

Module Catalogue

for the Subject

International Economic Policy

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

Examination regulations version: 2026

Responsible: Faculty of Management and Economics

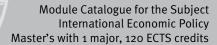


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The subject is divided into

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Learning Outcomes

German contents and learning outcome available but not translated yet.

Der Masterstudiengang International Economic Policy (VWL) wird von der Wirtschaftswissenschaftlichen Fakultät der JMU als forschungsorientierter Studiengang mit dem Abschluss "Master of Science" (M. Sc.) im Rahmen eines konsekutiven Bachelor-Master-Modells angeboten. Der Grad des Master of Science stellt einen weiteren forschungsorientierten und berufsqualifizierenden Abschluss dar; die im Rahmen des Masterstudiums erworbene Qualifikation entspricht der eines Diplom-Volkswirtes bzw. einer Diplom-Volkswirtin.

In Übereinstimmung mit den Qualitätszielen der Wirtschaftswissenschaftlichen Fakultät erwerben die Studierenden vertiefte Kenntnisse und Fähigkeiten im Bereich der Volkswirtschaftslehre und können die Methoden des Fachgebiets anwenden. Der Studiengang führt so zu einer hohen wissenschaftlichen Qualifikation und Selbstständigkeit auf diesem Gebiet. Im Einzelnen: Der Studiengang ermöglicht neben einer allgemeinen wirtschaftswissenschaftlichen Ausrichtung auf mindestens zwei verschiedene volkswirtschaftliche Kernbereiche eine fokussierte Ausbildung auf bestimmte Berufsgruppenbereiche. Diese Wahl zwischen einer eher generalistischen Ausbildung mit individueller Schwerpunktsetzung in bis zu drei Schwerpunkten oder der gezielten Vorbereitung auf ein spezielles Berufs- und Arbeitsfeld spiegelt die Tradition der Fakultät mit dem Fokus auf eine breite und methodisch fundierte wissenschaftliche Ausbildung wider. Gleichzeitig stellt dieses Modell eine Reaktion auf die stetig steigenden Anforderungen eines international ausgerichteten Arbeitsmarktes mit der Forderung nach Expertenwissen dar.

Der Masterabschluss ist ein zweiter berufsqualifizierender Abschluss, welcher auf einem wirtschaftswissenschaftlichen Bachelorstudiengang (bzw. einem Bachelorstudiengang mit vornehmlich wirtschaftswissenschaftlichen Inhalten) aufbaut. Durch die Masterprüfung wird festgestellt, ob die Studierenden die Zusammenhänge im Bereich International Economic Policy (VWL) darstellen und abgrenzen können und sich in mindestens zwei Schwerpunkten aus dem Bereich der Volkswirtschaftslehre so spezialisiert haben, dass sie einen eigenen Forschungsbeitrag darin leisten können.

Durch die Ausbildung und Schulung des analytischen Denkens erwerben die Studierenden die Fähigkeit, sich später in die an sie herangetragenen Aufgabengebiete einzuarbeiten und insbesondere das bereits aus dem Bachelorstudium erworbene Grundwissen in einem Masterstudiengang selbstständig anzuwenden sowie auf neue Aufgabenstellungen zu übertragen. Die Absolventinnen und Absolventen sind in der Lage, Informationen im ökonomischen Kontext differenziert zu betrachten und sie mit geeigneten Modellen und Methoden zu analysieren und zu bewerten. Unter Berücksichtigung ethischer und ökologischer Fragestellungen können sie Potenziale und Risiken abschätzen sowie nachhaltige Verbesserungen oder Lösungen entwickeln. Ihre Urteile sind wissenschaftlich fundiert und beziehen die Abschätzung ökologischer und gesellschaftlicher Folgen ein. Die Absolventinnen und Absolventen sind in der Lage, ihre Entscheidungen zu erläutern und unter Beachtung wissenschaftlicher Grundsätze zu verteidigen.

Die Absolventinnen und Absolventen können am wissenschaftlichen Diskurs mit Fachvertreterinnen und Fachvertretern teilnehmen. Sie haben die notwendigen unternehmerischen, interkulturellen und Innovationskompetenzen für verantwortungsvolle Positionen in internationalen Teams und Unternehmen erworben. Neben Tätigkeiten in der Praxis sollen die Absolventen befähigt werden, in Universitäten und wissenschaftlichen Einrichtungen tätig zu werden.

Zum Erreichen dieser Ziele ist ein hohes Maß an Eigeninitiative der Studierenden erforderlich. Studieren bedeutet insbesondere auch ein Selbststudium und das Studieren in Arbeitsgruppen. Die wissenschaftliche Literatur ist dabei eine unentbehrliche Hilfe. Für den Erfolg im Studium und den beruflichen Erfolg nach dem Studium sind die Beherrschung der englischen Sprache und möglichst einer weiteren Fremdsprache in Wort und Schrift sowie Kenntnisse in Rhetorik und Präsentationstechniken besonders förderlich. Die Entwicklung dieser Kenntnisse fordert die eigene Initiative der Studierenden über das Lehrangebot hinaus. Das Studium fördert die Persönlichkeitsentwicklung und Ausbildung interkultureller Kompetenzen durch entsprechende Lehrangebote (auch in englischer Sprache) sowie die Förderung von Aus-



landsaufenthalten durch zahlreiche Partnerprogramme und die vereinfachte Anerkennung von im Ausland erworbenen Leistungen.

