
ECTS	Meth	od of grading	Only after succ. co	npl. of module(s)	
5	nume	rical grade			
Durati	on	Module level	Other prerequisites	;	
1 seme	ester	graduate			
Conte	nts		,		
stems.	, adapti l <b>ed lear</b> udents	ve tutoring systems, coning outcomes	omputer-supported cod	perative learning, ev	ing and case-based training sy- valuation of learning systems. and are able to assess possible ap
Course	es (type, i	number of weekly contact hou	rs, language — if other than Ge	rman)	
V + Ü (	no info	rmation on SWS (week	ly contact hours) and c	ourse language avai	lable)
		sessment (type, scope, lan ble for bonus)	guage — if other than German,	examination offered — if no	ot every semester, information on whether
writter oral ex	n exami kaminat	nation can be replaced ion in groups		n of one candidate e s)	It the beginning of the course, the ach (approx. 20 minutes) or an
Alloca	tion of	places			

### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module	e title	<u>,                                      </u>		Abbreviation		
Databa	ises 2				10-l=DB2-141-m01	
Module	e coord	inator		Module offered by		
Dean o	f Studi	es Informatik (Computer	Science)	Institute of Comput	er Science	
ECTS	Metho	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duratio	on	Module level	Other prerequisites			
1 seme	ster	graduate				
Conten	its		,			
Data w	arehou	ses and data mining; we	b databases;introduc	ction to Datalog.		
Intend	ed learı	ning outcomes				
The stu	ıdents l	nave advanced knowledg	ge about relational da	itabases, XML and d	ata mining.	
Course	<b>S</b> (type, r	number of weekly contact hours, I	anguage — if other than Ger	rman)		
V + Ü (ı	no infor	rmation on SWS (weekly	contact hours) and co	ourse language avail	able)	
		<b>sessment</b> (type, scope, langua le for bonus)	ge — if other than German, o	examination offered — if no	ot every semester, information on whether	
written oral ex	examiı aminat		y an oral examinatior 2, approx. 30 minutes	n of one candidate ea s)	t the beginning of the course, the ach (approx. 20 minutes) or an	
	ion of p		3 1			
Additional information						
Referre	Referred to in LPO I (examination regulations for teaching-degree programmes)					
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Module	Module title				Abbreviation		
Progra	Program Design and Analysis				10-l=PA-141-m01		
Module	e coord	inator		Module offered by			
holder	of the (	Chair of Computer Scienc	e II	Institute of Comput	er Science		
ECTS	Metho	od of grading	Only after succ. con	npl. of module(s)			
5	nume	rical grade					
Duratio	on	Module level	Other prerequisites				
1 seme	ster	graduate					
Conten	its		•				
Prograi	m analy	sis, model creation in so	ftware engineering, p	orogram quality, test	of programs, process models.		
Intend	ed lear	ning outcomes					
The stu		are able to analyse progr	ams, to use testing fr	ameworks and metri	cs as well as to judge program		
Course	<b>S</b> (type, r	number of weekly contact hours, l	anguage — if other than Ger	rman)			
V + Ü (ı	no info	rmation on SWS (weekly	contact hours) and co	ourse language avail	able)		
			ge — if other than German,	examination offered — if no	ot every semester, information on whether		
written oral ex	written examination (approx. 60 to 120 minutes); if announced by the lecturer at the beginning of the course, the written examination can be replaced by an oral examination of one candidate each (approx. 20 minutes) or an oral examination in groups (groups of 2, approx. 30 minutes)  Language of assessment: German, English if agreed upon with the examiner						
Allocat	ion of p	olaces					
Additio	Additional information						
Referre	ed to in	LPO I (examination regulation	s for teaching-degree progra	ımmes)			
	Communication regulations for teaching degree programmes)						



Modul	e title				Abbreviation	
Inform	ation R	etrieval			10-I=IR-141-m01	
Module coordinator				Module offered by		
Dean of Studies Informatik (Computer :			Science)	Institute of Computer Science		
ECTS	Metho	nod of grading Only after succ. co		npl. of module(s)		
5	nume	rical grade				
Duratio	Duration Module level		Other prerequisites			
1 seme	ester	graduate				

IR models (e. g. Boolean and vector space model, evaluation), processing of text (tokenising, text properties), data structures (e. g. inverted index), query elements (e. g. query operations, relevance feedback, query languages and paradigms, structured queries), search engine (e. g. architecture, crawling, interfaces, link analysis), methods to support IR (e. g. recommendation systems, text clustering and classification, information extraction).

### **Intended learning outcomes**

The students possess theoretical and practical knowledge in the area of information retrieval and have acquired the technical know-how to create a search engine.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written examination (approx. 60 to 120 minutes); if announced by the lecturer at the beginning of the course, the written examination can be replaced by an oral examination of one candidate each (approx. 20 minutes) or an oral examination in groups (groups of 2, approx. 30 minutes)

Language of assessment: German, English if agreed upon with the examiner

### Allocation of places

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### **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation	
Artificial Intelligence 1 for Business Informatics					10-l=Kl1-141-m01	
Module coordinator				Module offered by		
holder of the Chair of Computer Science			ce VI	Institute of Computer Science		
ECTS	Meth	od of grading	Only after succ. compl. of module(s)			
5	nume	rical grade				
Duratio	on	Module level	Other prerequisites			
1 seme	ster	graduate				
Conten	its					
Intelligent agents, uninformed and heuristic search, constraint problem solving, search with partial information, propositional and predicate logic and inference, knowledge representation.						

### **Intended learning outcomes**

The students possess theoretical and practical knowledge about artificial intelligence in the area of agents, search and logic and are able to assess possible applications.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written examination (approx. 60 to 120 minutes); if announced by the lecturer at the beginning of the course, the written examination can be replaced by an oral examination of one candidate each (approx. 20 minutes) or an oral examination in groups (groups of 2, approx. 30 minutes)

Language of assessment: German, English if agreed upon with the examiner

### **Allocation of places**

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### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Modul	e title				Abbreviation		
Artifici	ial Intel	ligence 2 for Business In	formatics		10-I=KI2-141-m01		
Modul	e coord	inator		Module offered by			
holder	of the (	Chair of Computer Scienc	e VI	Institute of Comput	ter Science		
ECTS	Metho	od of grading	Only after succ. con	npl. of module(s)			
5	nume	rical grade					
Duratio	on	Module level	Other prerequisites	i			
1 seme	ester	graduate					
Conter	nts		•				
observ ning, p	rations, processi				ability problems, learning from ng methods, reinforcement lear-		
The stu	udents				igence in the area of probabilistic lications.		
Course	<b>es</b> (type, r	number of weekly contact hours,	anguage — if other than Ge	rman)			
V + Ü (	no info	rmation on SWS (weekly	contact hours) and co	ourse language avail	lable)		
		<b>sessment</b> (type, scope, langua ble for bonus)	ge — if other than German,	examination offered — if no	ot every semester, information on whether		
written oral ex	n exami aminat		y an oral examination 2, approx. 30 minutes	n of one candidate e s)	It the beginning of the course, the ach (approx. 20 minutes) or an		
Allocat	tion of p	places					
٧٩٩:٠:	Additional information						

### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module	e title				Abbreviation	
Computer Science in Media 1					o6-MK-MedInf1-MCS-141-mo1	
Module	e coord	inator		Module offered by	<u>I</u>	
holder	of the F	Professorship of Media	Informatics	Institute of Human	Computer Media	
ECTS	Metho	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duratio	n	Module level	Other prerequisites	i		
1 seme	ster	undergraduate				
Conten	ts					
			mputer Science for Med media development an		er knowledge of digital media ty-	
Intend	ed lear	ning outcomes				
able to	develo		on various processes.		ter science. In addition, they are vided for academic work as well	
Course	<b>S</b> (type, r	number of weekly contact hou	rs, language — if other than Ge	rman)		
V + Ü (ı	no infor	mation on SWS (week	ly contact hours) and co	ourse language avail	lable)	
		sessment (type, scope, landle for bonus)	guage — if other than German,	examination offered — if no	ot every semester, information on whether	
or c) pr e) porti	esenta folio (m		with written elaboratio		idate each (approx. 30 minutes) r d) term paper (15 to 20 pages) or	
Allocat	ion of p	olaces				
Additional information						
- ·		1001	ions for teaching-degree progra			



### **Tracks**

(40 ECTS credits)

Students must choose two tracks.



### **Enterprise Systems**

(20 ECTS credits)



Module	e title				Abbreviation
Business Software 1: IS-based Enterprise Management					12-GPU-141-m01
Module coordinator				Module offered by	
I	holder of the Chair of Business Management and Busin Information Systems		ement and Business	Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)	
5	nume	rical grade			
Duratio	on	Module level	Other prerequisites		
1 semester		graduate			
Conter	Contents				

#### Content:

This module provides students with an overview of the structure of a business information system (SAP Business ByDesign) in depth.

### Outline of syllabus:

- 1. Integrated information systems: integration, standard software, system architecture
- 2. Working with standard business software
- 3. Consulting in integrated information systems: project management, project organisation, presentation skills

### Description:

The lecture will be accompanied by an exercise that will present students with an opportunity to access, in small groups, the enterprise resource planning system operated by the Chair in its ERP laboratory and to work with the software, dealing with a wide variety of business processes.

If you would like to register for this course, please submit an application to the consultants (cover letter, CV, certificates; please also specify your degree programme and student ID number).

### Intended learning outcomes

After completing the course "Business Software 1", students will be able to

- (i) understand an ERP system in its depth;
- (ii) understand the interaction of business processes:
- (iii) execute business tasks and processes in an ERP system independently (after participation in the practice lessons).

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

Method of assessment (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) or d) entirely or partly computerised written examination (approx. 60 minutes)

Language of assessment: German, English

creditable for bonus

### Allocation of places

Number of places: 20, thereof 15 places for Master's students of Business Information Systems and Master's students of Business Management with specialization BIS, if the number of applications exceeds the number of available places. (1) Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this proce-



dure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. (2) Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated as they become available.

### **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation	
Business Software 2: Enterprise-Resource-Planning-System				ne	12-M-ERP-141-m01	
Module coordinator				Module offered by		
	holder of the Chair of Business Management and Busines Information Systems		ement and Business	Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duratio	Duration Module level		Other prerequisites			
1 seme	ester	graduate				
Conter	Contents					

This module provides students with an overview of the structure of business information systems in width as well as the selection and implementation of business information systems in organisations.

### Outline of syllabus:

- 1. Integrated information systems: integration, standard software, system architectures, operating models
- 2. Selection of integrated information systems: methods, cost-benefit analysis
- 3. Implementation of integrated information systems: project management, project organisation, project marke-

The lecture will be accompanied by an exercise that will present students with an opportunity to access, in small groups, the enterprise resource planning system operated by the Chair in its ERP laboratory and to work with the software, dealing with a wide variety of business processes.

### **Intended learning outcomes**

After completing the course "Business Software 2", students will be able to

- 1. differentiate between system architectures and -philosophies;
- 2. understand the interaction of business processes;
- 3. come to a selection decision for an ERP system using a structured approach and compare different ERP sy-
- 4. execute business tasks and processes in an ERP system independently (after participation in the practice lessons).

**Courses** (type, number of weekly contact hours, language — if other than German)

 $V + \ddot{U}$  (no information on SWS (weekly contact hours) and course language available)

 $\textbf{Method of assessment} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination of fered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination of fered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language}) \ (\textbf{type}, \textbf{language})$ module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) or d) entirely or partly computerised written examination (approx. 60 minutes)

Language of assessment: German, English creditable for bonus

### **Allocation of places**

Number of places: 20, thereof 15 places for Master's students of Business Information Systems and Master's students of Business Management with specialization BIS, if the number of applicatoins exceeds the number of available places. (1) Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree sub-



ject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. (2) Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated as they become available.

### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module title					Abbreviation	
Advanced Seminar: Enterprise Systems					12-M-ES-141-m01	
Module	Module coordinator			Module offered by		
	holder of the Chair of Business Management and Business Information Systems			Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
10	nume	rical grade				
Duratio	Duration Module level		Other prerequisites			
1 seme	ster	graduate				
Conton	Contonts					

In this course, students will acquire important knowledge and skills that will enable them to prepare a well-structured term paper and to present the results of their work with the help of relevant topics in the fields of information systems and enterprise systems.

### Reading:

will vary according to topic

### **Intended learning outcomes**

After completing the course "Enterprise Systems", students will be able to

- 1. understand the fundamentals of scientific literature reviews;
- 2. integrate elaborated content in a scientific thesis;
- 3. create presentations independently.

**Courses** (type, number of weekly contact hours, language — if other than German)

S (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

term paper (approx. 20 to 25 pages) and presentation (approx. 20 minutes), weighted 2:1

Assessment offered: once a year, summer semester

Language of assessment: German, English

### Allocation of places

Number of places: 20, thereof 15 places for Master's students of Business Information Systems and Master's students of Business Management with specialization BIS, if the number of applications exceeds the number of available places. (1) Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. (2) Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated as they become available.

### **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



## **Business Analytics**

(20 ECTS credits)



Module	e title	,			Abbreviation
Decisio	on Supp	oort Systems			12-M-DSS-141-m01
Module coordinator				Module offered by	
holder	holder of the Chair of Information Systems E			Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. co	ompl. of module(s)	
5	nume	rical grade			
Duratio	on	Module level	Other prerequisite	Other prerequisites	
1 seme	ster	graduate			
Conten	its				

The course discusses advanced approaches for modelling and solving decision problems in business settings. The acquired insights are used to design and implement decision support systems using standard software tools.

### **Intended learning outcomes**

After successfully completing the course, students should be able to

- Understand the structure of classic business decision problems
- Isolate key elements from general problem descriptions and convert them to quantitative decision models
- Solve different classes of optimization problems (linear, network, integer, multi-objective, non-linear, stochastic)
- Implement spreadsheet-based decision support systems

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) or d) entirely or partly computerised written examination (approx. 60 minutes)

 $Language\ of\ assessment:\ German,\ English$ 

creditable for bonus

### Allocation of places

Number of places: 30. Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. A waiting list will be maintained and places re-allocated as they become available.

### **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)

į	Master's with 1 major Business Information Systems	
ı	(2014)	



Module title					Abbreviation	
Analyti	ical Info	ormation Systems			12-Bl-141-m01	
Module coordinator				Module offered by		
holder	holder of the Chair of Information Systems Engineering			Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. co	only after succ. compl. of module(s)		
5	nume	rical grade				
Duratio	Duration Module level		Other prerequisites			
1 semester		graduate				
Contents						

The course provides an overview of the structure and applications of analytical information systems. A special focus is on individual quantitative methods of data analysis. A basic knowledge of statistics and data modelling is a prerequisite for participation in this module.

### **Intended learning outcomes**

The module provides students with knowledge of:

- (i) Data Warehousing & OLAP
- (ii) Operational application areas and methods of data analysis

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) or d) entirely or partly computerised written examination (approx. 60 minutes)

Language of assessment: German, English

creditable for bonus

### Allocation of places

Number of places: 30. Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. A waiting list will be maintained and places re-allocated as they become available.

### **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module	e title	,			Abbreviation	
Busine	ss Ana	lytics			12-M-BUA-141-m01	
Module coordinator				Module offered by		
holder	of the	Chair of Information	Systems Engineering	Faculty of Business Management and Economics		
ECTS	Meth	ethod of grading Only after succ.		ompl. of module(s)		
10	nume	rical grade				
Duratio	Duration Module level		Other prerequisite	Other prerequisites		
1 semester		graduate				
Contents						

In this course, students will acquire important knowledge and skills that will enable them to prepare a well-structured term paper and to present the results of their work with the help of relevant topics in the field of business management decision models and methods and their application in the development of decision-support systems as well as analytical information systems and quantitative methods of data analysis.

### **Intended learning outcomes**

The module provides students with knowledge of:

- 1. Scientific literature
- 2. Integration of developed results in scientific papers
- 3. Creating presentations and lectures

**Courses** (type, number of weekly contact hours, language — if other than German)

S (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

term paper (approx. 20 to 25 pages) and presentation (approx. 20 minutes), weighted 2:1

Assessment offered: once a year, winter semester

Language of assessment: German, English

### Allocation of places

Number of places: 20. Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. A waiting list will be maintained and places re-allocated as they become available.

### **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)

### **E-Business Strategies**

(20 ECTS credits)



Module	e title				Abbreviation	
E-Business Strategies					12-M-IBS-141-m01	
Module coordinator				Module offered by		
holder of the Chair of Information Systems Engineering				Faculty of Business Management and Economics		
ECTS	Meth	Method of grading Only af		nly after succ. compl. of module(s)		
5	nume	rical grade				
Duration Module level		Module level	Other prerequisites			
1 semester		graduate				
Contents						

The lecture provides an overview of the relationships between the advent of web-based platforms (electronic markets, Web 2.0 etc.) and the strategic management of a company.