Im Rahmen des sogenannten "Interdisziplinären Bereiches" weist der Master International Economic Policy zudem ein Alleinstellungsmerkmal gegenüber den übrigen Masterstudiengängen der Fakultät auf: In diesen Bereich wurden bewusst Module aus den Disziplinen Politologie, Soziologie, Geographie und Jura eingebunden, welche von den Studierenden belegt werden können. Die darin erworbenen interdisziplinären Kompetenzen befähigen die Studierenden insbesondere zu kritischem Denken und der Auseinandersetzung mit unterschiedlichen Methoden und Fächerkulturen und formen die Studierenden zu selbständigen und reflektierten Persönlichkeiten, die sich differenziert mit volkswirtschaftlichen Problemstellungen auseinandersetzen können.



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:

ASP02015

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

??-???-2025 (2025-??)

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.



Compulsory Core Electives 1: Core

(10 ECTS credits)



Module	e title				Abbreviation	
Seminar: Master International Economic Policy					12-M-SMIEP-262-m01	
Module	Module coordinator Module offered by					
	- 1 - 1					
ECTS	Meth	od of grading	Only after succ. con			
10	<u> </u>	erical grade				
Duratio	on .	Module level	Other prerequisites	;		
1 seme	ster					
Conten	its	•				
Intend	ed lear	ning outcomes				
Course	S (type,	number of weekly contact hou	rs, language — if other than Ge	rman)		
S (2) Module	e taugh	nt in: English				
		sessment (type, scope, lan	guage — if other than German,	examination offered — if no	ot every semester, information on whether	
		to 150 hours total) assessment: English				
Allocat	ion of	places				
Additio	nal inf	formation				
Worklo	ad					
300 h	300 h					
Teachi	Teaching cycle					
Referre	Referred to in LPO I (examination regulations for teaching-degree programmes)					
Module	e appe	ars in				
keinen	Studi	engang zugeordnet				



Compulsory Core Electives 1: Core

(20 ECTS credits)



Modul	e title					Abbreviation
Advan	ced Ma	croeconomics				12-M-MFF-262-m01
Modul	e coord	linator			Module offered by	l .
holder of the Chair of International Economics		ıl Economics		Faculty of Managen	nent and Economics	
ECTS	Meth	od of grading	Only after succ. compl. of module(pl. of module(s)	
5	nume	rical grade				
Duration Module level Other prerequis		Other prerequisi	ites			
1 seme	ster	graduate				
Conter	its			·		
Conter	nt					

The course covers long-run aspects of macroeconomics. We start with a review of the facts of long-run growth and a review of the Solow-growth model. The lecture then focuses on the infinite-horizon Ramsey-Cass-Koopmans model, on endogenous growth theory and it puts the roles of human capital and institutions under scrutiny. Applications of this framework involving urban and regional growth, resources and the environment will be taken up, time permitting.

Outline

I Facts and the Solow Growth Model

II Infinite-Horizon Ramsey-Cass-Koopmans model

III Endogenous Growth

IV Human Capital, Social Infrastructure and Beyond

V Applications (Urban and regional growth; Growth, resources and the environment)

Literature:

The course draws strongly on the textbook:

David Romer, Advanced Macroeconomics, 4th edition, McGraw-Hill Irwin.

We will use journal articles and research papers at several parts of the lecture.

Intended learning outcomes

Students acquire a working knowledge of the key models and analytical tools of advanced macroeconomics. This enables them to identify the key forces that determine the determinants of income levels and growth rates of incomes, to make informed policy analysis and statements and to critically evaluate current controversies and developments as well as to conduct their own research.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

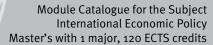
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Additional information

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Workload

150 h





Teaching cycle
Teaching cycle: winter semester
Referred to in LPO I (examination regulations for teaching-degree programmes)
Module appears in



Module	e title				Abbreviation
Advanced Microeconomics					12-M-AM-262-m01
Module	e coord	linator	Module offered by		
		Chair for Economics, Contract Theory and Inonomics		nd In- Faculty of 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 semester graduate					
Conten	nts				

In a nutshell, microeconomic theory considers the behavior of individual economic agents and builds from this foundation to a theory of aggregate economic outcomes, which then can be applied for conducting welfare analysis and giving policy advice. This lecture addresses the core building block of this thought complex: individual decision making and behavior. Specifically, students will come to understand in detail the standard models of riskless consumer choice, choice under risk and intertemporal choice and learn about the empirical challenges and limitations of these models.

Throughout the lecture, we will work with precise mathematical formalizations of the ideas that we want to think and talk about. In consequence, a solid understanding of the mathematical toolbox of standard microeconomics (e.g., differential calculus and constrained optimization; basic set theory; integration by parts) will be helpful as it will allow to focus on the underlying economic intuition. However, every required mathematical concept will be introduced and explained along the way, such that a strong interest in formal economic analysis is more important than an advanced mathematical background.

The exposition is primarily based on the standard graduate textbooks

- Mas-Colell, Whinston and Green (1995): "Microeconomic Theory"
- Jehle and Reny (2001): "Advanced Microeconomic Theory"

Intended learning outcomes

After completing the course students will be able to

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

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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

- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

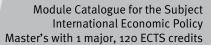
creditable for bonus

Allocation of places

Additional information

Workload

150 h





Teaching cycle
Teaching cycle: summer semester
Referred to in LPO I (examination regulations for teaching-degree programmes)
Module appears in



Module	e title	-			Abbreviation
Econometrics 1				12-M-0E1-262-m01	
Module	Module coordinator Module offered by				
holder of the Chair of Econometrics		S	Faculty of Management and Economics		
ECTS Method of grading Only after succ. compl. of mod		npl. of module(s)			
5 numerical grade					
Duratio	Duration Module level Other prerequisites				
1 seme	ster	graduate			
Contents					

Description:

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 model's 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 formally state and motivate the assumptions and properties of OLS and know how to deal with transformed and dummy variables. Additionally, students will be able to test multiple linear restrictions on the parameters and will be 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)

 $V(2) + \ddot{U}(2)$

Module taught in: English

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

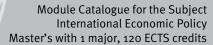
- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information
-
Workload
150 h
Teaching cycle
Teaching cycle: each semester
Referred to in LPO I (examination regulations for teaching-degree programmes)

Module appears in



Modul	e title				Abbreviation	
Strate	gic Dec	isions and Competition	12-M-SDC-262-mo1		12-M-SDC-262-m01	
Modul	e coord	inator		Module offered by	I.	
holder of the Chair of Industrial Economics		mics Faculty of Management and Economics		nent and Economics		
ECTS	Meth	od of grading	Only after succ. cor	Only after succ. compl. of module(s)		
5	nume	rical grade				
Duratio	on	Module level	Other prerequisites			
1 seme	ster	graduate				
Cantar						

Contents

- 1. Strategic situations and decision making
- 2. Analyzing strategic situations with game theory
- 1. Noncooperative simultaneous move games
- 2. Nash equilibrium
- 3. Models of oligopoly markets
- 3. Dynamic Games
- 1. Two(-multi) stage games and subgame perfect equilibrium
- 2. Role of commitment in dynamic situations
- 3. Models of advertising
- 4. Wage bargaining and unions
- 4. Repeated Games
- 1. Emergence of coordination in long interactions
- 2. Collusion between competing firms
- ${\it 3.}$ Time consistent monetary policy
- 5. Static games of incomplete Information
- 1. Bayesian Nash equilibrium
- 2. Auctions
- 6. Dynamic games of incomplete information
- 1. Moral hazard and nonlinear pricing
- 2. Perfect Bayesian equilibrium
- 3. Signalling games
- 4. Job-market signalling
- 5. Corporate investment and capital structure

Intended learning outcomes

After successful completion of this class, the students should be familiar with economic models that can be used to shape managerial strategy and aid in making decisions in strategic situations. Especially, by making use of simple two stage games, they should be able to formulate dynamic policies in a wide variety of strategic situations. The students will acquire an intuitive understanding of the underlying economic mechanisms which emerge from the analysis of game theoretic models for a wide variety of strategic situations arising in industrial economics, marketing, organization, finance, trade and labor. Moreover, they will acquire skills which enable them to make predictions in strategic situations by making use of simple mathematical models. By means of completing case based exercises, they will learn to transform real life business situations to an appropriate economic model. Based on an analysis of this model, they will be able to devise optimal strategies and derive the corresponding managerial implications.



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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Modul	e title				Abbreviation
Policy	and Ma	nagement Evaluation I	Methods		12-M-PEM-262-m01
Module coordinator Mod				Module offered by	
holder mics	holder of the Chair of Data Science in Business and Econ			Faculty of Management and Economics	
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)	
5 numerical grade					
Duration Module level Other prerequ		Other prerequisites	i		
1 semester graduate					
Conter	nts				

Contents

This course offers an introduction to the fundamentals of causal inference and to widely used research designs in the social sciences. In the first part a framework for understanding causality is introduced. Specifically, the epistemological differences between association, intervention and counterfactuals are explained. Then it is shown why experiments are paramount in generating causal knowledge and which assumptions are needed for which level of the causal hierarchy. Finally, we will discuss two widely used approaches to causality in the social sciences, i.e. potential outcomes and directed acyclic graphs.

The second part is devoted to the research designs regressions analysis, difference-in-differences, instrumental variables, and regression discontinuity. The emphasis is how these research designs are for example applied to answer important questions in labour economics such as the effects of a minimum wage increase on employment or the effect of children on female labour supply and wages.

The assumptions each research design requires in order to identify a causal effect will be at center stage of the lecture. Therefore the emphasis is to teach students *what* one needs to estimate in order to answer a given question. Further, the research designs are discussed such that students will be able to evaluate and apply these research designs to other questions and fields.