### **Intended learning outcomes**

The module provides students with knowledge of:

- (i) Theoretical concepts of strategy development and implementation in e-business context;
- (ii) The strengths and weaknesses of different frameworks and approaches as well as the conditions for their meaningful application;
- (iii) Transfer of concepts to other situations of entrepreneurial studies or work.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) or d) entirely or partly computerised written examination (approx. 60 minutes)

Language of assessment: German, English

creditable for bonus

### Allocation of places

Number of places: 30. Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. A waiting list will be maintained and places re-allocated as they become available.

### **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module	Module title Abbreviation						
Strategic Management of Innovation and International Business					12-M-MWT-141-m01		
Module coordinator Module off				Module offered by			
holder	holder of the Chair of Entrepreneurship and Management			Faculty of Business Management and Economics			
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)			
5	nume	rical grade					
Duratio	on	Module level	Other prerequisites	<b>;</b>			
1 semester graduate							
Conten	Contents						

In this course, students will acquire an overview of the strategic aspects of innovation management. They will acquire the knowledge necessary to understand the range, scope and complexity of the issues and problems related to the strategic management of innovations. The lecture will focus on innovation teams and the different roles in the innovation process. It will also discuss how users can be involved in the innovation process. In addition, the course will address the concepts of open innovation, lean innovation and crowdsourcing and will discuss how platform strategies can be used for the new product development process as well as what market entry strategies and patent management strategies are currently used. Practical examples and case studies will be used to provide students with a better understanding of the theoretical concepts.

# **Intended learning outcomes**

At the end of the module students are able to understand:

- The tasks of the strategic innovation management
- The state of the art and importance of innovations
- The current trends in strategic innovation management
- The importance of patent strategies
- The market entry strategies
- Concepts of the marketing mix

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written elaboration (approx. 15 to 20 pages) or b) presentation (approx. 15 minutes) or c) written examination (approx. 60 minutes)

Language of assessment: German, English

# Allocation of places

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# **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module title					Abbreviation
E-Busi	ness St	rategies			12-M-SEBS-132-m01
Module coordinator				Module offered by	
holder	holder of the Chair of Information Systems Engineering			Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. co	ompl. of module(s)	
10	nume	rical grade			
Duratio	on	Module level	Other prerequisite	es	
1 seme	ster	graduate			
Conten	Contents				

In this course, students will acquire important knowledge and skills that will enable them to prepare a well-structured term paper and to present the results of their work with the help of relevant topics in the fields of web-based platforms (electronic markets, Web 2.0 etc.) and strategic management of a company.

### Intended learning outcomes

The module provides students with knowledge of:

- 1. Scientific literature
- 2. Integration of developed results in scientific papers
- 3. Creating presentations and lectures

**Courses** (type, number of weekly contact hours, language — if other than German)

S (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

term paper (approx. 20 to 25 pages) and presentation (approx. 20 minutes), weighted 2:1

Assessment offered: once a year, winter semester

Language of assessment: German, English

# Allocation of places

Number of places: 20. Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. A waiting list will be maintained and places re-allocated as they become available.

### **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



# **Global Operations and Information Management**

(20 ECTS credits)



Module title					Abbreviation
Global Logistics & Supply Chain Management					12-M-GLSC-141-m01
Module	e coordi	inator		Module offered by	/ /
		Chair of Logistics ar Iministration	nd Quantitative Methods	Faculty of Busines	ss Management and Economics
ECTS	Metho	d of grading	Only after succ. con	npl. of module(s)	
5	numer	rical grade			
Duratio	on	Module level	Other prerequisites	<b>3</b>	
1 seme	ster	graduate			
Conten	its				
After co (i) anal (ii) dev	ed learn ompleting yze and elop and aluate th	d apply appropriat	oduction networks; e methods to plan product		pts and methods to plan uncertain
Course	<b>S</b> (type, n	umber of weekly contact	hours, language — if other than Ge	rman)	
V + Ü (ı	no infor	mation on SWS (we	eekly contact hours) and co	ourse language ava	ilable)
		<b>essment</b> (type, scope, le for bonus)	${\tt language-ifotherthanGerman,}$	examination offered — if	not every semester, information on whether
Langua		ssessment: Germai	o minutes) or b) written el n, English	aboration (approx.	15 to 20 pages)
Allocat	ion of p	laces			

 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module title					Abbreviation	
Supply Network Information Management					12-M-SCIM-141-m01	
Module coordinator				Module offered by		
holder of the Chair of Business Management and Business Information Systems			inagement and Business	Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duratio	on	Module level	Other prerequisites			
1 seme	ster	graduate				
Contents						
			•	. , , ,	chain) revolutionised the procu-	

Since mass production on the assembly line with continuous deliveries (supply chain) revolutionised the procurement process in the 19th century, the usage of information processing has made more flexible operations possible and the demand of customers for individualised products has made more flexible operations necessary. It has become possible to adopt a much more differentiated and sophisticated approach to the electronic supply chain and the planning of the same so that the challenge we are facing today is designing procurement networks (supply networks) that also take into account the delivery sequence for all deterministically procured parts of all suppliers. This module will discuss these conceptual fundamentals of supply management and, in particular, how the managing of procurement activities can be supported by information processing. The module will look at how well ERP systems can support these activities, how new hardware and software technologies can be used to accelerate the currently time-consuming procurement processes and how formerly isolated information systems of individual firms can be integrated into a network of supply management.

# **Intended learning outcomes**

Students will earn an overall understanding of the complex structure of supply relationships for individual products and their dependencies for a variety of products. Student will also be trained to recognize (from the perspective of the parties involved into the production process) opportunities and to make decisions in these regards. These relations will be of crucial importance for all production-oriented managers because only a solid understanding of these relationships will help to be successful in the marketplace.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) entirely or partly computerised written examination (approx. 60 minutes)

Language of assessment: German, English

# Allocation of places

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# **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation		
Seminar: Operations Management					12-M-SN-141-m01		
Module	e coord	inator		Module offered by			
holder of the Chair of Business Management and Busines Information Systems			ement and Business	Faculty of Business	Management and Economics		
ECTS	Metho	od of grading	Only after succ. con	npl. of module(s)			
10	nume	rical grade					
Duratio	on	Module level	Other prerequisites				
1 seme	ster	graduate					
Conten	ıts		,				
Studen of Oper dents v	ed learints will I rations will prac	Management. By develo	ping and giving a pre	sentation as well as	egarding a topic from the area by answering questions the stu- d to argument for and against a		
certain topic.							
Course	Courses (type, number of weekly contact hours, language — if other than German)  A (no information on SWS (weekly contact hours) and course language available)						
					e)		
A (no ir	nformat d of ass	ion on SWS (weekly cont	act hours) and cours	e language available	e) ot every semester, information on whether		
A (no ir Methodo module is term pa Assess	nformat d of ass s creditab aper (ap sment o	ion on SWS (weekly cont	eact hours) and cours ge — if other than German, or and presentation (appr er semester	e language available	ot every semester, information on whether		
A (no ir Methodo module is term pa Assess	nformat d of ass s creditab aper (ap ment o age of a	cion on SWS (weekly cont sessment (type, scope, langua le for bonus) oprox. 20 to 25 pages) ar ffered: once a year, winte ssessment: German, Eng	eact hours) and cours ge — if other than German, or and presentation (appr er semester	e language available	ot every semester, information on whether		
A (no ir Methodo module is term pa Assess Langua	nformat d of ass s creditab aper (ap ment o age of a	cion on SWS (weekly cont sessment (type, scope, langua le for bonus) oprox. 20 to 25 pages) ar ffered: once a year, winte ssessment: German, Eng	eact hours) and cours ge — if other than German, or and presentation (appr er semester	e language available	ot every semester, information on whether		

 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



# **Business Computing for Shop Floor Automation**

(20 ECTS credits)



		184.17	O (CENTED) C	1 Ivias	iter's with Tillajor, 120 ECT3 credits	
Module	title				Abbreviation	
Work Order Planning for Automated Manufacturing					12-M-AGAF-141-m01	
Module	coord	inator		Module offered by		
holder Informa		Chair of Business Manago ystems	ement and Business	Faculty of Business	Management and Economics	
ECTS	Metho	od of grading	Only after succ. con	ıpl. of module(s)		
5	nume	rical grade				
Duratio	n	Module level	Other prerequisites			
1 seme	ster	graduate				
Conten	ts					
stomer conseq Intende Linking Busine	orders uences ed lear resear ss Inte	with the logistic or more s for the processes is a cr ning outcomes ch and lectures of the Inc	technical view of the itical success factor.  stitute of Robotics an conceptual as well a	d Telematics as well	commercial view of incoming cu- uction orders and the resulting  l as the orientation of the Chair of nto the challenges of this in the	
Course	<b>S</b> (type, r	number of weekly contact hours, I	anguage — if other than Ger	rman)		
V + Ü (r	no infor	rmation on SWS (weekly	contact hours) and co	ourse language avail	able)	
		<b>sessment</b> (type, scope, langua le for bonus)	ge — if other than German, o	examination offered — if no	ot every semester, information on whether	
ple/sin prox. 6	a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multi- ple/single choice questions (approx. 60 minutes) or c) entirely or partly computerised written examination (ap- prox. 60 minutes) Language of assessment: German, English					
Allocat	ion of p	olaces				

**Additional information** 

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation	
Advanced Automation					10-I-AA-WI-141-m01	
Module coordinator				Module offered by		
holder	of the (	Chair of Computer Sc	ience VII		Institute of Compu	ter Science
ECTS	Method of grading Only after succ. compl. of module(s)			npl. of module(s)		
5	nume	rical grade				
Duratio	n	Module level	Other prerequ	iisites		
1 semes	ster	undergraduate				
Content	ts					
	Advanced topics in automation systems as well as instrumentation and control engineering, for example from the fields of sensor data processing, actuators, cooperating systems, mission and trajectory planning.					
Intended learning outcomes						

The students have an advanced knowledge of selected topics in automation systems. They are able to implement advanced automation systems.

Courses (type, number of weekly contact hours, language - if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written examination (approx. 60 to 120 minutes); if announced by the lecturer at the beginning of the course, the written examination can be replaced by an oral examination of one candidate each (approx. 20 minutes) or an oral examination in groups (groups of 2, approx. 30 minutes)

Language of assessment: German, English

# **Allocation of places**

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#### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module	e title				Abbreviation
Business Computing for Shop Floor Automation			Automation		12-M-IP-132-m01
Module	coord	inator		Module offered by	I.
holder of the Chair of Business Management and Busines Information Systems			gement and Business	Faculty of Business	Management and Economics
ECTS	Metho	od of grading	Only after succ. con	npl. of module(s)	
10	nume	rical grade			
Duratio	n	Module level	Other prerequisites		
1 seme	ster	graduate	Admission prerequi 70%) of seminar.	site to assessment:	regular attendance (minimum
Conten	ts		•		
dule wi	ll provi	•	portunity to consolida	te their knowledge a	ufacturing automation, this mo- nd skills regarding the preparati- ir work.
Intende	ed lear	ning outcomes			
has to	convin	ce the critical participa	nts. Through the prese	ntation and answerir	of information processing tasking the questions the participants represent their opinion convin-
Course	<b>S</b> (type, r	number of weekly contact hour	s, language — if other than Ge	rman)	
S (no ir	nformat	tion on SWS (weekly co	ntact hours) and cours	e language available	e)
		sessment (type, scope, lang ble for bonus)	guage — if other than German,	examination offered — if no	ot every semester, information on whether
Assess	ment o	pprox. 20 to 25 pages) ffered: once a year, su ssessment: German, E	mmer semester	ox. 20 minutes), we	ighted 2:1
Allocat	ion of p	places			

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# **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



# **Electives**

(15 ECTS credits)



# **Business Management and Economics**

(ECTS credits)



Module	e title	,	Abbreviation		
European Macroeconomic Policy					12-M-EMP-132-m01
Module coordinator				Module offered by	
holder of the Chair of Monetary Policy and Internationa Economics		and International	Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)	
5	nume	rical grade			
Duration Module level Oth		Other prerequisites			
1 seme	1 semester graduate				
Conton	Contants				

#### Description:

The course provides students with an overview of the macroeconomic conditions and consequences of European integration and monetary union. The course thus helps students gain a deeper understanding of the current crisis in the euro area as well as the debate on the future of European economic integration.

#### Content:

The first part of the course provides students with an overview of the history of European integration with a focus on economic and monetary integration. We then discuss the institutional framework of the European Monetary System, the predecessor of the euro area in the period from 1979 to 1998. Next, the criteria for admission to the European Monetary Union (EMU) and the monetary policy strategy of the European Central Bank will be presented and discussed. Building on the traditional Mundell-Fleming model, the course will make students familiar with the theory of the optimum monetary area and will then provide them with deeper insights into this theory on the basis of a simple New Keynesian model. Students will thus be able to make a well-founded assessment of the advantages and disadvantages of monetary union as well as the conditions under which monetary union can be successful. In the final part of the course, we analyse the coordination and incentive problems that arise for fiscal policy in a monetary union. In particular, we deal with the question of how these issues are addressed within the European Monetary Union. Current macroeconomic developments within the euro area as well as the causes and consequences of the euro crisis are discussed at various points in the course.

#### Intended learning outcomes

After completing this course students will have gained a profound understanding of the costs and benefits of monetary integration in general and specifically in the EMU. Thus, they will enhance their general macroeconomic understanding by applying it to real world problems. In addition, students will have knowledge of the institutions of common fiscal and monetary policy in Europe.

**Courses** (type, number of weekly contact hours, language — if other than German)

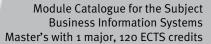
V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: German, English

# Allocation of places

Number of places: 30, thereof 10 places for Master's students of Business Management and Master's students of Economics assigned as described below and 10 places each for Master's students of Applied Human Geography and Master's students of Political and Social Sciences, assigned by lot. (1) Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. (2) Pla-





ces on all courses of the module component with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated as they become available.

# **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module	e title			_	Abbreviation
Incentives in Organizations					12-M-AO-132-m01
Module	e coord	inator		Module offered by	
holder of the Chair of Human Resource Management and Organisation			Management and	Faculty of Business	Management and Economics
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)	
5	nume	rical grade			
Duratio	on	Module level	Other prerequisites	3	
1 seme	ster	graduate			
Conten	ıts				
pirical Readin	results	are also introduced and be provided in class.		t widely used theorie	es, estimation techniques and em-
		ning outcomes			
		e lectures is to enable stu results in the area incen			d theories, estimation techniques ntifc literature.
Course	<b>S</b> (type, r	number of weekly contact hours, l	anguage — if other than Ge	rman)	
V + Ü (ı	no info	rmation on SWS (weekly	contact hours) and c	ourse language avail	able)
		sessment (type, scope, langua ble for bonus)	ge — if other than German,	examination offered — if no	ot every semester, information on whether
		mination (approx. 6o mir ssessment: German, Eng		er (approx. 15 pages)	)
Allocat	tion of <sub> </sub>	places			
Additio	onal inf	ormation			

 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module title					Abbreviation
Management Methods					12-MM-132-m01
Module coordinator				Module offered by	
holder of the Chair of Business Management and Busines Information Systems		anagement and Business	Faculty of Business	culty of Business Management and Economics	
ECTS	Metho	od of grading	Only after succ. con	mpl. of module(s)	
5	nume	rical grade			
Duration Module level Other prerequis		Other prerequisites	es		
1 seme	ster	graduate			

#### Description:

The module familiarises students with relevant management methods.

#### Content

- Principles of Management
- Corporate strategy and processes
- Determination of strategy
- Performance tasks within the company

# **Intended learning outcomes**

After completing the course "Mangementmethoden", students

- (i) have substantial knowledge in the application of relevant management methods and
- (ii) recognize their economic importance and consequences;
- (iii) succumbed to an idea of the scope of managers' activities;
- (iv) recognize the challenges businesses to deal with and
- (v) understand processes of an industrial company.

 $\textbf{Courses} \ (\text{type, number of weekly contact hours, language} - \text{if other than German})$ 

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

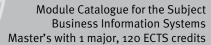
a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) presentation (15 to 20 minutes) with written elaboration (approx. 20 pages), weighted 1:2 or d) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) or e) entirely or partly computerised written examination (approx. 60 minutes)

Language of assessment: German, English

# Allocation of places

Number of places: 20. Should the number of applications exceed the number of available places, 15 places will be set aside for Master's students of Business Information Systems. (1) Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. (2) Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated as they become available.