Intended learning outcomes

At the end of the course, students should be able to understand basic concepts and methods of causal inference, as well as read, interpret, and assess the credibility of scientific publications. In addition, the course serves as preparation for advanced statistics and econometrics courses.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

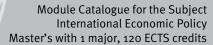
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Workload

150 h

Teaching cycle

Teaching cycle: summer semester





Referred to in LPO I (examination regulations for teaching-degree programmes)
Module appears in
keinem Studiengang zugeordnet



Module	Module title Abbreviation						
Busine	ss Cycl	les			12-M-BC-262-m01		
Module	Module coordinator			Module offered by			
head o	f the W	ork Group of Empirical E	conomics	Faculty of Manager	ment and Economics		
ECTS	Meth	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						
models vered.	s. Aften Finally,		cycle model and the	New Keynesian mod	foundations of macroeconomic el and their connections are co-		
ness cy unders approp	cle the tand cu riate p	eory as well as on macroe urrent business cycle dev olicy measures.	economic modeling. F velopment, apply bus	laving completed th iness cycle models t	Students gain expertise on busi- e module, students will be able to to analyze these and to develop		
		number of weekly contact hours,	language — if other than Ger	rman)			
V (2) +		t in: English					
Metho	d of ass		age — if other than German,	examination offered — if no	ot every semester, information on whether		
b) port	folio (a ige of a	mination (approx. 6o to a pprox. 5o hours total) ssessment: English bonus	120 minutes) or				
Allocat	ion of	olaces					
Additio	nal inf	ormation					
Worklo	ad						
150 h							
Teachi	ng cycl	е					
Teachi	ng cycl	e: summer semester					

keinem Studiengang zugeordnet

Module appears in

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



Modul	e title			Abbreviation		
Advan	ced Cor	mputational Econom	ics		12-M-NGM-262-m01	
Modul	e coord	linator		Module offered by		
holder	holder of the Chair of Public Finance			Faculty of 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	;		
1 semester graduate						
Conter	Contents					

Description:

This course will mostly be concerned with the analysis of public policy (in areas such as taxation, social security etc.). Providing students with state-of-the-art techniques for quantitative macroeconomic research in this very field and familiarising them with the relevant literature, this course will teach students how such policies redistribute between different generations and also within generations, how they may improve risk sharing when markets are incomplete and how they can trigger distortions and therefore hurt the aggregate economy.

Outline of syllabus:

- 1. Programming with FORTRAN and application of numerical methods
- 2. Solution techniques for dynamic programming problems
- 3. Policy analysis with stochastic growth and life cycle models

Reading:

Lecture notes will be provided.

Intended learning outcomes

After completing the course "Advanced Computational Economics" students will be able to

- (i) edit and solve stochastic economic problems using advanced numerical techniques;
- (ii) implement small scale economic models on the computer;
- (iii) simulate tax and social security policy reforms and interpret the quantitative results in economic term.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

 $\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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

Additional information

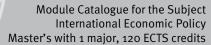
Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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





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Compulsory Core Electives 2: Core Electives

(40 ECTS credits)



Modul	Module title					Abbreviation	
Advan	Advanced Macroeconomics					12-M-MFF-262-m01	
Module coordinator					Module offered by		
holder	holder of the Chair of International Economics				Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ.	com	ompl. of module(s)		
5	nume	rical grade					
Duratio	on	Module level	Other prerequis	sites			
1 semester graduate							
Conter	nts						
Conter	nt						

The course covers long-run aspects of macroeconomics. We start with a review of the facts of long-run growth and a review of the Solow-growth model. The lecture then focuses on the infinite-horizon Ramsey-Cass-Koopmans model, on endogenous growth theory and it puts the roles of human capital and institutions under scrutiny. Applications of this framework involving urban and regional growth, resources and the environment will be taken up, time permitting.

Outline

I Facts and the Solow Growth Model

II Infinite-Horizon Ramsey-Cass-Koopmans model

III Endogenous Growth

IV Human Capital, Social Infrastructure and Beyond

V Applications (Urban and regional growth; Growth, resources and the environment)

Literature:

The course draws strongly on the textbook:

David Romer, Advanced Macroeconomics, 4th edition, McGraw-Hill Irwin.

We will use journal articles and research papers at several parts of the lecture.

Intended learning outcomes

Students acquire a working knowledge of the key models and analytical tools of advanced macroeconomics. This enables them to identify the key forces that determine the determinants of income levels and growth rates of incomes, to make informed policy analysis and statements and to critically evaluate current controversies and developments as well as to conduct their own research.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

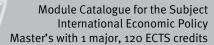
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Additional information

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Workload

150 h





Teaching cycle
Teaching cycle: winter semester
Referred to in LPO I (examination regulations for teaching-degree programmes)

Module appears in



Module	e title				Abbreviation
Advanc	ed Mic	roeconomics			12-M-AM-262-m01
Module	e coord	inator		Module offered by	
holder of the Chair for Economics, Contract Theor formation Economics			tract Theory and In-	Faculty of Managen	nent 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					

In a nutshell, microeconomic theory considers the behavior of individual economic agents and builds from this foundation to a theory of aggregate economic outcomes, which then can be applied for conducting welfare analysis and giving policy advice. This lecture addresses the core building block of this thought complex: individual decision making and behavior. Specifically, students will come to understand in detail the standard models of riskless consumer choice, choice under risk and intertemporal choice and learn about the empirical challenges and limitations of these models.

Throughout the lecture, we will work with precise mathematical formalizations of the ideas that we want to think and talk about. In consequence, a solid understanding of the mathematical toolbox of standard microeconomics (e.g., differential calculus and constrained optimization; basic set theory; integration by parts) will be helpful as it will allow to focus on the underlying economic intuition. However, every required mathematical concept will be introduced and explained along the way, such that a strong interest in formal economic analysis is more important than an advanced mathematical background.