#### **Additional information**





**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation
Work and Information					12-ITA-141-m01
Module	e coord	inator		Module offered by	
	of the (	Chair of Business Mana ystems	gement and Business	Faculty of Busines	s Management and Economics
ECTS	Metho	od of grading	Only after succ. con	ipl. of module(s)	
5	nume	rical grade			
Duratio	n	Module level	Other prerequisites		
1 seme	ster	graduate			
Conten	ts				
sified i vestme cies, w	n a cert ent, and hich co	ain way by participating I a company's strategy, me with taking informa	g in this module. For de the students will get to tion processing into ac	ecisions in regards to know all the relevance ecount as the so cal	tes can be interpreted and clasto human resources planning, interdependented "fourth" factor of production.
		number of weekly contact hours rmation on SWS (weekly			lahla)
Metho	d of ass	·			ot every semester, information on whether
ple/sin minute written	gle cho s; grou examii	oice questions (approx.	6o minutes) or c) oral utes; groups of 3: app ites)	examination (one ca	ng entirely or partly of multi- andidate each: approx. 15 to 20 d) entirely or partly computerised
Allocat	ion of p	olaces			
	nal inf				

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module title	Abbreviation
Agency Theory	12-M-B1b-132-m01
11 11 11 1	 *

Module coordinatorModule offered byholder of the Chair of Business Management, Banking and<br/>FinanceFaculty of Business Management and Economics

ECTS	Method of grading		Only after succ. compl. of module(s)
5	nume	rical grade	
Duratio	n	Module level	Other prerequisites
1 seme	ster	graduate	

#### **Contents**

#### Content:

This course deals with the fundamentals of agency theory and financial contracting with information symmetric and information asymmetric.

# Outline of syllabus:

- 1. Agency theory
- 2. Financial contracting

# **Intended learning outcomes**

After completing the course "Agency Theory and Financial contracting", the students will be able

- (i) to understand the fundamentals of agency theory and solve problems concerning optimal financial contracting given e.g. different capital endowments;
- (ii) to understand the central problems of controlling work assignments in theory and solve basic case studies;
- (iii) to generate and evaluate financial contracting given a non-trivial risk allocation and the resulting agency problems.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written examination (approx. 60 minutes) Language of assessment: German, English

# Allocation of places

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#### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-} \underline{\text{degree programmes}})$ 



Module	e title		Abbreviation		
Procurement Management					12-M-BE-141-m01
Module coordinator				Module offered by	
holder of the Chair of Business Management and Industrial Management			gement and Industrial	Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. con	ompl. of module(s)	
5	nume	rical grade			
Duration Module level Other prerequisite		Other prerequisites			
1 semester graduate					
Contents					

This course will develop the objectives, principles and structure of electronically supported procurement processes with a special focus on catalogue-based procurement systems, electronic tendering systems, electronic (reverse) auctions, e-marketplaces, supplier relationship management systems and eSupply chain management systems.

## Intended learning outcomes

The students will be able to describe and evaluate both the potentials and goals of electronic supported procurement systems and will be able to design appropriate systems for real-life applications. Students will get insight into the essentials of operational procurement management, especially e-procurement with a focus on catalog-based procurement systems, electronic tendering systems, electronic (reverse) auctions, e-marketplaces, supplier relationship management systems and eSupply chain management systems. After completing this module, students can define and analyze the related tasks and processes and show or develop theory-based and application-oriented possible solutions at a high professional level.

**Courses** (type, number of weekly contact hours, language — if other than German)

S (no information on SWS (weekly contact hours) and course language available)

 $\textbf{Method of assessment} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination offered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination offered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language}) \ (\textbf{type}, \textbf{language}) \$ module is creditable for bonus)

a) written examination (approx. 40 to 60 minutes) or b) presentation (approx. 20 minutes) with written elaboration (approx. 15 to 20 pages), weighted 1:1 or c) written elaboration (approx. 30 to 40 pages) or d) entirely or partly computerised written examination (approx. 60 minutes)

Language of assessment: German, English

creditable for bonus

#### Allocation of places

Number of places: 20. Should the number of applications exceed the number of available places, 15 places will be set aside for Master's students of Business Management and Economics and 5 places will be set aside for Master's students of Business Information Systems. (1) Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. (2) Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated as they become available.

#### **Additional information**

**Referred to in LPO I** (examination regulations for teaching-degree programmes)

Master's with 1 major Business Information Systems	
(2014)	



Module title					Abbreviation
Management and Leadership in Organizations					12-MFO-132-m01
Module coordinator				Module offered by	
holder of the Chair of Business Management and Business Information Systems		Faculty of Business Management and Economics			
ECTS	Meth	od of grading	Only after succ. con	mpl. of module(s)	
5	nume	rical grade			
Duration Module level Other prerequisites					
1 semester graduate					
Contents					

#### Part I:

The complexity of the modern work environment and the constantly changing organisational structures of companies lead to a demand for young mangers with a high diversity of expertise that are able to play their part in managing the organisational world. The lecture will provide students with an insight into the characteristics, tasks and instruments as well as the challenges of management in organisations and situations that are becoming ever more complex.

#### Outline of syllabus:

- Introduction -- Power in the daily management routine
- Fundamentals of management in complex organisations
- Tasks and instruments of management
- Leadership in an intercultural context
- Assurance of employability
- Conclusion -- Management of supervisors and colleagues Part II: Today's world of work is characterised by continuous change in a global context. Mergers, integrations and acquisitions - these are key terms in this context. The majority of change processes does not have the desired effect or even fails. This is not least due to the fact that not enough attention is paid to the complexity of these processes and to employees.

The support and integration of successful change processes is a central responsibility of managers as well as a complex and central task that requires sound preparation.

#### Outline of syllabus:

- Introduction typical change scenarios
- Psychological basics and concepts
- Approaches and control in change projects
- Measures and instruments of change management
- The role of management
- Conclusion example of application acquisitions and cases

## **Intended learning outcomes**

# Part I: Course objectives:

- Provide a widespread insight into the current status of theory and practice regarding management in complex organizations
- Introduction of essential tasks and instruments of managers and their apply to authentic cases.
- To illustrate and reflect the tensions of management in complex situations and international context Part II: Course objectives:
- Provide a widespread insight into the current status of theory and practice regarding changes
- Introduction, suitability of daily use and critical reflection of essential concepts, models and methods
- Foster the understanding for the necessity, complexity of changes as well as their constraints and barriers.

## **Courses** (type, number of weekly contact hours, language — if other than German)

This module comprises 2 module components. Information on courses will be listed separately for each module component.

- 12-MFO-1-132: V (no information on SWS (weekly contact hours) and course language available)
- 12-MFO-2-132: V (no information on SWS (weekly contact hours) and course language available)



**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

Assessment in this module comprises the assessments in the individual module components as specified below. Unless stated otherwise, successful completion of the module will require successful completion of all individual assessments.

# Assessment in module component 12-MFO-1-132: General Management - Key Skills for Young Professionals

- 3 ECTS, Method of grading: numerical grade
- written examination (approx. 60 minutes)
- Language of assessment: German, English

# Assessment in module component 12-MFO-2-132: Managing Change

- 2 ECTS, Method of grading: numerical grade
- written examination (approx. 60 minutes)
- Language of assessment: German, English

Allocat	ion	of	p	laces

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# **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module title					Abbreviation	
Social Insurance and the Welfare State			ate		12-M-F3-132-m01	
Module coordinator				Module offered by		
holder of the Chair of Public Finance				Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerequisite		Other prerequisites	;			
1 semester graduate						
Contents						

## Description:

This module discusses the economic justification for implementing social security systems in a market economy and provides students with deeper insights into this topic with the help of specific issues of public health and retirement policy.

Reading: lecture notes provided by Chair.

#### Contents:

- 1. Public intervention in insurance markets
- 2. The insurance function of social security
- 3. Social security and social morale
- 4. The optimal health insurance contract
- 5. Alternative financing schemes for public health in Germany
- 6. Why do we need a public pension system?
- 7. Funding vs pay-as-you-go financing of public pensions

#### Intended learning outcomes

After completing the module "Theorie der Sozialversicherung" students are able to explain the theoretical foundation of the social security system in a market economy. Using simple partial equilibrium models they can discuss the financing and contract structure of the public health and pension system. Finally they are able to analyze the consequences of policy reforms.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

 $\textbf{Method of assessment} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination offered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination offered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language}) \ (\textbf{type}, \textbf{language}) \$ module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: German, English

#### Allocation of places

# **Additional information**

**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation
Public Debt					12-M-F2-132-m01
Module coordinator Module offered by					
holder of the Chair of Public Finance Faculty of Business Management and Eco			Management and Economics		
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)	
5	nume	rical grade			
Duration Module level Other prerequisite		Other prerequisites			
1 semester graduate					
Contants					

## Description:

The module provides an introduction to some specific issues of public debt that are in the focus of the public and scientific debate.

Reading: lecture notes provided by Chair.

#### Outline of syllabus:

- 1. Measurement of public debt
- 2. Growth effects of public debt
- 3. Intergenerational effects of public debt
- 4. Public debt in open economies
- 5. Neutrality of public debt
- 6. Political economy of public debt
- 7. Theory of souvereign debtors

# Intended learning outcomes

After completing the course "National Debt" students are able to distinguish and discuss the most important measurement concepts and problems of public debt. They can discuss the growth and distributional consequences using simple equilibrium models of closed and open economies. They can evaluate the relevance of Ricardian neutrality and know the political economny explanations of rising debt levels and debt overhangs in specific countries.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: German, English

# Allocation of places

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# **Additional information**

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Referred to in LPO I (examination regulations for teaching-degree programmes)



Module title				Abbreviation	
Policy of Taxation					12-M-F1-132-m01
Module coordinator M			Module offered by		
holder of the Chair of Public Finance Faculty of Business Management and Ec			Management and Economics		
ECTS	S Method of grading Only after succ. cor		Only after succ. con	npl. of module(s)	
5	nume	rical grade			
Duration Module level Other prerequisites					
1 semester graduate					
Contonto					

## Description:

In this module, students will acquire a basic understanding of the tax system and structure applied to households in Germany. In addition, the course will include simple tax incidence analyses of specific tax policies. Reading: lecture notes provided by Chair.

#### Contents:

- 1. Fiscal harmonisation system in Germany
- 2. Mechanics and problems of the VAT system
- 3. Tax incidence analysis
- 4. Income tax code
- 5. Taxation of married couples and families
- 6. Progressive taxation and income leveling
- 7. Taxation and household decisions

# Intended learning outcomes

After completing the course "Tax Policy" students know the most important tax revenues in Germany and how they are divided between the Federation and the federal provinces. They are able to explain the incidence of specific taxes using simple case studies. Finally they can discuss tax induiced distortions of individual decisions using simple partial equilibrium models.

 $\textbf{Courses} \ (\textbf{type}, \, \textbf{number of weekly contact hours, language} - \textbf{if other than German})$ 

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: German, English

# Allocation of places

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#### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Modul	Module title				Abbreviation
Risk Management - Compliance and Financial Reporting					12-M-RM1-141-m01
Modul	e coord	inator		Module offered by	
holder of the Chair of Business Management and Accounting		gement and Accoun-	Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)	
5	nume	rical grade			
Duration Module level Other prerequisit		Other prerequisites	1		
1 semester graduate					
Contents					

Content: This module analyses the presentation of opportunities and risks in financial reports, i. e. annual or interim reports, in conjunction with selected value-based management and profitability analysis approaches.

# Outline of syllabus:

- 1. Basics of financial reporting and risk management;
- 2. Practice of risk reporting;
- 3. Profitability analysis according to Penman;
- 4. Value-based management and risk management;
- 5. Residual income and business valuation;
- 6. Analysis of equity risk;
- 7. Analysis of credit risk;
- 8. Risk management monitoring by audit committees and auditors.

Reading list to be provided in class.

# Intended learning outcomes

After completing the course, the students will be able

- 1. to present the relation between risk management and financial reporting;
- 2. to analyze and solve independently complex problems with respect to the presentation of opportunities and risk in financial reports based on national and international standards;
- 3. to identify the relation between risks and value-based management;
- 4. to evaluate independently selected research results concerning risk reporting and desing own research- or practice-oriented projects.

**Courses** (type, number of weekly contact hours, language — if other than German)

This module comprises 2 module components. Information on courses will be listed separately for each module component.

- 12-M-RM1-1-141: V (no information on SWS (weekly contact hours) and course language available)
- 12-RM1-2-141: V (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

Assessment in this module comprises the assessments in the individual module components as specified below. Unless stated otherwise, successful completion of the module will require successful completion of all individual assessments.

Assessment in module component 12-M-RM1-1-141: Legal Foundations of Risk Management and Compliance

- 2 ECTS, Method of grading: numerical grade
- a) written examination (approx. 60 to 90 minutes) or b) term paper (approx. 15 pages)
- Language of assessment: German, English
- creditable for bonus



# Assessment in module component 12-RM1-2-141: Financial Reporting and Risk Management

- 3 ECTS, Method of grading: numerical grade
- a) written examination (approx. 60 to 90 minutes) or b) term paper (approx. 15 pages)
- Language of assessment: German, English
- · creditable for bonus

# Allocation of places

Number of places: 30. Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. A waiting list will be maintained and places re-allocated as they become available.

#### **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title				Abbreviation		
Project Management and Controlling					12-M-PROM-132-mo1	
Module	e coord	inator		Module offered by	ı	
		Chair of Chair of Business	Management, Con-	Faculty of Business	Management and Economics	
ECTS	Metho	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duratio	on	Module level	Other prerequisites			
1 seme	ster	graduate				
Conten	its					
various tential	s projec applica	t phases as well as appr ations of these instrumen	oaches to multi-proje		g and management of projects in e theoretical basis as well as po-	
Intend	ed lear	ning outcomes				
Initially knowledge about fundamental requirements concerning instruments of project management and controlling is acquired. What is more the module conveys knowledge about strengths and weaknesses and therewith fields of application and limits of commonly used instruments and methods of practitioners. Competences within the configuration and development of the project management and -controlling are obtained as well as skills within the practical use of the project management software MS Project.						
Course	<b>S</b> (type, r	number of weekly contact hours, l	anguage — if other than Ge	rman)		
V + Ü (no information on SWS (weekly contact hours) and course language available)						
<b>Method of assessment</b> (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)						
written examination (approx. 60 minutes) Language of assessment: German, English						
Allocat	ion of r	Allocation of places				

**Allocation of places** 

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**Additional information** 

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module	Module title				Abbreviation	
Coordi	nation,	Budgeting and Incentive	es in Enterprises		12-M-KOBO-132-m01	
Module	coord	inator		Module offered by		
		Chair of Chair of Business ccounting	Management, Con-	Faculty of Business	Management and Economics	
ECTS	Metho	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duratio	n	Module level	Other prerequisites			
1 seme	ster	graduate				
Conten	ts					
course first discusses the role of accounting in the context of decision making and behavioural controlling as well as informational analyses. Afterwards, the most common instruments of behavioural controlling (budgeting, value-oriented management, transfer prices) are discussed with regard to theory and practice.  Intended learning outcomes  This module aims to provide knowledge in the context of behavioral controlling in enterprises. Knowledge about Requirements on instruments used for behavioral controlling are discussed and competencies for deployment, structure and development of coordination tools are provided.						
Course	<b>S</b> (type, r	number of weekly contact hours, l	anguage — if other than Ger	rman)		
V + Ü (r	no info	rmation on SWS (weekly	contact hours) and co	ourse language avail	able)	
		<b>sessment</b> (type, scope, langua le for bonus)	ge — if other than German,	examination offered — if no	ot every semester, information on whether	
a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: German, English						
Allocation of places						
Additio	Additional information					

 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module title				Abbreviation	
Strategic Management of Innovation and International Business				iness	12-M-MWT-141-m01
Modul	Module coordinator			Module offered by	
holder	holder of the Chair of Entrepreneurship and Management			Faculty of Business Management and Economics	
ECTS	Meth	ethod of grading Only after succ. con		npl. of module(s)	
5	nume	rical grade			
Duration Module level		Other prerequisites			
1 seme	1 semester graduate				
Conter	Contents				

In this course, students will acquire an overview of the strategic aspects of innovation management. They will acquire the knowledge necessary to understand the range, scope and complexity of the issues and problems related to the strategic management of innovations. The lecture will focus on innovation teams and the different roles in the innovation process. It will also discuss how users can be involved in the innovation process. In addition, the course will address the concepts of open innovation, lean innovation and crowdsourcing and will discuss how platform strategies can be used for the new product development process as well as what market entry strategies and patent management strategies are currently used. Practical examples and case studies will be used to provide students with a better understanding of the theoretical concepts.