The exposition is primarily based on the standard graduate textbooks

- Mas-Colell, Whinston and Green (1995): "Microeconomic Theory"
- Jehle and Reny (2001): "Advanced Microeconomic Theory"

Intended learning outcomes

After completing the course students will be able to

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

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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

- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

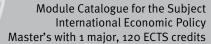
creditable for bonus

Allocation of places

Additional information

Workload

150 h





Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module	Module title				Abbreviation	
Econor	metrics	1			12-M-0E1-262-m01	
Modul	e coord	linator		Module offered by		
holder	holder of the Chair of Econometrics			Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	erical grade				
Duration Module level Other prere			Other prerequisites	,		
1 semester graduate						
Conten	Contents					

Description:

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 model's 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 formally state and motivate the assumptions and properties of OLS and know how to deal with transformed and dummy variables. Additionally, students will be able to test multiple linear restrictions on the parameters and will be 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)

 $V(2) + \ddot{U}(2)$

Module taught in: English

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

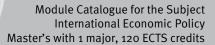
- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information
Workload
150 h
Teaching cycle
Teaching cycle: each semester
Referred to in LPO I (examination regulations for teaching-degree programmes)

Module appears in



Module	e title			Abbreviation	
Strates	gic Dec	isions and Competition			12-M-SDC-262-m01
Module	e coord	inator		Module offered by	
holder	holder of the Chair of Industrial Economics			Faculty of Management and Economics	
ECTS	Meth	lethod of grading Only after succ. co		npl. of module(s)	
5 numerical grade					
Duration Module level			Other prerequisites		
1 semester graduate					
Conton	tc	•	•		

Contents

- 1. Strategic situations and decision making
- 2. Analyzing strategic situations with game theory
- 1. Noncooperative simultaneous move games
- 2. Nash equilibrium
- 3. Models of oligopoly markets
- 3. Dynamic Games
- 1. Two(-multi) stage games and subgame perfect equilibrium
- 2. Role of commitment in dynamic situations
- 3. Models of advertising
- 4. Wage bargaining and unions
- 4. Repeated Games
- 1. Emergence of coordination in long interactions
- 2. Collusion between competing firms
- 3. Time consistent monetary policy
- 5. Static games of incomplete Information
- 1. Bayesian Nash equilibrium
- 2. Auctions
- 6. Dynamic games of incomplete information
- 1. Moral hazard and nonlinear pricing
- 2. Perfect Bayesian equilibrium
- 3. Signalling games
- 4. Job-market signalling
- 5. Corporate investment and capital structure

Intended learning outcomes

After successful completion of this class, the students should be familiar with economic models that can be used to shape managerial strategy and aid in making decisions in strategic situations. Especially, by making use of simple two stage games, they should be able to formulate dynamic policies in a wide variety of strategic situations. The students will acquire an intuitive understanding of the underlying economic mechanisms which emerge from the analysis of game theoretic models for a wide variety of strategic situations arising in industrial economics, marketing, organization, finance, trade and labor. Moreover, they will acquire skills which enable them to make predictions in strategic situations by making use of simple mathematical models. By means of completing case based exercises, they will learn to transform real life business situations to an appropriate economic model. Based on an analysis of this model, they will be able to devise optimal strategies and derive the corresponding managerial implications.



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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module	JRZBL		5 (127) 8	33 g/~/s / M	aster's with 1 major, 120 ECTS credits Abbreviation
		nagement Evaluation Me	ethods		12-M-PEM-262-mo1
Module				Module offered b	NV
		Chair of Data Science in E	Business and Econo-		ement 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				
the epicshown which I science. The sectal variato answ ment o The assilecture.	stemol why ex evel of es, i.e. cond pa ables, a ver imp r the ef sumption	ogical differences between periments are paramoun the causal hierarchy. Fin potential outcomes and cart is devoted to the research regression discontinuortant questions in laborated for the research design on the emphasis is to te	en association, intervation generating causally, we will discuss to directed acyclic graphearch designs regression ty. The emphasis is ur economics such as a labour supply and varied ach students what o	vention and counted the last very la	sality is introduced. Specifically, erfactuals are explained. Then it is which assumptions are needed for opproaches to causality in the social erence-in-differences, instrumenth designs are for example applied inimum wage increase on employ- ffect will be at center stage of the ate in order to answer a given questable to evaluate and apply these respectives.
search	design	s to other questions and		t stadents witt be t	
		ning outcomes			
				•	ots and methods of causal infe- ations. In addition, the course ser-

rence, as well as read, interpret, and assess the credibility of scientific publications. In addition, the course serves as preparation for advanced statistics and econometrics courses.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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

- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

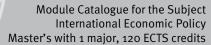
Additional information

Workload

150 h

Teaching cycle

Teaching cycle: summer semester





Referred to in LPO I (examination regulations for teaching-degree programmes)					
Module appears in					
keinem Studiengang zugeordnet					



Module title					Abbreviation	
Econometrics 2					12-M-OE2-262-m01	
Module coordinator				Module offered by		
holder of the Chair of Econometrics			cs	Faculty of Management and Economics		
ECTS	Method of grading C		Only after succ. cor	Only after succ. compl. of module(s)		
5	nume	merical grade				
Duration Module level		Module level	Other prerequisites	Other prerequisites		
1 semester		graduate				
Contents						

Description:

This module deals with the basics, concepts and methods of the generalized least squares (GLS) framework. Partly as a motivation for the GLS model and partly for its own right, different specification and data problems as well as violations of model assumptions of the OLS estimator (as introduced in "Ökonometrie I" ("Econometrics I")) are discussed. This includes multicollinearity, a test for structural breaks, heteroskedastiticy and autocorrelation.