# **Intended learning outcomes**

At the end of the module students are able to understand:

- The tasks of the strategic innovation management
- The state of the art and importance of innovations
- The current trends in strategic innovation management
- The importance of patent strategies
- The market entry strategies
- Concepts of the marketing mix

**Courses** (type, number of weekly contact hours, language — if other than German)

 $V + \ddot{U}$  (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written elaboration (approx. 15 to 20 pages) or b) presentation (approx. 15 minutes) or c) written examination (approx. 60 minutes)

Language of assessment: German, English

# Allocation of places

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# **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



	1			Abbreviation	
Portfolio Selection and Capital Market Theory  Module coordinator				12-M-B1a-132-m01	
			Module offered by		
nolder of the	Chair of Business Mai	nagement, Banking and	ment, Banking and Faculty of Business Man		
ECTS Met	hod of grading	Only after succ. con	Only after succ. compl. of module(s)		
5 num	erical grade				
Duration Module level		Other prerequisites	Other prerequisites		
1 semester graduate					
Contents		·			
ket equilibri Outline of sy 1. Fundamer 2. Portfolio 9 3. CAPM	um and the resulting Ca Allabus: Atals of decision theory	APM.	tment decisions (po	rtfolio selection), the capital ma	
<u> </u>	arning outcomes	anatysis			

- (i) to explain the optimal capital market position of an investor given the different investment opportunities and its individual utility function in theory and calculate it;
- (ii) to understand the central propositions made by the CAPM and use the CAPM for valuating assets and firms.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written examination (approx. 60 minutes) Language of assessment: German, English

# **Allocation of places**

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# **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation
Financial Statement Analysis and Business Valuation			siness Valuation		12-M-UA-141-mo1
Modul	Module coordinator			Module offered by	
holder of the Chair of Business Management and Accounting			gement and Accoun-	Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)	
5	nume	rical grade			
Duration Module level		Module level	Other prerequisites		
1 semester		graduate			
Conter	Contents				

#### Content:

Underlying value is referred to as fundamental value, the analysis of information about fundamental value is referred to as fundamental analysis. This module discusses fundamental analysis. Fundamental analysis was developed as a matter of appropriate financial statement analysis.

#### Outline of syllabus:

- 1. Introduction: investing, valuation and financial statements
- 2. How financial statements are used in valuation
- 3. Cash accounting, accural accounting and discounted cash flow valuation: pricing book values
- 4. Viewing business through the financial statement lens
- 5. Analysis of the balance sheet and income statement
- 6. Analysis of the cash flow statement
- 7. Analysis of profitability
- 8. The value of operations and the evaluation of enterprise price-to-book-ratios and price-earnings-ratios

# Reading:

Penman, Stephen H.: Financial Statement Analysis and Security Valuation (most recent edition).

# **Intended learning outcomes**

The students should be able to analyze financial statements and to value businesses and business strategies using the best technologies available. They should be able to sort out what are good methods, i.e. practical as well as conceptually sound, and what are poor ones. They should demonstrate their knowledge in applying the methods on real cases.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written examination (approx. 60 to 90 minutes)

#### Allocation of places

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# **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title				Abbreviation	Abbreviation	
European Competition Policy				12-M-WPE-1	.41-m01	
Modul	Module coordinator			Module offered by		
holder of the Chair of Industrial Economics			conomics	Faculty of Business Management and Economics		
ECTS	Meth	Method of grading Only after succ. co		npl. of module(s)		
5	nume	rical grade				
Duration Module level		Module level	Other prerequisite	Other prerequisites		
1 semester		graduate				
C 4	-4-	-				

## Outline of syllabus:

- 1. Legal environment, competition laws
- 2. Market definition
- Qualitative methods
- Simple quantitative methods
- Hypothetical monopoly test
- 3. Horizontal agreements and collusion: repeated games and factors affecting likelihood of collusion
- 4. Horizontal mergers and collusion
- Economic theory
- Efficiency effects
- Coordinated effects
- 5. Vertical relations and contracts
- Economic analysis of contracts
- "More economic approach"
- 6. Abuse of dominant position
- Classification of abusive conduct
- Economic analysis of abusive conduct and theory of harm

The course will be taught in English.

#### Intended learning outcomes

After completion of the module students can use the advanced concepts introduced in the lecture of competition policy, including the legal framework, the trace models and methods for the study of competition policy issues, as well as understand the approach of European competition policy in high profile cases. When they are confronted with practical problems, they can refer to these cases, and the same logic to practical examples apply by draining the relevant economic theories that identify variables to be measured and methodologies for assessing, and based on that adequate conclusions for appropriate cases. They will sufficiently understand the subject in order to open up that build upon literature in journals and being able to think critically.

 $\textbf{Courses} \ (\textbf{type}, \, \textbf{number of weekly contact hours}, \, \textbf{language} - \textbf{if other than German})$ 

V (no information on SWS (weekly contact hours) and course language available)

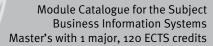
**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 to 90 minutes) or b) written examination (questions concerning mathematical methodology; approx. 120 minutes) or c) term paper (approx. 15 to 20 pages) Language of assessment: German, English

creditable for bonus

# Allocation of places

Business Management Master's, Economics Master's, Business Information Systems Master's, Mathematics for Economics Master's, Chinese and Economics Master's and China Business und Economics Master's: no restrictions. Applied Human Geography Master's and Political and Social Sciences Master's: 10 places. Places will be allocated by lot.





Additional information
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Referred to in LPO I (examination regulations for teaching-degree programmes)
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Module title					Abbreviation
Theory of Industrial Organization 1			ı		12-M-TI1-141-m01
Modul	Module coordinator			Module offered by	
holder of the Chair of Industrial Economics			onomics	Faculty of Business Management and Economics	
ECTS	Metho	Method of grading Only after succ. co		npl. of module(s)	
5	nume	rical grade			
Duration Module level		Other prerequisites	Other prerequisites		
1 semester		graduate			
Contor	at c				

Theory of industrial organisation:

- 1. Monopoly pricing
- Nonlinear pricing and mechanism design
- Dynamic pricing: experience goods, durable goods
- 2. Oligopoly pricing
- Static price and quantity competition in homogeneous and differentiated goods markets
- Comparative statics
- Equilibrium market structure
- 3. Dynamic competition in oligopoly markets
- Repeated games and collusion
- Markov perfect equilibrium and models of dynamic competition
- 4. Strategic behaviour by incumbent firms
- Entry deterrence and predation
- Signalling and reputation
- 5. Auctions
- Second price auctions
- First price auctions
- 6. Advertising and product design

The course will be taught in English.

# **Intended learning outcomes**

Students which complete this class will acquire a working knowledge of advanced theoretical models of competition in oligopoly markets as well as sophisticated pricing techniques in monopoly markets. They will learn the conditions under which the predictions of these models are valid. They will become familiar with applications of advanced game theoretic tools, such as dynamic models of competition and auction theory, for studying interactions between firms in markets. By means of comprehensive exercises, they will apply the methods they learn in class to practically relevant problems. They will be in a position to read academic papers on related topics, assess the strengths and weaknesses of approach, summarize and comment on these papers and suggest possible extensions.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

Method of assessment (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

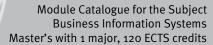
a) written examination (approx. 60 to 90 minutes) or b) written examination (questions concerning mathematical methodology; approx. 120 minutes) or c) term paper (approx. 15 to 20 pages) Language of assessment: German, English

creditable for bonus

# Allocation of places

# **Additional information**

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2014)	ta record Master (120 ECTS) Wirtschaftsinformatik - 2014	





**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation	
Princip	les of I	European Regulation	1		12-M-PRE-141-m01	
Module	e coord	linator		Module offered by		
holder	holder of the Chair of Industrial Economics			Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerec		Other prerequisites	5			
1 semester graduate						
Conten	Contents					

This module examines the regulation of traditional network industries (railroads, electricity, telecommunications) in Europe: theory and practice

# Outline of syllabus:

- 1. Overview of the regulation of railroads in Gemany and Europe in practice
- 2. Overview of the regulation of the electricity industry in Gemany and Europe in practice
- 3. Overview of the regulation of the telecommunications industry in Gemany and Europe in practice
- 4. Political economy of regulation
- 5. Natural monopoly and price regulation under ideal conditions
- 6. Price regulation under realistic circumstances
- 7. Procurement: advantages and disadvantages
- 8. Network access regulation

## Intended learning outcomes

After successfully completing this module, students wiil be able to

- (i) describe central problems in regulation of the traditional network industries;
- (ii) identify and apply the appropriate results from Industrial Organization;
- (iii) assess the advantages and disadvantages of existing regulatory mechanisms by using results from the industrial organization theory.

**Courses** (type, number of weekly contact hours, language — if other than German)

V (no information on SWS (weekly contact hours) and course language available)

 $\textbf{Method of assessment} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination offered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination offered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language}) \ (\textbf{type}, \textbf{language}) \$ module is creditable for bonus)

a) written examination (approx. 60 to 90 minutes) or b) written examination (questions concerning mathematical methodology; approx. 120 minutes) or c) term paper (approx. 15 to 20 pages)

Language of assessment: German, English

creditable for bonus

## Allocation of places

#### **Additional information**

 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module title	Abbreviation
Advanced Microeconomics	12-M-AM-141-m01

Module coordinatorModule offered byholder of the Chair of Economics, Information and Contract<br/>EconomicsFaculty of Business Management and Economics

ECTS	Method of grading		Only after succ. compl. of module(s)
5	numerical grade		
Duratio	n	Module level	Other prerequisites
1 seme	ster	graduate	

#### **Contents**

This course deals with essential microeconomic methods and problems at an advanced level (e. g. Mas-Colell, Whinston, Green: Micoreconomic Theory). As this is a huge field, the course will concentrate on two or three topics such as

- 1. Game theory
- 2. Principal-agent models
- 3. Theory of auctions
- 4. General equilibrium theory
- 5. Mechanism design

## **Intended learning outcomes**

After completing the course students are able to

- 1. explain essential findings of microeconomic theory,
- 2. apply the involved methods to given simple examples on their own,
- 3. recognize, in which real life situations and how the results can be applied.

 $\textbf{Courses} \ (\textbf{type}, \textbf{number of weekly contact hours}, \textbf{language} - \textbf{if other than German})$ 

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 to 90 minutes) or b) written examination (questions concerning mathematical methodology; approx. 120 minutes) or c) term paper (approx. 15 to 20 pages)

Language of assessment: German, English

creditable for bonus

# **Allocation of places**

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### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module title					Abbreviation	
Multin	ational	Enterprises			12-M-MNE-141-m01	
Module coordinator				Module offered by		
holder	holder of the Chair of Public Finance			Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	rical grade				
Duratio	Duration Module level Other		Other prerequisites	;		
1 seme	1 semester graduate					
Conter	Contents					

This module will be discontinued, no courses are offered currently or will be offered in future.

This may be due to one of the following reasons:

- the module belongs to a version of the examination regulations that no longer has any enrolled students
- the lecturer who offered the course is no longer employed at the University of Würzburg
- the contents are no longer taught and were substituted with comparable offers

For more information, please contact the Office of the Dean of Studies of the Faculty of Business Management and Economics.

## **Intended learning outcomes**

Due to the lack of relevance, no learing outcomes description is available because no courses are held for this module.

**Courses** (type, number of weekly contact hours, language — if other than German)

V (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 120 minutes) or b) oral examination (approx. 15 minutes) Language of assessment: German, English

# Allocation of places

Business Management Master's, Economics Master's, Business Information Systems Master's, Mathematics for Economics Master's, Chinese and Economics Master's and China Business und Economics Master's: no restrictions. Applied Human Geography Master's: 10 places. Places will be allocated by lot.

#### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



		,				
Module title Abbreviation					Abbreviation	
Europe	European Economic Statistics				12-M-EWS-132-m01	
Module	e coord	inator		Module offered by		
holder	of the (	Chair of Econometrics		Faculty of Business	Management and Economics	
ECTS	Metho	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duratio	on	Module level	Other prerequisites			
1 seme	ster	graduate				
Conten	its					
<ol> <li>The</li> <li>Structure</li> <li>Mon</li> </ol>	harmor ctural ii ey and	an system of national acc nised consumer price ind ndicators loans in the European m of EuroStat	ex			
Intend	ed lear	ning outcomes				
Germa		ess and economic statis			ting systems of the European and ing systems for different macroe-	
Course	<b>S</b> (type, r	number of weekly contact hours,	language — if other than Ger	rman)		
V + Ü (ı	no info	rmation on SWS (weekly	contact hours) and co	ourse language avail	lable)	
	<b>Method of assessment</b> (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)					
	a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: German, English					
Allocat	ion of p	olaces				
1						

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# **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module title					Abbreviation	
Stochastic Models for Risk Assessment					12-RM-RW-102-m01	
Module coordinator				Module offered by		
Dean o	Dean of the Faculty of Business Management and Economics			Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerec		Other prerequisites	5			
1 semester graduate						
Conter	nts					

Etymological background of the risk concept Definitions of risk Basic concepts and terminology of stochastic risk modelling: risk phenomenon, risk object, risk variable, risk source, risk factor, risk cause, direct peril, indirect peril, loss under risk, profit under risk, loss variable, profit variable, risk distribution, risk indicator, risk parameter Classification of business risks Risk policy, risk management Risk analysis: risk identification, risk description, risk exploration, risk-relevant measurements, risk evaluation, risk assessment, risk modelling Risk management: risk minimisation, risk protection, risk avoidance, risk mitigation, bearing of risk, risk prevention Risk control, risk monitoring Norms and standards of risk management: ISO 31000, ONR 49000 -- 49004, IEC/ISO 31010, COSO II, AIRMIC, IRM, ALARM FMEA (Failure Mode and Effect Analysis) as a tool of risk analysis and risk assessment: historical and thematic background, methodology, discussion of the FMEA assessment methodology Risk matrix, risk diagram Score diagram Stochastic risk parameters and risk measures as distribution parameters Probability distributions: Gaussian, Laplace, Student's t, extreme value, logistic, exponential, Weibull, gamma, negative Gaussian, Burr, hyperbolic, generalised hyperbolic Elementary stochastic risk measures: variance, standard deviation, signal-to-noise ratio, coefficient of variation, Sharpe ratio, nonconformance probability, expected shortfall, shortfall probability, risk parameters under reference values, Stone family Value at Risk and Conditional Value at Risk: definition, formal representations, values under special probability distributions Axioms of risk measures: distribution invariance, subadditivity, superadditivity, additivity, comonotonous additivity, nonnegative homogeneity, translation invariance, convexity, continuity, coherence

## **Intended learning outcomes**

The student knows the schemes and concepts of risk analysis, risk assessment, risk measurement, and the theoretical background. The student knows the concepts of advanced stochastic risk modeling. In a practical business situation, the student is able to identify an appropriate scheme of risk assessment and corresponding meaningful risk measures.

**Courses** (type, number of weekly contact hours, language — if other than German)

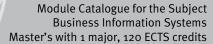
V + Ü (no information on SWS (weekly contact hours) and course language available)

Method of assessment (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written examination (approx. 60 minutes)

#### Allocation of places

Number of places: 30. Should the number of applications exceed the number of available places, places will be allocated as follows: (1) Master's students of Wirtschaftsinformatik (Business Information Systems) will be given preferential consideration. (2) The remaining places will be allocated to students of other subjects. (3) When places are allocated in accordance with (1) and (2) and the number of applications exceeds the number of available places, places will be allocated among applicants from this group according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. (4) Within the groups according to (1) and (2), applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. (5) Places on all courses of the module component





with a restricted number of places will be allocated in the same procedure. (6) A waiting list will be maintained and places re-allocated as they become available.

# **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title				Abbreviation	
European Public Finance					12-M-EFP-132-m01
Module	Module coordinator			Module offered by	
holder of the Chair of Public Finance				Faculty of Business Management and Economics	
ECTS	Metho	Method of grading Only after succ. co		npl. of module(s)	
5	nume	rical grade			
Duration Module level		Other prerequisites			
1 semester graduate					
Conton	Contonts				

## Description:

In this course, students will acquire a basic understanding of the financial system of the European Union as well as selected aspects of European agricultural, tax and climate policy.

Reading: lecture notes provided by Chair.

## Outline of syllabus:

- 1. The budget of the European Union
- 2. The Common Agricultural Policy (CAP)
- 3. The Stability and Growth Pact (SGP)
- 4. Tax competition or tax coordination in Europe?
- 5. Emissions trading and European climate policy

# **Intended learning outcomes**

After completing the course "Europäische Finanzpolitik" students know the central revenues and expenditures of the budget of ther European Union. They also know the most important instruments of the agricultural policy and the debt problem within the European currency union. Finally they will be able to discuss international tax policy and climate issues using simple partial equilibrium models.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: German, English

### Allocation of places

Business Management Master's, Economics Master's, Business Information Systems Master's, Mathematics for Economics Master's, Chinese and Economics Master's and China Business und Economics Master's: no restrictions. Applied Human Geography Master's and Political and Social Sciences Master's: 10 places. Places will be allocated by lot.

## **Additional information**

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Referred to in LPO I (examination regulations for teaching-degree programmes)



Module title				Abbreviation	
Strategic Production Management					12-M-SPM-141-m01
Module coordinator				Module offered by	
	holder of the Chair of Business Management and Industrial Management			Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)	
5	nume	rical grade			
Duration Module level Other prerequ		Other prerequisites			
1 semester graduate					
Contents					

This module will discuss contents and procedures of strategic production management and, in particular, planning and control concepts.

Students will become familiar with the essentials of strategic production management. Theoretical and analytical models will be used for analysing both economic and ecological issues. In addition, the module will discuss principles of value structure optimisation and will develop competences regarding the development of integrated mathematical models.

## **Intended learning outcomes**

After completion of the module students are able to process, to analyze and answer questions of operations strategy structured and goal-oriented in a global context using appropriate methods. Furthermore, they know the main strategic tasks and objectives in production management and evaluate and apply planning and control concepts for the production in realistic application situations.

**Courses** (type, number of weekly contact hours, language — if other than German)

S (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 40 to 60 minutes) or b) presentation (approx. 20 minutes) with written elaboration (approx. 15 to 20 pages), weighted 1:1 or c) written elaboration (approx. 30 to 40 pages)

Language of assessment: German, English creditable for bonus

# Allocation of places

Number of places: 20. Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. A waiting list will be maintained and places re-allocated as they become available.

## **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation	
Strategic Supply Management					12-M-SBM-141-m01	
Modul	Module coordinator			Module offered by		
	holder of the Chair of Business Management and Industrial Management			Faculty of Business	Management and Economics	
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duration Module level		Other prerequisites				
1 semester graduate						
C 4	Combando					

The course addresses central issues of strategic supply management. The supply function of the company (purchasing, materials management, procurement logistics) and its strategic importance is analysed and basic methods are developed that are relevant in this area.

## **Intended learning outcomes**

Students learn the principles of performance-oriented optimization of all procurement activities to develop long-term, competitively sensitive potential for success. After completion of the module students are able to prepare structured, to goal-oriented analyze and to respond to performance-oriented issues of strategic procurement based on key instruments. Students are able to accurately classify the tasks of the procurement and to describe and discuss their strategic importance and dominate essential methods and procedures used in this area to apply.

**Courses** (type, number of weekly contact hours, language — if other than German)

S (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 40 to 60 minutes) or b) presentation (approx. 20 minutes) with written elaboration (approx. 15 to 20 pages), weighted 1:1 or c) written elaboration (approx. 30 to 40 pages)

Language of assessment: German, English creditable for bonus

## Allocation of places

Number of places: 20. Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. A waiting list will be maintained and places re-allocated as they become available.

# **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation
Brand Management & Market Research					12-M-MM-141-m01
Modul	Module coordinator			Module offered by	
holder ting	holder of the Chair of Business Management and Marketing			Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)	
5	nume	rical grade			
Duratio	Duration Module level Oth		Other prerequisites		
1 semester graduate -					
Contents					

At the beginning of the 21st century, marketing - until then interpreted as a market-oriented corporate management approach - was further developed to be seen as the entrepreneurial task of creating "shared value" for the organisation on the one hand and - broadly speaking - for society on the other hand. This idea leads to high requirements regarding the strategic sustainable positioning of the brand as well as brand management itself.

### Outline of syllabus:

- 1. Brand leadership and brand assessment
- 2. Brand leadership, identity and relevance according to David Aaker's approach
- 3. Brand strategies
- 4. Consumer behaviour
- 5. Market research methods and the development of brand strategies
- 6. Market research methods

## **Intended learning outcomes**

Based on the theories of Meffert and Aaker, students will gain a profound understanding for brand leadership, which will be deepened by many pracital implications and examples. Provided by cases studies and market research tools, it's the defined goal of this lecture to convey an in-depth knowledge for consumer behavior and sustainable brand management.

 $\textbf{Courses} \ (\text{type, number of weekly contact hours, language} - \text{if other than German})$ 

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written examination (approx. 60 minutes)

Language of assessment: German, English

#### Allocation of places

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## **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module title				Abbreviation	
International Marketing					12-M-IMM-141-m01
Module	Module coordinator			Module offered by	
holder ting	holder of the Chair of Business Management and Marketing			Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)	
5	nume	rical grade			
Duration Module level Oth		Other prerequisites			
1 semester graduate					
Conten	Contents				

The module builds on the knowledge acquired during the Bachelor's degree programme or the Grundstudium (stage I studies). It provides a systematic introduction to strategic marketing decisions in global and international contexts. These are explained mainly by Porter's diamond and cluster models. Another focus is on internationalisation strategies, which require country analyses and decisions on the selection of national markets as well as a timing of the countries market development. In addition, the module discusses different strategies for market entry and market development.

## Outline of syllabus:

- 1. Internationalisation of the economy and regional integration processes
- Globalisation
- Competitiveness of countries, industries and companies in an international context
- 2. International strategic marketing decisions
- Market entry forms
- Market development strategies
- Timing strategies
- International organisation structures
- 3. Theories and strategies of internationalisation
- Foreign trade theory
- Multinational enterprise
- Internationalisation strategies

## Reading:

Meffert, H. / Burmann C. / Becker, C.: Internationales Marketing-Management, Stuttgart etc. (most recent editi-

Berndt, R. / Fantapié-Altobelli C. / Sander M.: Internationales Marketing-Management, Berlin etc. (most recent edition).

## **Intended learning outcomes**

Students acquire in-depth skills in the field of strategic and operational management with particular attention to the international context. Students achieve particular expertise in the analysis, assessment and implementation of international business decisions and gain skills thus guiding the execution of marketing and management positions in globally-active companies.

 $\textbf{Courses} \ (\textbf{type}, \, \textbf{number of weekly contact hours, language} - \textbf{if other than German})$ 

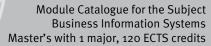
V + Ü (no information on SWS (weekly contact hours) and course language available)

Method of assessment (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written examination (approx. 60 minutes) Language of assessment: German, English

## Allocation of places

Master's with 1 major Business Information Systems	JMU Würzburg • generated 23-Aug-2021 • exam. reg. da-	page 83 / 133
(2014)	ta record Master (120 ECTS) Wirtschaftsinformatik - 2014	





Additional information				
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Referred to in LPO I (examination regulations for teaching-degree programmes)				
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Module title					Abbreviation
Econometrics 1					12-M-OE1-141-m01
Module coordinator				Module offered by	
holder of the Chair of Econometrics			CS	Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)	
5	nume	rical grade			
Duration Module level Other prerequisite		Other prerequisites	<u> </u>		
1 semester graduate					
Contents					

This module deals with the basic concept and methodology of the ordinary least squares (OLS) regression model. In particular, model assumptions and properties are discussed and formally motivated. In addition, the module examines linear restrictions on the models explanatory variables as well as dummy variables and introduces tests to verify simple and multiple linear restrictions.

Linear algebra is used as formal aid.

### Outline of syllabus:

- 1. Random variables
- 2. Important distributions
- 3. Point estimates
- 4. Simple linear regression model
- 5. Model assumptions
- 6. Model properties
- 7. Simple hypothesis tests
- 8. Multiple linear regression model
- 9. Linear restrictions
- 10. Dummy variables
- 11. Multiple hypothesis tests

# **Intended learning outcomes**

The students acquire knowledge of the basics, concepts and methods used in the classical linear regression model and understand the role of econometrics in science and data analysis. In particular, they learn how to analytically derive, calculate and interpret the coefficients, standard errors and p-values of a classic regression output of the multiple regression model. Furthermore, they are able to state and motivate formally the assumptions and properties of OLS and know how to deal with transformed and dummy variables. Additionally, students are able to test multiple linear restrictions on the parameters and are able to apply these tests to real economic, business and social science questions.

The competences acquired in this course serve as a prerequisite for "Econometrics II", "Econometrics III", "Microeconometrics" und "Financial Econometrics".

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (60 minutes) or b) term paper (approx. 15 pages)

Language of assessment: German, English

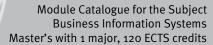
creditable for bonus

## Allocation of places

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# **Additional information**

Master's with 1 major Business Information Systems	JMU Würzburg • generated 23-Aug-2021 • exam. reg. da-	page 85 / 133
(2014)	ta record Master (120 ECTS) Wirtschaftsinformatik - 2014	





**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module	e title		Abbreviation		
Selecte	Selected Topics in Business Management and Economics 1				12-M-APW1-141-m01
Module	e coord	linator		Module offered by	
Dean of the Faculty of Business Management and Economics			gement and Econo-	Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)	
5	nume	rical grade			
Duration Module level Other prerequisite			Other prerequisites		
1 semester graduate					
Contents					

This module serves the purpose of transferring credits from

- courses taken at other German or non-German universities
- additional courses offered on a short-term basis
- courses offered by new Chairs that are yet to be included in the FSB (subject-specific provisions)

The holders of the respective Chairs will ensure that the courses are eligible for credit transfer.

## **Intended learning outcomes**

As a result of accrediting multiple kinds of modules, a description of acquired skills cannot be given.

Courses (type, number of weekly contact hours, language - if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 to 90 minutes) or b) written examination (questions concerning mathematical methodology; approx. 120 minutes) or c) term paper (approx. 15 to 20 pages) or d) presentation (approx. 30 to 45 minutes)

Assessment offered: in the semester in which the course is offered Language of assessment: German, English

creditable for bonus

# **Allocation of places**

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#### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Modul	Module title				Abbreviation
Selected Topics in Business Management and Economics 2				2	12-M-APW2-141-m01
Module coordinator				Module offered by	
Dean of the Faculty of Business Management and Economics			gement and Econo-	Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)	
5	nume	rical grade			
Duration Module level Other prerequisite		Other prerequisites	3		
1 semester graduate					
Contents					

This module serves the purpose of transferring credits from

- courses taken at other German or non-German universities
- additional courses offered on a short-term basis
- courses offered by new Chairs that are yet to be included in the FSB (subject-specific provisions)

The holders of the respective Chairs will ensure that the courses are eligible for credit transfer.

## **Intended learning outcomes**

As a result of accrediting multiple kinds of modules, a description of acquired skills cannot be given.

Courses (type, number of weekly contact hours, language - if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 to 90 minutes) or b) written examination (questions concerning mathematical methodology; approx. 120 minutes) or c) term paper (approx. 15 to 20 pages) or d) presentation (approx. 30 to 45 minutes)

Assessment offered: in the semester in which the course is offered Language of assessment: German, English

creditable for bonus

## Allocation of places

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#### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Modul	e title	·	Abbreviation		
Select	Selected Topics in Business Management and Economics 3				12-M-APW3-141-m01
Modul	e coord	linator		Module offered by	
Dean comics	Dean of the Faculty of Business Management and Economics			Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)	
5	nume	rical grade			
Duratio	Duration Module level Other prerequisite				
1 semester graduate					
Contents					

This module serves the purpose of transferring credits from

- courses taken at other German or non-German universities
- additional courses offered on a short-term basis
- courses offered by new Chairs that are yet to be included in the FSB (subject-specific provisions)

The holders of the respective Chairs will ensure that the courses are eligible for credit transfer.

## **Intended learning outcomes**

As a result of accrediting multiple kinds of modules, a description of acquired skills cannot be given.

Courses (type, number of weekly contact hours, language - if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

Method of assessment (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 to 90 minutes) or b) written examination (questions concerning mathematical methodology; approx. 120 minutes) or c) term paper (approx. 15 to 20 pages) or d) presentation (approx. 30 to 45

Assessment offered: in the semester in which the course is offered Language of assessment: German, English

creditable for bonus

# Allocation of places

#### **Additional information**

 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Modul	e title		Abbreviation		
Selected Topics in Business Management and Economics 4				4	12-M-APW4-141-m01
Module coordinator				Module offered by	
Dean of the Faculty of Business Management and Economics			anagement and Econo-	Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. cor	mpl. of module(s)	
5	nume	rical grade			
Duration Module level Other prerequisite		Other prerequisites	5		
1 semester graduate					
Contents					

This module serves the purpose of transferring credits from

- · courses taken at other German or non-German universities
- · additional courses offered on a short-term basis
- courses offered by new Chairs that are yet to be included in the FSB (subject-specific provisions)

The holders of the respective Chairs will ensure that the courses are eligible for credit transfer.

## **Intended learning outcomes**

As a result of accrediting multiple kinds of modules, a description of acquired skills cannot be given.

Courses (type, number of weekly contact hours, language - if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 to 90 minutes) or b) written examination (questions concerning mathematical methodology; approx. 120 minutes) or c) term paper (approx. 15 to 20 pages) or d) presentation (approx. 30 to 45 minutes)

Assessment offered: in the semester in which the course is offered Language of assessment: German, English

creditable for bonus

## Allocation of places

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#### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module title					Abbreviation	
Managerial Analytics & Decision Making					12-M-MADM-141-mo1	
Modul	e coord	inator		Module offered by	L	
		Chair of Logistics and Quadratics	antitative Methods	Faculty of Business	s Management and Economics	
ECTS	Metho	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	rical grade				
Duratio	on	Module level	Other prerequisites	i		
1 seme	ster	graduate				
Conter	ıts					
After co (i) bett (ii) app sion m	ed lear ompleti er unde oly impo aking;		blems; pirical frameworks to		that evaluate good and bad deci-	
		t advanced analytical me		-	risk.	
		number of weekly contact hours, l			labla)	
V + Ü (no information on SWS (weekly contact hours) and course language available)  Method of assessment (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)						
a) written examination (approx. 60 minutes) or b) written elaboration (approx. 15 to 20 pages) Language of assessment: German, English creditable for bonus						
Allocation of places						
Additio	onal inf	ormation				

Referred to in LPO I (examination regulations for teaching-degree programmes)



Module title					Abbreviation	
Stocha	stic Mo	odels for Risk Analysis			12-RM-RA-102-m01	
Module coordinator				Module offered by		
Dean of the Faculty of Business Management and Economics			gement and Econo-	Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerequ		Other prerequisites	i			
1 semester graduate						
Cantan	Contents					

Point and interval estimation for the value at risk Point and interval estimation for the conditional value at risk Prediction of value at risk in time series Risk of forecasts in time series, in particular exponential smoothing under covariates Conditional heteroscedasticity: ARCH, GARCH, EGARCH, DVEC, BEKK, DCC Aggregated losses and their empirical analysis Empirical analysis of statistical distributions Nonparametric bounds for the value at risk and conditional value at risk Empirical estimation of nonparametric bounds for value at risk and conditional value at risk Market model: definition, derivation, parameters, empirical analysis Capital asset pricing model: definition, parameters, empirical analysis Asset portfolios: definition, risk parameters Estimation of portfolio parameters: variance, value at risk, conditional value at risk, shortfall Optimum portfolios: concepts, theory, numerical analysis

## Intended learning outcomes

The student is able to estimate risk measures and the parameters of risk models from data. In particular, the student knows software packages and routines which enable empirical risk evaluation in a business context.

**Courses** (type, number of weekly contact hours, language — if other than German)

Ü + V (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written examination (approx. 60 minutes)

# Allocation of places

Number of places: 30. Should the number of applications exceed the number of available places, places will be allocated as follows: (1) Master's students of Wirtschaftsinformatik (Business Information Systems) will be given preferential consideration. (2) The remaining places will be allocated to students of other subjects. (3) When places are allocated in accordance with (1) and (2) and the number of applications exceeds the number of available places, places will be allocated among applicants from this group according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. (4) Within the groups according to (1) and (2), applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. (5) Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. (6) A waiting list will be maintained and places re-allocated as they become available.

## Additional information

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation
Strategic Networks in Industry					12-M-MS-141-m01
Modul	e coord	inator		Module offered by	
holder of the Chair of Business Management and Marketing			gement and Marke-	Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)	
5	nume	rical grade			
Duration Module level Other prereq		Other prerequisites	5		
1 semester graduate					
Contents					

The primary object of this course is to gain a detailed understanding of strategic networks and of the phenomenon of clustering in the industrial industry. The example of the international automotive industry is used for clarification of the theoretical contents.

The focus is on marketing in industrial companies and also on CSR - CSR is considered the "driver" of sustainable innovations - as well as the different strategy types of sustainable innovations.

Outline of syllabus:

- 1. Strategic networks and clusters in industrial industries such as the automotive industry
- 2. Transaction types of Williamson as well as strategic cooperation between automobile manufacturers and suppliers
- 3. Management of business types, in particular the business of suppliers in the automotive industry
- 4. Cluster and entrepreneurship activities
- 5. Sustainable innovation strategies

## Intended learning outcomes

By the end of the course, students gain a profound understanding above the basics of network research. Furthermore students will aquire sectoral knowledge of the automotive industry as well as detailed cluster skills.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written examination (approx. 60 minutes) Language of assessment: German, English

#### Allocation of places

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# **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation
Strategic Marketing					12-M-SM-141-m01
Module coordinator				Module offered by	
holder ting	holder of the Chair of Business Management and Marketing			Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)	
5	nume	rical grade			
Duratio	Duration Module level Other prerequisite		Other prerequisites	3	
1 semester graduate					
Contents					

#### Description:

The module raises awareness in students of the relevance and necessity of strategic management in a competitive and dynamical competitive process.

#### Content:

Based on the marketing strategies as well as the stakeholder and entrepreneurship approaches, this module discusses the roots of the concept of strategy in marketing based on Drucker, Porter, Ansoff and Mintzberg. The focus of the module is on thinking in competitive advantages, which is directly related to responsible leadership.

### Outline of syllabus:

- 1. Competitive dynamics requires strategy and leadership
- 2. Marketing strategies, stakeholder management and entrepreneurship
- 3. Objectives and tasks of corporate governance in management practice
- 4. Competitive forces, strategies and benefits according to Michael Porter
- 5. Growth strategies and marketing myths
- 6. Future technologies, new businesses and dynamic capabilities
- 7. Nature and principles of responsible management

#### Reading:

Barnard, CI (1938): The Functions of the Executive, Harvard University Press, Cambridge, Massachusetts. Eschenbach, R.; Eschenbach, S.; Kunesch, H. (2008): Strategische Konzepte: Management-Ansätze von Ansoff bis Ulrich, 5th ed., Schäffer-Poeschel Stuttgart.