Linear algebra is used as formal aid.

Syllabus:

- 1. Specification analysis
- 2. Multicollinearity
- 3. Heteroskedastiticy
- 4. Autocorrelated disruptive terms
- 5. Generalized least squares (GLS)

Intended learning outcomes

Students acquire essential knowledge of the fundamentals, methods and concepts for estimating the generalized linear regression model (GLS) and can apply and interpret it. They are sensitized for specification problems, data problems and violations of the assumptions of the classical linear model (OLS) in order to be able to recognize, to assess and therefore adequately deal with these problems in theory and practice. This enables them to critically assess the use of the estimation methods in scientific work, to work independently on adequate implementation of empirical analyzes and to answer selected (economic) scientific issues if available data with the above-mentioned involved problems. The competences acquired in this course serve as a prerequisite for "Econometrics III", "Microeconometrics" und "Financial Econometrics".

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

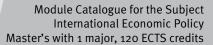
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Additional information

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Workload

150 h





Teaching cycle
Teaching cycle: summer semester
Referred to in LPO I (examination regulations for teaching-degree programmes)
Module appears in



Modul	e title				Abbreviation	
Econor	Econometrics 3				12-M-OE3-262-m01	
Module coordinator				Module offered by		
holder	of the	Chair of Econometrics		Faculty of Management and Economics		
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						
Conter	Contents					

Description:

This module deals with advanced econometric methods and concepts based on the classical and the generalized least squares estimator discussed in Ökonometrie I and II (Econometrics I and II). In particular, this includes the instrumental variable (IV) estimator, the generalized method of moments (GMM) estimator, distributed lag models as well as basic methods and concepts used in uni- and multivariate econometric time series analysis, including (non)stationarity, integration and cointegration.

Linear algebra is used as formal aid.

Syllabus:

- 1. Error-in-variables
- 2. IV estimation
- 3. Generalized least squares estimation
- 4. Distributed lag models
- 5. Stationary uni- and multivariate processes
- 6. Deterministic and stochastic trends
- 7. Integrated and cointegrated processes

Intended learning outcomes

The students acquire thorough understanding of advanced methods and concepts in econometrics. They get familiarized with diverse error-in-variables issues and will be capable of handling them appropriately. After the course, students understand the generalized method of moments (GMM) and the instrumental variable (IV) estimator to the extent that they can discuss their pros and cons, apply these to selected questions in quantitative economics and understand scientific papers using these methods. Furthermore, they become acquainted with selected time series issues, such as distributed lag models, non-stationarity, spurious correlation and cointegrated processes, enabling them to conduct a comprehensive time series analysis. In brief, the course enables students to apply the above mentioned methods and concepts to real life questions, assess their appropriateness and address their theoretical and practical benefits and shortcomings

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

 $\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)

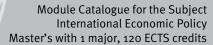
- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

Additional information





Workload

150 h

Teaching cycle

Teaching cycle: after announcement

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

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Module appears in



	UVERS ÜRZBU		5 (100)		Module Catalogue for the Subject International Economic Policy Master's with 1 major, 120 ECTS credits			
Module	Module title Abbreviation							
Market	Resea	rch and Demand Analysi	S		12-M-EIO-262-mo1			
Module	e coord	linator		Module offered	l by			
holder	of the	Chair of Industrial Econor	mics	Faculty of Mana	agement 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						
Conten	its							
Discret	e choice de choi	d and Supply estimation g marginal costs tructural models for coun	e data	ysis				
Intend	ed lear	ning outcomes						
comes. one can a thoro dents with the company of th	They wan imple ough ur will become they wing the studer lass in the lass in th	will become familiar with ement these methods in paderstanding of the so-ca come familiar with metholl learn how to use such restimated models to evant that successfully comp	methods used in esting statistic led New Empirical In ds used in estimating models to infer margiluate the effects of choletes this course will models in compute	mating demand cal software. The dustrial Organized demand and implementations as well nanges in the controlly be able rexercises. Furtless.	ring questions related to industry out- and during exercises will learn how e lectures will help students to have ation (NEIO) methodology. The stu- perfect competition models among l as constructing policy simulations mpetitive environment, such as mer- to read empirical academic papers hermore, students will be able to antitrust and regulation.			

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total) Language of assessment: English

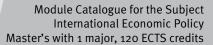
creditable for bonus

Allocation of places

Additional information

Workload

150 h





Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module title					Abbreviation	
DSGE Modelling					12-M-DMM-262-m01	
Module coordinator				Module offered b	py	
head o	f the W	ork Group of Empirica	l Economics	Faculty of Manag	Faculty of Management and Economics	
ECTS	Meth	od of grading	Only after succ.	compl. of module(s)		
5	nume	rical grade				
Duration Module level O		Other prerequisi	Other prerequisites			
1 semester graduate						
Conter	nts	-				

The course provides an introduction to the modeling of Dynamic Stochastic General Equilibrium (DSGE) models. The course will carefully familiarize you with the basic concepts of modern business cycle theory. In particular, an introduction to macroeconomic modeling and estimation with Dynare will be given.

Specifically, we will analyze how the representative household shapes its consumption planning, investment decisions and labor supply decisions. The second section focuses on the corporate sector. In particular, entrepreneurial action in the form of optimal production plans is analyzed. The third section analyzes the central bank and its tasks in the economic cycle. Here it is shown how central bank policy affects the behavior of households and companies.