Freeman, RE (2010): Strategic Management: A Stakeholder Approach, Cambridge University Press.

Grant, R. M.; Nippa, M. (2006): Strategisches Management: Analyse, Entwicklung und Implementierung von Unternehmensstrategien, 5th ed., Pearson Munich.

Hinterhuber, H. H. (2011): Strategische Unternehmensführung -- I. Strategisches Denken, 8th ed., Erich Schmidt Verlag, Berlin.

Hungenberg, H. (2012): Strategisches Management in Unternehmen: Ziele -- Prozesse -- Verfahren, 7th ed., Gabler, Wiesbaden.

Johnson, G.; Scholes, K.; Whittington, R. (2009): Fundamentals of Strategy, 1st ed., Financial Times and Prentice Hall Harlow.

Kotler, P.; Berger, R.; Bickhoff, N. (2010): The Quintessence of Strategic Management, Springer, Heidelberg. Laasch, O.; Conaway RN (2014): The Principles of Responsible Management: Global Sustainability, Responsibility, and Ethics, Cengage Stamford.

Meffert, H.; Burmannn, C.; Kirchgeorg, M. (2012): Marketing -- Grundlagen marktorientierter Unternehmensführung, 11th ed., Gabler, Wiesbaden.

Meyer, M. (1995): Ökonomische Organisation der Industrie: Netzwerkarrangements zwischen Markt und Unternehmung, Gabler, Wiesbaden.

Müller-Stewens, G.; Lechner, C. (2011): Strategisches Management -- Wie strategische Initiativen zum Wandel führen, 4th ed., Schäffer-Poeschel Stuttgart.

Porter, M. (1999): Wettbewerb und Strategie, Econ Munich. (Original: Porter, M.: On Competition, Boston, 1998.) Porter, M. (2014): Wettbewerbsvorteile -- Spitzenleistungen erreichen und behaupten, 8th ed., Campus Frankfurt / New York. (Original: Porter, M.: Competitive Advantage, New York, 1985)



Porter, M. (2013): Wettbewerbsstrategie -- Methoden zur Analyse von Branchen und Konkurrenten, 12th ed., Campus, Frankfurt / New York. (Original: Porter, M.: Competitive Strategy, New York, 1980) Welge, M. K.; Al-Laham, A. (2012): Strategisches Management: Grundlagen -- Prozesse -- Implementierung, 6th ed., Springer Wiesbaden.

# **Intended learning outcomes**

The students have a deeper understanding of the sustainable corporate management and have the basics of the competitive process and competitive dynamics available. In addition, they can use the acquired knowledge, while taking into account the conventional problems of the strategic and sustainable management, to solve business case studys on their own.

 $\pmb{\textbf{Courses}} \text{ (type, number of weekly contact hours, language} - \text{if other than German)}$ 

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written examination (approx. 60 minutes) Language of assessment: German, English

# **Allocation of places**

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#### **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation
Seminar: Managerial Decision Making					12-M-MDM-141-m01
Module coordinator				Module offered by	
holder of the Chair of Logistics and Quantitative Methods in Business Administration			antitative Methods	Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)	
10	nume	rical grade			
Duration Module level Other prerequisit			Other prerequisites		
1 semester graduate					
Contents					

This module will be discontinued, no courses are offered currently or will be offered in future.

This may be due to one of the following reasons:

- the module belongs to a version of the examination regulations that no longer has any enrolled students
- the lecturer who offered the course is no longer employed at the University of Würzburg
- the contents are no longer taught and were substituted with comparable offers

For more information, please contact the Office of the Dean of Studies of the Faculty of Business Management and Economics.

## **Intended learning outcomes**

Due to the lack of relevance, no learing outcomes description is available because no courses are held for this module.

**Courses** (type, number of weekly contact hours, language — if other than German)

S (no information on SWS (weekly contact hours) and course language available)

Method of assessment (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written elaboration (approx. 15 to 20 pages) and presentation (approx. 10 minutes), weighted 2:1 Assessment offered: once a year, winter semester

#### Allocation of places

Number of places: 20. Should the number of applications exceed the number of available places, places will be allocated as follows: (1) Students who already have successfully completed courses offered by the Chair of Logistics and Quantitative Methods will be given preferential consideration. Among applicants with the same number of successfully completed modules, places will be allocated according to the total number of ECTS credits achieved in mandatory courses of the focus Logistik und Supply Chain Management (Logistics and Supply Chain Management) or Value Chain Management or another specialisation the applicant has selected which includes courses offered by the Chair. (3) Among applicants with the same number of ECTS credits, places will be allocated by lot.

#### **Additional information**

**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module	e title				Abbreviation
Advanced Operations & Logistics Management					12-M-AOLM-141-m01
Module	e coord	inator		Module offered by	y
		Chair of Logistics and dministration	Quantitative Methods	Faculty of Busines	ss Management and Economics
ECTS	Metho	od of grading	Only after succ. cor	npl. of module(s)	
5	nume	rical grade			
Duratio	n	Module level	Other prerequisites	<b>;</b>	
1 seme	ster	graduate			
Conten	ts		,		
of mult	iple ca	se studies	and logistics systems an	d demonstrates the	e application of these with the help
		ning outcomes			
(i) anal (ii) dev (iii) eva	yze and elop ar aluate t	nd apply appropriate he consequences of (	production and logistics methods to plan comple uncertainties in processe pplan uncertainties proc	x production and lo	ogistics systems;
Course	<b>S</b> (type, r	number of weekly contact ho	urs, language — if other than Ge	rman)	
ı) Ü + V	no infor	rmation on SWS (wee	kly contact hours) and c	ourse language ava	iilable)
		<b>sessment</b> (type, scope, la ble for bonus)	nguage — if other than German,	examination offered — if	not every semester, information on whether
Langua		ssessment: German,	minutes) or b) written el English	aboration (approx.	15 to 20 pages)
Allocat	ion of p	places			
۷۹۹:۴:۷					
Additio	nat ini	ormation			

 $\textbf{Referred to in LPO I } \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module	e title		Abbreviation			
Production Planning and Scheduling					12-M-LA-141-m01	
Module	e coord	linator		Module offered by		
holder of the Chair of Business Management and Industria Management			gement and Industrial	Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other pro		Other prerequisites				
1 semester graduate						
Conten	Contents					

This module analyses and classifies approaches of production planning and control. In addition, it develops methods and models of lot sizing and scheduling. The focus is on the determination of optimal production and transport volumes as well as the planning of orders and manufacturing orders.

## **Intended learning outcomes**

Students learn essential concepts, principles and methods of production planning and control with emphasis on the determination of optimal production and transport volumes as well as the planning of production and order sequences. Then, based on this expertise related knowledge broadening and deepening, essential competencies are conveyed, which allow the imaging of realistic situations and problems using mathematical and quantitative models for the derivation and assessment of alternative courses of action. After completion of the module students can answer, analyze and structure questions of production planning and control, goal-oriented. They can also arrange the planning areas in the overall business context and have an in-depth overview of the production planning and control.

**Courses** (type, number of weekly contact hours, language — if other than German)

S (no information on SWS (weekly contact hours) and course language available)

 $\textbf{Method of assessment} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination offered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination offered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language}) \ (\textbf{type}, \textbf{language}) \$ module is creditable for bonus)

a) written examination (approx. 40 to 60 minutes) or b) presentation (approx. 20 minutes) with written elaboration (approx. 15 to 20 pages), weighted 1:1 or c) written elaboration (approx. 30 to 40 pages) Language of assessment: German, English creditable for bonus

## Allocation of places

Number of places: 20. Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. A waiting list will be maintained and places re-allocated as they become available.

#### **Additional information**

**Referred to in LPO I** (examination regulations for teaching-degree programmes)



,,,,	e title				Abbreviation	
Instrun	nents o	f Strategic Controlling			12-M-INST-141-m01	
Module	coord	inator		Module offered by		
		Chair of Chair of Business	s Management, Con-	Faculty of Business	Management and Economics	
ECTS	Metho	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duratio	n	Module level	Other prerequisites			
1 seme	ster	graduate				
Conten	ts					
Intende Initially control strengt	ed lear knowl within hs and	enterprises is acquired.	requirements concer What is more the mor ith fields of application	rning instruments of dule conveys the ob	decision making and behavior taining of knowledge about the valent instruments of strategic	
Course	<b>S</b> (type, r	number of weekly contact hours, l	anguage — if other than Ger	rman)		
V + Ü (r	no info	rmation on SWS (weekly	contact hours) and co	ourse language avail	able)	
<b>Method of assessment</b> (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)						
module is	written examination (approx. 60 minutes) Language of assessment: German, English					
written		ssessment: German, Eng	lish			
written	ge of a	_	glish			

 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module	4:41 -				Abbreviation		
		16 11 11					
Accoun	iting ar	nd Capital Markets			12-M-REKA-132-m01		
Module	coord	inator		Module offered by			
		Chair of Chair of Business	Management, Con-	Faculty of Business	Management and Economics		
ECTS	Metho	od of grading	Only after succ. con	npl. of module(s)			
5	nume	rical grade	-				
Duratio	n	Module level	Other prerequisites				
1 seme	ster	graduate					
Conten	ts						
sheet t blicity a	heories are disc	s, typical issues concerni			decision-making and balance ll as financial accounting and pu-		
Initially as info nomic i ge abo valuatio	ra func rmatior impact ut poss on star	damental knowledge about a systems is acquired. In softhe configuration of raisible impacts of changes	the following, the mo nanagement and fina in institutional gener	odule mainly sharper ancial accounting. W al frameworks is cor	ment and financial accounting ns the understanding of the eco- that is more, extensive knowled- nveyed. For example changes in its in enterprises and on capital		
Course	<b>S</b> (type, r	number of weekly contact hours, l	anguage — if other than Ger	rman)			
V + Ü (r	no info	rmation on SWS (weekly o	contact hours) and co	ourse language avail	able)		
		sessment (type, scope, langua ole for bonus)	ge — if other than German,	examination offered — if no	ot every semester, information on whether		
	written examination (approx. 60 minutes) Language of assessment: German, English						
Allocat	ion of p	olaces					
	,						
Additio	nal inf	ormation					

**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation	
Humar	n Resou	rce Management an	d Industrial Relations		12-M-HRM-132-m01	
Module coordinator				Module offered by		
	holder of the Chair of Human Resource Management an Organisation			Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. co	mpl. of module(s)		
5	nume	rical grade				
Duratio	Duration Module level Other prerequis		Other prerequisites	S		
1 seme	1 semester graduate					
Conter	Contents					

The lecture "Human Resource Management und Industrielle Beziehungen" ("Human Resource Management and Industrial Relations") introduces advanced theories, estimation techniques and empirical results from the areas of human resources and institutional frameworks such as industrial relations. Reading list to be provided in class.

## Intended learning outcomes

The aim of the lectures is to enable students to understand and apply advanced theories, estimation techniques and empirical results in the area human resource management and industrial relations on the basis of scientifc literature.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

 $\textbf{Method of assessment} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination offered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination offered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language}) \ (\textbf{type}, \textbf{language}) \$ module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: German, English

# Allocation of places

Business Management Master's, Economics Master's, Business Information Systems Master's, Mathematics for Economics Master's, Chinese and Economics Master's and China Business und Economics Master's: no restrictions. Political and Social Sciences Master's: 10 places. Places will be allocated by lot.

# **Additional information**

 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module title					Abbreviation	
Project Seminar: Management of Sustainability					12-M-BCS-141-m01	
Module coordinator				Module offered by		
holder of the Chair of Entrepreneurship and Management			urship and Management	Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	rical grade				
Duratio	on	Module level	Other prerequisites	Other prerequisites		
1 semester graduate						
Contents						

This module will be discontinued, no courses are offered currently or will be offered in future.

This may be due to one of the following reasons:

- the module belongs to a version of the examination regulations that no longer has any enrolled students
- the lecturer who offered the course is no longer employed at the University of Würzburg
- the contents are no longer taught and were substituted with comparable offers

For more information, please contact the Office of the Dean of Studies of the Faculty of Business Management and Economics.

## **Intended learning outcomes**

Due to the lack of relevance, no learing outcomes description is available because no courses are held for this module.

**Courses** (type, number of weekly contact hours, language — if other than German)

S (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written elaboration (approx. 15 to 20 pages)

Assessment offered: once a year, winter semester

Language of assessment: German, English

#### Allocation of places

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# **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module	title			Abbreviation	
Option	Pricing Theory			12-M-B2-141-m01	
Module coordinator			Module offered by		
holder of the Chair of Business Management, Banking and Finance			Faculty of Business	Management and Economics	
ECTS	Method of grading	Only after succ. compl. of module(s)			

ECTS Method of grading		od of grading	Only after succ. compl. of module(s)
10	numerical grade		
Duratio	n	Module level	Other prerequisites
1 seme	ster	graduate	

#### Content:

The module deals with the nature of stock options using the Black Scholes and Binominial models. It assesses companies as well as shares as derivative financial instruments and discusses delta hedging to hedge equity portfolios.

## Outline of syllabus:

- 1. Share options
- 2. Other financial derivatives
- 3. Immunising portfolios against interest rate changes

## Intended learning outcomes

After completing the course "Option pricing", the students will be able

- (i) to price options using the Black-Scholes formula and the binominal model;
- (ii) to understand the use of options as a part of compensation and for share hedging.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) or c) oral examination Language of assessment: German, English creditable for bonus

# **Allocation of places**

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### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-} \underline{\text{degree programmes}})$ 



Module title					Abbreviation	
Financi	ial Mar	kets: Institutions and	d Regulation		12-M-B3-132-m01	
Module	e coord	linator		Module offered by		
	holder of the Chair of Business Management, Banking and Finance			Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
10	nume	rical grade				
Duratio	Duration Module level Other prerequisite		Other prerequisites			
1 semester graduate						
Conten	Contents					

#### Content:

This course deals with the fundamentals of the organisation and functioning of the German commerical banking system, the aims and restrictions of operating decisions in commercial banks, the special characteristics of bank regulation and of balance sheets of commercial banks as well as the construction and function of financial innovations.

## Outline of syllabus:

- 1. The German commerical banking system
- 2. Aims and restrictions of operating decisions
- 3. Equity and balance sheet analysis of commerial banks
- 4. Financial innovations

## Reading:

Hartmann-Wendels, Pfingsten, Weber: Bankbetriebslehre, Berlin [etc.], Springer, 2007, 4th revised ed. Hull: Riskmanagement and Financial Institutions, Boston, Mass.; Munich [etc.], Pearson, 2010, 2nd ed., internat.

# Intended learning outcomes

After completing the course "Finanzmarktinstitutionen und Finanzmarktregulierung", the students will provide fundamental and advanced knowledge of

- (i) the organisation and function of the german commerical banking system;
- (ii) the aims and restrictions of operating decisions in commercial banks;
- (iii) the special characteristics of bank regulation and of the balance sheet of commercial banks;
- (iv) the construction and function of financial innovations.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

 $\textbf{Method of assessment} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination offered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination offered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language}) \ (\textbf{type}, \textbf{language}) \$ module is creditable for bonus)

written examination (approx. 120 minutes)

Language of assessment: German, English

### Allocation of places

#### Additional information

**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation	
Economics of Tax Planning					12-M-SP-141-m01	
Module coordinator				Module offered b	y	
holder	holder of the Chair of Business Taxation			Faculty of Busine	Faculty of Business Management and Economics	
ECTS	Metho	od of grading	Only after succ. c	ompl. of module(s)		
5	numer	rical grade				
Duratio	on	Module level	Other prerequisit	Other prerequisites		
1 semester graduate						
Conten	Contents					

This course deals with tax effects on fundamental economic decisions. Taxes are integrated into standard models for investment decisions, financing decisions, firm valuation, divident policy and remunaration of employees. Therefore, the interaction of corporate and personal income taxes is analysed.

A reading list in English is available on request.

# **Intended learning outcomes**

This course enables students to

- (i) combine their knowlegde of tax law with microeconomic analyses in the areas of corporate and personal finance;
- (ii) understand the effect of taxes on fundamental economic decisions, e.g. investment and financing decisions, evaluation of investment, financial assets, forms of remuneration for employees including managing and assessing;
- (iii) read and discuss primary scientific literature.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) or c) oral examination Language of assessment: German, English creditable for bonus

# Allocation of places

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## **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Modul	e title				Abbreviation		
Tax Accounting					12-M-STB-141-m01		
Modul	e coord	inator		Module offered by			
holder	of the	Chair of Business Taxa	tion	Faculty of Business	Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)			
5	nume	rical grade					
Durati	on	Module level	Other prerequisites	;			
1 seme	ester	graduate					
Conte	nts						
steuer	gesetz,		main reporting and val		an Income Tax Code ( <i>Einkommen-</i> s well as the specific problems		
Intend	led lear	ning outcomes					
			of tax accounting of con ular of sole proprietorsl		e to solve moderate to complex os using legal source.		
Course	<b>es</b> (type, r	number of weekly contact hou	rs, language — if other than Ge	rman)			
V + Ü (	(no info	rmation on SWS (week	ly contact hours) and co	ourse language avail	lable)		
		<b>sessment</b> (type, scope, lang le for bonus)	guage — if other than German,	examination offered — if no	ot every semester, information on whether		
candic Langu	date eac	ch (approx. 20 minutes ssessment: German, E	)	er (approx. 15 pages)	or c) oral examination of one		
Alloca	tion of	places					
Additi	onal inf	ormation					
	_						
Referr	ed to in	LPO I (examination regulat	ions for teaching-degree progra	ammes)			



Module title					Abbreviation
Advanced VAT					12-M-UF-141-m01
Modul	e coord	inator		Module offered by	
holder of the Chair of Business Taxation			tion	Faculty of Business Management and Economics	
ECTS	Metho	od of grading	Only after succ. cor	npl. of module(s)	
5	nume	rical grade			
Duratio	on	Module level	Other prerequisites	3	
1 seme	ster	graduate			
Conten	ıts		•		
The module provides students with more in-depth insights into complex national issues (e. g. holding structures) and international constellations with respect to other EU member states as well as non-EU states from a VAT point of view. The relevant rulings of the German Federal Fiscal Court as well as the ECJ are also discussed.					

# **Intended learning outcomes**

Students acquire deeper knowledge and understanding of German VAT law as well as basic skills in VAT on EU and international levels. The students ate able to

analyze and solve complex facts of a case from a German VAT point of view as well as to regonize problems arising from international constellations. They are anable to determine the VAT-treatment using German VAT law und the Europen VAT directive. The students are able to identify and make use of simplification rules (intra-Community triangulation simplification) as well as to proactively shape the facts of a case to create a favorable VAT treatment. They are able to read critically and judge primary tax literature.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) or c) oral examination Language of assessment: German, English creditable for bonus

# Allocation of places

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## **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation
Management of Corporate Sustainability					12-M-NUF-141-m01
Module coordinator				Module offered by	
holder of the Chair of Entrepreneurship and Management				Faculty of Business Management and Economics	
ECTS	Meth	od of grading	Only after succ. compl. of module(s)		
5	nume	rical grade			
Duration		Module level	Other prerequisites		
1 semester		graduate			
Contents					
Description:					

This module introduces students to sustainability management.

First, essential concepts such as sustainability and corporate social responsibility are explained, the role of businesses within society is discussed. Afterwards, the module addresses different aspects of corporate sustainability as well as environmental and social management with particular regard to the dimensions of corporate and economic performance and competitiveness.

#### Content:

- 1. Basic overview of sustainability and (legal) frameworks
- 2. Business and society
- 3. System theory
- 4. Sustainable as well as eco-innovation
- 5. Operational sustainability management (sustainable strategies, environmental performance indicators)
- 6. The impact of environmental and social management on corporate performance and competitiveness

# **Intended learning outcomes**

After successfully completing the module "Sustainability Management", students will be able to

- (i) explain and define the basic principles and concepts of Sustainability Management as well as to deal with the contributions and aspects of sustainable development in a critical way;
- (ii) assess and analyse the complex problems and implementation strategies of Sustainability Management based on the gained knowledge and experiences of this course;
- (iii) evaluate different strategic and operational approaches of Sustainability Management as well as to transfer these approaches onto various case studies.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written examination (approx. 60 minutes)

Language of assessment: German, English

#### Allocation of places

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# **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title Abbreviation					Abbreviation	
Sustainability in logistics and information processing					12-M-NLI-141-m01	
Module coordinator Module offered by						
holder of the Chair of Business Management and Business Information Systems			gement and Business	Faculty of Business	Management and Economics	
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerequisite			Other prerequisites			
1 seme	ster	graduate				
Conten	Contents					

Ecological, social and ethical factors play an increasingly important role in today's (business) world - not only for private households and enterprises but also for the national economy as a whole. This course will therefore discuss relevant issues from both points of view.

# Part A: Environmental economics and environmental policy

- 1 Environment and endangerment of the environment
- 2 Environmental protection and environmental policy
- 3 Fundamental principles of environmental economics
- 4 Market economy instruments
- 5 State economy instruments
- 6 Example of application: promotion of innovation
- 7 Example of application: ecological tax and financial reform
- 8 Alternative economic growth Part B: Green Logistics and Green IT
- 1 Intra and inter-corporate division of labour
- 2 Fundamental principles of ecologically and economically oriented production
- 3 Typical changes in a globalised world concerning the environment
- 4 Corporate environmental information systems
- 5 Green IT measures
- 6 Role of personal logistics for economising

# **Intended learning outcomes**

Goals Part A: Environmental economics and environmental policy

- Creation of environmental- and energy-political rudiments
- Explanation of economical connections based on economical questions
- Presentation of different instruments of implementation along with practical examples Goals Part B: Green Logistics and Green IT
- Creation of logistical and information-technological rudiments
- Explanation of economic connections based on economical questions
- Presentation of different ways of implementation along with selected practical examples

**Courses** (type, number of weekly contact hours, language — if other than German)

V (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) entirely or partly computerised written examination (approx. 60 minutes)

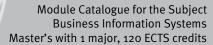
Language of assessment: German, English

### Allocation of places

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# **Additional information**

Master's with 1 major Business Information Systems	JMU
(2014)	ta re





**Referred to in LPO I** (examination regulations for teaching-degree programmes)



# **Business Information Systems**

(ECTS credits)



Module title					Abbreviation	
Adaption and Continuous System Engineering			ineering		12-ACSE-141-m01	
Module coordinator				Module offered by		
	holder of the Chair of Business Management and Busines. Information Systems		ement and Business	Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerequisite						
1 seme	1 semester graduate					
Conter	Contents					

**Business Suite:** The constantly changing environment with its organisational and IT-oriented developments forces companies to adapt their standard business software solutions. With the help of dynamic adaptation (Continuous System Engineering), this process of change can be supported effectively and efficiently. This module discusses both the systematic implementation of adaptation steps (so-called customising) using the example of the mySAP Business Suite and the concept of Continuous System Engineering using various practical ex-

amples. **Business Apps:** The course combines theory and practice in the area of cloud computing and ERP. Participants gain an insight into the architecture of the ByDesign platform and are presented with an opportunity to gain practical experience working with the corresponding software development kit.

#### Content:

- Fundamentals of cloud computing
- Cloud business solutions
- Architecture of the SAP Business ByDesign platform
- Platform adaption and extensibility
- Basics of software development in SAP Cloud Applications Studio
- Hands-on SDK: independently designing and developing a demo app

# **Intended learning outcomes**

Business Suite: Students learn about the various ways of adapting a standard business software solution to the special requirements of a company. They also develop a fundamental understanding of the dynamic adaptation of business software libraries. Based on selected examples from the SAP Business Suite that the acquired knowledge will be deepened by using case studies. Business Apps: The course imparts knowledge and delivers skills in cloud computing for businesses, ERP systems architecture and software development at the example of the SAP Business ByDesign platform. The independent planning, implementation and documentation of a business app trains important core competencies of technology-oriented Business Informatics.

**Courses** (type, number of weekly contact hours, language — if other than German)

This module has 2 components; information on courses listed separately for each component.

- 12-ACSE-1-141: V + Ü (no information on language and number of weekly contact hours available)
- 12-ACSE-2-141: V + Ü (no information on language and number of weekly contact hours available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

This module has the following 2 assessment components. To pass the module as a whole students must pass one of the two assessment components.

**Assessment component to module component 12-ACSE-1-141:** Adaption and Continuous System Engineering - Business Suite

- 5 ECTS credits, method of grading: numerical grade
- a) written examination (approx. 60 minutes) or b) written examination conisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) schriftliche Ausarbeitung (approx. 20 pages) or d) oral examination (one candidate approx. 10 bis 15 minutes, groups of two, approx. 20 minutes, groups of three, approx. 30 minutes) or e) entirely or partly computerised written examination (approx. 60 minutes).
- Language of assessment: German, English



bonusfähig

**Assessment component to module component 12-ACSE-2-141:** Adaption and Continuous System Engineering - Business Apps

- 5 ECTS credits, method of grading: numerical grade
- a) written examination (approx. 60 minutes) or b) written examination conisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) schriftliche Ausarbeitung (approx. 20 pages) or d) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) or e) entirely or partly computerised written examination (approx. 60 minutes)
- Language of assessment: German, English
- bonusfähig

# **Allocation of places**

Inforamtion on the allocation of places listed separately for each module component.

- 12-ACSE-2-141: Number of places: 10. Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. A waiting list will be maintained and places re-allocated as they become available.
- 12-ACSE-1-141: Number of places: 20, thereof 15 places für Master's students of Business Information Systems. (1) Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. (2) Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated as they become available.

Additional	l information
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**Referred to in LPO I** (examination regulations for teaching-degree programmes)

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Module title					Abbreviation	
Information systems research					12-M-ISR-141-m01	
Module coordinator Module offered by						
holder of the Chair of Information Systems Engineering			Systems Engineering	Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. co	mpl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerequisit			Other prerequisite	S		
1 semester graduate						
Conten	Contents					

The course provides an overview of theoretical scientific foundations, theories, research topics and methods of international research in business informatics.

#### **Intended learning outcomes**

The module provides students with knowledge of:

- (i) Exploration of classical themes of WI / IS research;
- (ii) Getting to know the relevant paradigms, theories and methods;
- (iii) Recognition of the interfaces to other areas of business administration and management practice;
- (iv) Gain experience in finding and evaluation of scientific literature.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

Method of assessment (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) or d) entirely or partly computerised written examination (approx. 60 minutes)

Language of assessment: German, English

creditable for bonus

#### Allocation of places

Number of places: 30. Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. A waiting list will be maintained and places re-allocated as they become available.

#### **Additional information**

**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation	
Risk Management - Concepts and Systems			stems		12-RM-KS-141-mo1	
Module coordinator				Module offered by		
holder of the Chair of Business Management and Accounting		gement and Accoun-	Faculty of Business Management and Economics			
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerequisite		Other prerequisites	·			
1 seme	1 semester graduate					
Conter	Contents					

contents

**Concepts:** The course will provide students with an overview of the main goals, contents, methods and instruments of opportunity and risk management in industrial and commercial enterprises. **Systems:** The course will provide students with an overview of the design and functionality of essential information systems for risk management.

#### **Intended learning outcomes**

Concepts: After completion of the module students have a sound understanding of basic concepts, processes, methods and tools of risk management. They are able to justify the duties and functions of risk management in the company in theory and practice. They can also evaluate proposed solutions for the design of a risk management system, analyze selected issues of risk management and building on that, develop their own solutions. Systems: After completing this module, students can

- (i) judge legal, organizational and methodological requirements for the implementation of risk management processes in a risk management information system (RMIS);
- (ii) understand the technical basis for RMIS;
- (iii) estimate the different characteristics of various information systems for the RM;
- (iv) understand the workings of RMIS.

 $\textbf{Courses} \ (\text{type, number of weekly contact hours, language} - \text{if other than German})$ 

This module comprises 2 module components. Information on courses will be listed separately for each module component.

- 12-RM-KS-1-141: V (no information on SWS (weekly contact hours) and course language available)
- 12-RM-KS-2-141: V (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

Assessment in this module comprises the assessments in the individual module components as specified below. Unless stated otherwise, successful completion of the module will require successful completion of all individual assessments.

#### Assessment in module component 12-RM-KS-1-141: Risk Management Concepts

- 3 ECTS, Method of grading: numerical grade
- a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) or d) entirely or partly computerised written examination (approx. 60 minutes)
- Language of assessment: German, English
- creditable for bonus

#### Assessment in module component 12-RM-KS-2-141: Risk Management

- 2 ECTS, Method of grading: numerical grade
- a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) or d) entirely or partly computerised written examination (approx. 60 minutes)
- Language of assessment: German, English



#### · creditable for bonus

#### Allocation of places

Number of places: 25, thereof 15 places for Master's students of Business Management with specialization Risk Management, if the number of applications exceeds the number of available places. Proof of the specialization has to given. (1) Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. (2) Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated as they become available.

### **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation	
Process and System Modelling					12-PSM-132-m01	
Module coordinator				Module offered by		
holder of the Chair of Business Management and Busines Information Systems			gement and Business	Faculty of Business	Management and Economics	
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerequisite			Other prerequisites			
1 semester graduate						
Conten	Contents					

The course familiarises students with relevant principles, concepts and methods of process and system modelling. It is divided up into two parts:

Part A: Introduction to business process management

#### Contents Part A:

- Purpose of business process management
- How are business processes modelled?
- What is business process management?
- Strategic Management

Part B: Simulation

# Contents Part B:

- Simulation
- Theoretical foundations
- Petri nets
- Smalltalk inscription language

# **Intended learning outcomes**

The students have

- substantial knowledge of the basic principles, concepts and methods of process and system modeling and
- 2. recognize their economic importance and consequences.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) presentation (15 to 20 minutes) with written elaboration (approx. 20 pages), weighted 1:2 or d) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) or e) entirely or partly computerised written examination (approx. 60 minutes)

Language of assessment: German, English



# **Allocation of places**

Number of places: 20. Should the number of applications exceed the number of available places, 15 places will be set aside for Master's students of Business Information Systems. (1) Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. (2) Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated as they become available.

#### **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title					Abbreviation	
Business Processes Organisation, Business Software and Process Industries					12-GLP-141-m01	
Module	Module coordinator Module offered by					
holder of the Chair of Business Management and Business Information Systems			ement and Business	Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerequisite			Other prerequisites			
1 seme	1 semester graduate					
Conten	Contents					

ERP systems have become key elements of successful companies. Business processes in companies can no longer be managed without using such ERP systems. In financial departments of companies, such systems have been used for a long time, but business processes e. g. for logistical tasks have so far not been supported by ERP solutions. This module explains how this issue could be resolved as well as what constraints and what dependencies have to be considered.

### Intended learning outcomes

After completing this module, students should be able to

- (i) know about actual business processes in companies;
- (ii) understand selected problems in the organization and design of logistical business processes and work out solutions:
- (iii) know and design basic data structures and data flows of an ERP system;
- (iv) map businesss processes within an ERP system;
- (v) consider the specifics of a certain industry (e. g. the process industry) when organizing business processes;
- (vi) map the core business processes within an ERP system.

**Courses** (type, number of weekly contact hours, language — if other than German)

 $V + \ddot{U}$  (no information on SWS (weekly contact hours) and course language available)

Method of assessment (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) entirely or partly computerised written examination (approx. 60 minutes)

Language of assessment: German, English

# Allocation of places

Number of places: 20. Should the number of applications exceed the number of available places, 15 places will be set aside for Master's students of Business Information Systems. (1) Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. (2) Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated as they become available.

### **Additional information**

 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 

Master's with 1 major Business Information Systems	JMU Würzburg • generated 23-Aug-2021 • exam. reg. da-	page 119 / 133
(2014)	ta record Master (120 ECTS) Wirtschaftsinformatik - 2014	



Module title					Abbreviation	
Adaptive Business Platforms 1					12-BSA-141-m01	
Module coordinator				Module offered by		
holder of the Chair of Business Management and Business Information Systems			nagement and Business	Faculty of Business Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerequisite			Other prerequisites			
1 semester graduate						
Conten	Contents					

A next generation of enterprise systems called business service platforms is emerging using new disruptive technologies such as cloud computing, big data and mobility. These business service platforms apply the concept of product platforms to software. They will

- 1. be services based
- 2. be offered as a service in the cloud
- 3. address new classes of users and types of business especially in the service business
- 4. allow for a high degree of business adaptability and extensibility.
- 5. be supplemented by a broad offer of partner add-ons supporting accelerated innovation.

These new business service platforms will play a key role in the digital transformation of the software industry.

# Intended learning outcomes

Be aware of the big business productivity progress enabled by BIS in the last 50 years. Understand the limitations of these systems in spite of the digital transformation of the software industry ahead. Be able to critically assess the business potential of new IC technologies. Understand the business demand for change. Understand the necessary organizational learning needed to leverage new technology for business change management.

**Courses** (type, number of weekly contact hours, language — if other than German)

V (no information on SWS (weekly contact hours) and course language available)

Method of assessment (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) entirely or partly computerised written examination (approx. 60 minutes)

Language of assessment: German, English

creditable for bonus

# Allocation of places

Number of places: 30. Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. A waiting list will be maintained and places re-allocated as they become available.