The work required to obtain ECTS points is typically done as part of an assignment that students complete during the semester.

Intended learning outcomes

The course offers analytical tools designed to solve DSGE models. These analytical skills encompas:

- Solving of intertemporal optimization problems (e.g., consumption Euler-equations).
- Linearization methods (e.g., Taylor-expansions).
- Solving linear difference expectations by minimum state variabel techniques (MSV-solution).
- Basic time series concepts such as impilse response functions, variance decompositions.
- Insights in MATLAB/ Dynare programming: specifying, solving and estimating DSGE models.

Based on the course students are able themselves to design and implement DSGE models.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

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Additional information

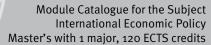
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Workload

150 h

Teaching cycle

Teaching cycle: winter semester





Referred to in LPO I (examination regulations for teaching-degree programmes)
Module appears in
keinem Studiengang zugeordnet



Module title					Abbreviation	
Advan	Advanced Computational Economics				12-M-NGM-262-m01	
Modul	Module coordinator			Module offered by		
holder	holder of the Chair of Public Finance			Faculty of 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 p		Other prerequisites	;		
1 seme	1 semester graduate					
Conter	Contents					

Description:

This course will mostly be concerned with the analysis of public policy (in areas such as taxation, social security etc.). Providing students with state-of-the-art techniques for quantitative macroeconomic research in this very field and familiarising them with the relevant literature, this course will teach students how such policies redistribute between different generations and also within generations, how they may improve risk sharing when markets are incomplete and how they can trigger distortions and therefore hurt the aggregate economy.

Outline of syllabus:

- 1. Programming with FORTRAN and application of numerical methods
- 2. Solution techniques for dynamic programming problems
- 3. Policy analysis with stochastic growth and life cycle models

Reading:

Lecture notes will be provided.

Intended learning outcomes

After completing the course "Advanced Computational Economics" students will be able to

- (i) edit and solve stochastic economic problems using advanced numerical techniques;
- (ii) implement small scale economic models on the computer;
- (iii) simulate tax and social security policy reforms and interpret the quantitative results in economic term.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

Workload

150 h

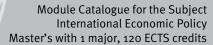
Teaching cycle

Teaching cycle: winter semester

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

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Master's with	1 major	International	Economic	Policy
(2026)				





Module appears in



Module title					Abbreviation
Moneta	ary Pol	icy and the Financial Sys	12-M-EG1-262-m01		
Module coordinator Module offered by				Module offered by	I.
head of the Work Group of Empirical Economics			conomics	Faculty of Management and Economics	
ECTS	Meth	lethod of grading Only after succ. compl		npl. of module(s)	
5	nume	rical grade			
Duratio	on	Module level	Other prerequisites	;	
1 seme	ster	graduate			
Contents					
			, ,		d into four sections. The first one

Intended learning outcomes

Students will acquire a thorough understanding of the theory and practice of monetary policy. Students gain expertise on institutional aspects and theoretical monetary models. Having completed the module, students will be able to understand current developments in monetary policy and and apply models and theories to analyze and evaluate these.

third one, monetary policy with the zero lower bound on nominal interest rates constraint is analyzed. The fourth

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

section deals with linkages between monetary and fiscal policy.

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: after announcement

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

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Module appears in



Module title					Abbreviation	
Interna	ational	Trade and the Multi		12-M-ITMF-262-m01		
Module	e coord	linator		Module offered by		
holder	of the	Chair of Internationa	al Economics	Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. co	mpl. of module(s)		
5	nume	rical grade				
Duration Module level Other prere		Other prerequisite	s			
1 semester graduate						
Conten	Contents					

Content

The lecture starts out with theories of international trade based on comparative advantage (Ricardo and Heckscher-Ohlin) followed by theories based on monopolistic and oligopolistic competition to explain intra-industry trade. The final part covers firm heterogeneity and multinational firms. [If time permits the Armington model and the standard neoclassical model will be addressed.]

Outline

I Ricardian Trade Theory

II Heckscher-Ohlin Trade Theory

III New Trade Theory: Intra-Industry Trade, Increasing Returns to Scale, Imperfect Competition

IV Firm Heterogeneity, Trade and FDI

V The Multinational Firm

Literature:

The module draws heavily on articles from scholarly journals and handbooks.

A detailed list of references with further references, notably journal articles, is provided with each chapter of the lecture.

Material from the following books is also used:

Helpman, E. (2011). Understanding Global Trade. Princeton University Press.

Feenstra, R.C. (2016). Advanced International Trade. Theory and Evidence. Princeton University Press, Second Edition

Caves, R., R.W. Jones and J.A. Frankel (2007). World Trade and Payments. Addison Wesley

Bhagwati, J., A. Panagariya and T. N. Srinivasan (1998). Lectures on International Trade. Second Edition. MIT Press

Gandolfo, G. (1998). International Trade Theory and Policy. Springer-Verlag, Berlin and New York Markusen, J.R., J.R. Melvin, W.H. Kaempfer, K. E. Maskus (1995). International Trade. McGrawHill Barba Navaretti, G. and A.J. Venables (2004). Multinational Firms in the World Economy. Princeton University Press

Intended learning outcomes

The students acquire the ability to critically understand the causes and drivers of world trade and the developments of specialization patterns in the global economy. They learn to analyze, discuss and defend these developments and to apply the tools and methods to evaluate controversies associated with the ongoing deepening of the international division of labor, in particular the repercussions of the global economy on national economies.