### **Additional information**

**Referred to in LPO I** (examination regulations for teaching-degree programmes)

Master's with 1 major Business Information Systems	JMU Würzburg • generated 23-Aug-2021 • exam. reg. da-	page 120 / 1
(2014)	ta record Master (120 ECTS) Wirtschaftsinformatik - 2014	



Module title					Abbreviation	
Mobile and Ubiquitious Systems					12-M-MUS-141-m01	
Module coordinator Module o				Module offered by		
holder	holder of the Chair of Information Systems Engineering			Faculty of Business Management and Economics		
ECTS	Metho	od of grading	Only after succ. co	ompl. of module(s)		
5	nume	rical grade				
Duratio	on	Module level	Other prerequisite	es		
1 semester graduate						
Conten	its		,			

The course will provide students with an overview of basic technologies and business applications of mobile and ubiquitous computing. Exercises running in parallel to lectures will present students with an opportunity to gain experience with mobile development platforms.

Prerequisite for participation in this module: knowledge of the basics of e-business; basic experience with software development tools would be an asset for exercises.

# **Intended learning outcomes**

The module provides students with knowledge of:

- (i) Mobile Infrastructure
- (ii) Mobile Business
- (iii) The Auto-ID technologies
- (iv) Smart Metering
- (v) Sensor networks and localization systems

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) or d) entirely or partly computerised written examination (approx. 60 minutes)

Language of assessment: German, English creditable for bonus

### Allocation of places

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#### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Modul	e title				Abbreviation		
Aspect	s of Bu	siness Information Syste	ems 1		12-AWI1-141-m01		
Modul	Module coordinator			Module offered by			
holder of the Chair of Business Management and Busines Information Systems			ement and Business	Faculty of Business Management and Economics			
ECTS	ECTS Method of grading Only after succ. compl. of module(s)						
5	nume	rical grade					
Duratio	on	Module level	Other prerequisites				
1 seme	ster	graduate					
Conter	its						
This co	urse is	a dummy module, e. g. f	or courses in the area	of business informa	atics taken abroad.		
Intend	ed lear	ning outcomes					
	mpeten Wuerzb		dual module, which	has been taken to tr	ansfer these credits to the Univer-		
Course	<b>S</b> (type, r	number of weekly contact hours, I	anguage — if other than Ger	man)			
S (no i	nformat	tion on SWS (weekly cont	act hours) and cours	e language available	2)		
		<b>sessment</b> (type, scope, langua le for bonus)	${\sf ge-if}$ other than German,	examination offered — if no	ot every semester, information on whether		
a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) presentation (15 to 20 minutes) with written elaboration (approx. 20 pages), weighted 1:2 or d) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) or e) entirely or partly computerised written examination (approx. 60 minutes)  Assessment offered: in the semester in which the course is offered and in the subsequent semester Language of assessment: German, English creditable for bonus							
Allocat	Allocation of places						
Additio	Additional information						
Referre	Referred to in LPO I (examination regulations for teaching-degree programmes)						



Module	Module title Abbreviation					
		siness Information Syste	ems 2		12-AWI2-141-mo1	
	e coord			Module offered by		
holder of the Chair of Business Management and Business Information Systems			ement and Business	Faculty of Business	Management and Economics	
ECTS	ECTS Method of grading Only after succ. compl. of module(s)					
5	nume	rical grade				
Duratio	on	Module level	Other prerequisites			
1 seme	ster	graduate				
Conten	its					
This co	urse is	a dummy module, e. g. f	or courses in the area	of business informa	atics taken abroad.	
Intend	ed lear	ning outcomes				
	mpeten Wuerzb		dual module, which	has been taken to tra	ansfer these credits to the Univer-	
Course	<b>S</b> (type, r	number of weekly contact hours, l	anguage — if other than Ger	rman)		
S (no i	nformat	tion on SWS (weekly cont	act hours) and cours	e language available	<u>e</u> )	
		<b>sessment</b> (type, scope, langua le for bonus)	ge — if other than German,	examination offered — if no	ot every semester, information on whether	
a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) presentation (15 to 20 minutes) with written elaboration (approx. 20 pages), weighted 1:2 or d) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) or e) entirely or partly computerised written examination (approx. 60 minutes)  Language of assessment: German, English creditable for bonus						
Allocat	Allocation of places					
Additio	Additional information					
Referre	ed to in	LPO I (examination regulation	s for teaching-degree progra	mmes)		
(						



Module title					Abbreviation
Adaptive Business Platforms 2					12-AGP2-141-m01
Module coordinator				Module offered by	
holder of the Chair of Business Management and Busine Information Systems		ement and Business	Faculty of Business Management and Economics		
ECTS	Meth	Method of grading Only after succ. co		npl. of module(s)	
5	nume	rical grade			
Duration Module level Other prere		Other prerequisites			
1 semester graduate -					
Conten	Contents				

The next generation of business service platforms leads to a transformation of traditional industrial enterprises into service businesses that generate a large proportion of value in developed economies. New ICT technologies such as cloud computing, the Internet of Things and semantic technologies will contribute to the success of these businesses in a similar way as ERP contributed to the success of industrial enterprises. But we are still at the beginning of the evolution of business service platforms, which will have to become more adaptable to support special business models and allow differentiating customer service processes.

The course will discuss different case studies on services businesses. The digital transformation of the software industry into a service industry is the most prominent of these case.

#### Intended learning outcomes

Be aware of the growing economic importance of the service sector. Understand that services businesses in are facing a special productivity problem, which could not be adressed by the same processes applied in the manufacturing industries. Understand the new ICT technologies we have at hand today to deliver smart solutions for this problem. Be aware of the diversity of services business today where we have no evidence that a general standard can be found applicable to most subsectors similar to the standardization achieved for the manufacturing industries after twenty years of research.

**Courses** (type, number of weekly contact hours, language — if other than German)

V (no information on SWS (weekly contact hours) and course language available)

 $\textbf{Method of assessment} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination offered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language} - \textbf{if other than German, examination offered} - \textbf{if not every semester, information on whether} \ (\textbf{type}, \textbf{scope}, \textbf{language}) \ (\textbf{type}, \textbf{language}) \$ module is creditable for bonus)

a) written examination (approx. 60 minutes) or b) written examination consisting entirely or partly of multiple/single choice questions (approx. 60 minutes) or c) entirely or partly computerised written examination (approx. 60 minutes)

Language of assessment: German, English

creditable for bonus

#### Allocation of places

Number of places: 30. Should the number of applications exceed the number of available places, places will be allocated in a standardised procedure among all applicants irrespective of their subjects according to the following quotas: Quota 1 (50% of places): total number of ECTS credits already achieved in the respective degree subject; among applicants with the same number of ECTS credits achieved, places will be allocated by lot. Quota 2 (25% of places): number of subject semesters of the respective applicant; among applicants with the same number of subject semesters, places will be allocated by lot. Quota 3 (25% of places): allocation by lot. In this procedure, applicants who already have successfully completed at least one module component of the respective module will be given preferential consideration. Places on all courses of the module component with a restricted number of places will be allocated in the same procedure. A waiting list will be maintained and places re-allocated as they become available.

# **Additional information**

 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 

Master's with 1 major Business Information Systems	JMU Würzburg • generated 23-Aug-2021 • exam. reg.
(2014)	ta record Master (120 ECTS) Wirtschaftsinformatik - 2



# **Computer Science**

(ECTS credits)



Modul	Module title Abbreviation						
Databa	ases 2				10-I=DB2-141-m01		
Module coordinator Module offere				Module offered by			
Dean o	of Studi	es Informatik (Computer	Science)	Institute of Comput	ter Science		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)			
5	nume	rical grade					
Duratio	on	Module level	Other prerequisites				
1 seme	ester	graduate					
Conter	nts						
Data w	arehou	ses and data mining; we	b databases;introduc	ction to Datalog.			
Intend	ed lear	ning outcomes					
The stu	udents	have advanced knowledg	ge about relational da	atabases, XML and d	ata mining.		
Course	es (type, r	number of weekly contact hours,	language — if other than Ger	rman)			
V + Ü (	no info	rmation on SWS (weekly	contact hours) and co	ourse language avail	able)		
		<b>sessment</b> (type, scope, langua ole for bonus)	age — if other than German,	examination offered — if no	ot every semester, information on whether		
written examination (approx. 60 to 120 minutes); if announced by the lecturer at the beginning of the course, the written examination can be replaced by an oral examination of one candidate each (approx. 20 minutes) or an oral examination in groups (groups of 2, approx. 30 minutes)  Language of assessment: German, English if agreed upon with the examiner							
Allocation of places							
Additional information							
Referred to in LPO I (examination regulations for teaching-degree programmes)							



Module title  Program Design and Analysis  Module coordinator  holder of the Chair of Computer Science II  Institute of Computer Science  ECTS Method of grading  only after succ. compl. of module(s)  numerical grade  numerical grade  other prerequisites  semester graduate   Contents					
Module coordinator     Module offered by       holder of the Chair of Computer Science II     Institute of Computer Science       ECTS     Method of grading     Only after succ. compl. of module(s)       5     numerical grade        Duration     Module level     Other prerequisites       1 semester     graduate					
holder of the Chair of Computer Science II Institute of Computer Science  ECTS Method of grading Only after succ. compl. of module(s)  5 numerical grade  Duration Module level Other prerequisites  1 semester graduate					
ECTS Method of grading Only after succ. compl. of module(s)  5 numerical grade  Duration Module level Other prerequisites  1 semester graduate					
5 numerical grade  Duration Module level Other prerequisites  1 semester graduate					
Duration     Module level     Other prerequisites       1 semester     graduate					
1 semester graduate					
Contrate					
Contents					
Program analysis, model creation in software engineering, program quality, test of programs, process models.					
Intended learning outcomes					
The students are able to analyse programs, to use testing frameworks and metrics as well as to judge program quality.					
Courses (type, number of weekly contact hours, language — if other than German)					
V + Ü (no information on SWS (weekly contact hours) and course language available)					
<b>Method of assessment</b> (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)					
written examination (approx. 60 to 120 minutes); if announced by the lecturer at the beginning of the course, the written examination can be replaced by an oral examination of one candidate each (approx. 20 minutes) or an oral examination in groups (groups of 2, approx. 30 minutes)  Language of assessment: German, English if agreed upon with the examiner					
Allocation of places					
Additional information					
Referred to in LPO I (examination regulations for teaching-degree programmes)					



Module title					Abbreviation
Information Retrieval					10-I=IR-141-m01
Module coordinator				Module offered by	
Dean of Studies Informatik (Computer Science)			Science)	Institute of Computer Science	
ECTS	Method of grading Only after succ. co		Only after succ. con	npl. of module(s)	
5	nume	rical grade			
Duration Module level		Other prerequisites			
1 semester graduate					

IR models (e. g. Boolean and vector space model, evaluation), processing of text (tokenising, text properties), data structures (e. g. inverted index), query elements (e. g. query operations, relevance feedback, query languages and paradigms, structured queries), search engine (e. g. architecture, crawling, interfaces, link analysis), methods to support IR (e. g. recommendation systems, text clustering and classification, information extraction).

# **Intended learning outcomes**

The students possess theoretical and practical knowledge in the area of information retrieval and have acquired the technical know-how to create a search engine.

**Courses** (type, number of weekly contact hours, language — if other than German)

V + Ü (no information on SWS (weekly contact hours) and course language available)

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written examination (approx. 60 to 120 minutes); if announced by the lecturer at the beginning of the course, the written examination can be replaced by an oral examination of one candidate each (approx. 20 minutes) or an oral examination in groups (groups of 2, approx. 30 minutes)

Language of assessment: German, English if agreed upon with the examiner

# Allocation of places

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#### **Additional information**

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**Referred to in LPO I** (examination regulations for teaching-degree programmes)



Module title Abbreviation					Abbreviation	
Artificial Intelligence 1 for Business Informatics 10-I=KI1-141-mo1					10-l=Kl1-141-m01	
Module coordinator Module offered by					l .	
holder	of the (	Chair of Computer Scie	nce VI	Institute of Comput	ter Science	
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerequisites						
1 semester graduate						
Conten	ts					
Intelligent agents, uninformed and heuristic search, constraint problem solving, search with partial information, propositional and predicate logic and inference, knowledge representation.						
Intende	ed lear	ning outcomes				
The students possess theoretical and practical knowledge about artificial intelligence in the area of agents, search and logic and are able to assess possible applications.						
<b>Courses</b> (type, number of weekly contact hours, language — if other than German)						
V + Ü (no information on SWS (weekly contact hours) and course language available)						
<b>Method of assessment</b> (type, scope, language — if other than German, examination offered — if not every semester, information on whether						

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written examination (approx. 60 to 120 minutes); if announced by the lecturer at the beginning of the course, the written examination can be replaced by an oral examination of one candidate each (approx. 20 minutes) or an oral examination in groups (groups of 2, approx. 30 minutes)

Language of assessment: German, English if agreed upon with the examiner

# **Allocation of places**

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#### **Additional information**

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 $\textbf{Referred to in LPO I} \ \ (\text{examination regulations for teaching-degree programmes})$ 



Module titl	9			Abbreviation			
Artificial In	telligence 2 for Business Ir	nformatics		10-I=KI2-141-m01			
Module cod	rdinator		Module offered by				
holder of th	e Chair of Computer Scienc	ce VI	Institute of Comput	ter Science			
ECTS Me	thod of grading	Only after succ. con	npl. of module(s)				
5 nur	nerical grade						
Duration	Module level	Other prerequisites					
1 semester	graduate						
Contents	,						
observation ning, proce Intended le	s, knowledge while learnir ssing of natural language. arning outcomes s possess theoretical and	ng, neural networks an	nd statistical learnin	ability problems, learning from g methods, reinforcement lear-			
	rning and language proces			ications.			
	e, number of weekly contact hours,			-hl-)			
	formation on SWS (weekly						
	<b>assessment</b> (type, scope, languatable for bonus)	age — if other than German,	examination offered — if no	ot every semester, information on whether			
written examination (approx. 60 to 120 minutes); if announced by the lecturer at the beginning of the course, the written examination can be replaced by an oral examination of one candidate each (approx. 20 minutes) or an oral examination in groups (groups of 2, approx. 30 minutes)  Language of assessment: German, English if agreed upon with the examiner							
Allocation	Allocation of places						
Additional	nformation						



Modul	e title				Abbreviation	
Compu	ıter Sci	ence in Media 1			o6-MK-MedInf1-MCS-141-mo1	
Modul	e coord	inator		Module offered by		
holder	of the F	Professorship of Media Ir	formatics	Institute of Human	Computer Media	
ECTS	CTS Method of grading Only after succ. compl. of module(s)					
5	nume	rical grade				
Duratio	on	Module level	Other prerequisites			
1 seme	ester	undergraduate				
Conter	nts					
		ledieninformatik 2 (Comp Indamentals of digital mo	•		er knowledge of digital media ty-	
Intend	ed lear	ning outcomes				
able to	develo		ı various processes. <sup>-</sup>		er science. In addition, they are ided for academic work as well	
Course	<b>es</b> (type, r	number of weekly contact hours, I	anguage — if other than Ger	man)		
V + Ü (	no info	mation on SWS (weekly	contact hours) and co	ourse language avail	able)	
		<b>Sessment</b> (type, scope, langua le for bonus)	ge — if other than German,	examination offered — if no	ot every semester, information on whether	
a) written examination (approx. 60 minutes) or b) oral examination of one candidate each (approx. 30 minutes) or c) presentation (15 to 30 minutes) with written elaboration (10 to 15 pages) or d) term paper (15 to 20 pages) or e) portfolio (maximum 20 pages) Language of assessment: German or English						
Allocation of places						
Additio	onal inf	ormation				
	-					

 $\textbf{Referred to in LPO I } \ \ (\text{examination regulations for teaching-degree programmes})$ 



# **Master's Thesis**

(30 ECTS credits)



Module title					Abbreviation
Master Thesis Business Information Systems			Systems		12-WI-MA-132-m01
Module coordinator				Module offered by	
Dean of the Faculty of Business Management and E mics		gement and Econo-	Faculty of Business Management and Economics		
ECTS	Meth	Method of grading Only after succ. c		npl. of module(s)	
30	nume	rical grade			
Duration Module level Other		Other prerequisites			
1 semester graduate -					
Contor	Contents				

Students will complete their degree with a Master's thesis in which they will be required to independently research and write on a topic in the area of business management and economics, drawing on the subject-specific knowledge they have acquired and adhering to the principles of good scientific practice. This thesis may either take the form of an analysis and structured presentation of the existing literature on a certain topic or may, as is often the case, also include a presentation of the students' own original achievements, e. g. new algorithms developed by students, surveys, the prototypical demonstration of a concept they developed or the application and (further) development of a theoretical model.

#### **Intended learning outcomes**

In the master thesis students prove that they can plan and carry out a science-based work to solve a particular problem within a specified period autonomously and to document the results in accordance with the professional scientific standards in writing. Students are able to understand relevant contributions to research and professional practice, critically analyze and assess the relevance to their own specific questions. They can assess and recognize major lines of development and dynamics of the subject and therefore also the need to retrain continuously.

**Courses** (type, number of weekly contact hours, language — if other than German)

no courses assigned

**Method of assessment** (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)

written thesis (usually 60 pages)

Language of assessment: German, English

# **Allocation of places**

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#### **Additional information**

Additional information on module duration: 6 months.

**Referred to in LPO I** (examination regulations for teaching-degree programmes)