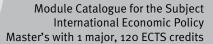
Courses (type, number of weekly contact hours, language — if other than German)

V (2) + Ü (2)

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)





Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module title					Abbreviation	
Economic Geography					12-M-EG-262-m01	
Module coordinator				Module offered by		
holder	of the	Chair of Internationa	al Economics	Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. co	mpl. of module(s)		
5	nume	rical grade				
Duration Module level		Other prerequisite	s			
1 semester graduate						
Conter	Contents					

Content

The lecture starts with a brief motivation of the core issues and a short overview over key forces driving the allocation of economic activity in space. The main parts of the lecture cover the functioning and evolution of cities and city systems, and the economic geography of regions and countries.

I Motivation and Facts

II Location Basics

- Forces Shaping the Location of Economic Activity in Space
- Some Intellectual Background

III Urban and Regional Economics

- The Spatial Structure of Cities
- City Systems

III New Economic Geography

- From the New Trade Theory to the New Economic Geography
- Footloose Capital Model and Policy Applications
- Core Periphery Models and Policy Applications
- Empirics

Literature:

The course uses a combination of textbooks and journal articles. Articles from the Handbook of Urban and Regional Economics (current and previous volumes) are heavily used. Useful books are:

Brakman, W., H. Garretsen and Ch. van Marrewijk, 2009, The New Introduction to Geographical Economics, Cambridge University Press

Baldwin, R., R. Forslid, P. Martin, G. Ottaviano and F. Robert-Nicoud, 2003, Economic Geography and Public Policy, Princeton, 2003

Combes, P.P, Th. Mayer and J.F. Thisse, 2008, Economic Geography. The Integration of Regions and Nations, Princeton University Press

Fujita, M., P.R. Krugman and A.J. Venables, 1999: The Spatial Economy, MIT Press

Fujita, M. and J.-F. Thisse (2013). Economics of Agglomeration. Cities, Industrial Location and Regional Growth. Cambridge University Press.

Krugman, P.R., 1991, Geography and Trade, MIT Press

Intended learning outcomes

Students acquire a knowledge of the forces which determine the allocation of economic activity in space and they learn to apply fundamental models of cities, city systems and of regional agglomerations to understand and analyze policy issues involving local, regional and international policy questions both analytically and in an economic intuitive way.

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

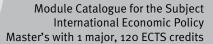
 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

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(2026)	cord Master (120 ECTS) International Economic Policy - 2026	





Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module title					Abbreviation	
Theory	Theory of Industrial Organization				12-M-TI1-262-m01	
Module coordinator				Module offered by		
holder of the Chair of Industrial Economics			mics	Faculty of Management and Economics		
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						
Camban	Contonto					

Contents

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
 - Subgame perfect equilibrium and models of dynamic competition
 - · Repeated games and collusion
- 4. Market Structure
 - Entry
 - Mergers
- 5. Strategic behaviour by incumbent firms
 - Entry deterrence and predation
 - Signalling and reputation
- 6. Vertical Relations and Restrictions
 - Double marginalization
 - Vertical contracts
- 7. Behavioral Industrial Organization
 - Reference Dependent Preferences and Framing Effects
 - Time inconsistent behavior

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, 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 an approach, summarize and comment on these papers and suggest possible extensions.

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

V (2) + Ü (2)

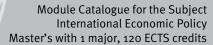
Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus





Allocation of places
Additional information
Workload
150 h
Teaching cycle
Teaching cycle: winter semester
Referred to in LPO I (examination regulations for teaching-degree programmes)
Module appears in
keinem Studiengang zugeordnet



Module title					Abbreviation
European Competition Policy					12-M-WPE-262-m01
Module coordinator				Module offered by	l .
holder of the Chair of Industrial Economics			mics	Faculty of Management and Economics	
ECTS Method of grading Only after succ		Only after succ. con	npl. of module(s)		
5 numerical grade					
Duration Module level		Other prerequisites			
1 semester graduate					
Contor	Contonts				

Contents

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

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.

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

V (2)

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

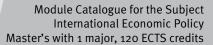
Language of assessment: English

creditable for bonus

Allocation of places

WM6.

There are no restrictions with regard to available places for students of the Master's degree programmes Management, International Economic Policy, Information Systems, Wirtschaftsmathematik (Mathematics for Economics) and Chinese and Economics as well as China Business and Economics. A total of 20 places will be allocated to students of other subjects; should the number of applications exceed the number of available places, these places will be allocated by lot.





Additional information
Workload
150 h
Teaching cycle
Teaching cycle: summer semester
Referred to in LPO I (examination regulations for teaching-degree programmes)
Module annears in



Module title				Abbreviation	
Optimal Tax Theory					12-M-F4-262-m01
Module coordinator				Module offered by	
holder of the Chair of Public Finance				Faculty of Management and Economics	
ECTS Method of grading		Only after succ. compl. of module(s)			
5	nume	rical grade			
Duration Module level		Other prerequisites			
1 semester graduate					
Conten	Contents				

Description:

The course will discuss the design of an optimal tax system. First, students will learn what criteria have to be met for a tax system to be optimal. Lectures will introduce key rules for taxing commodities as well as income and capital.

Examining specific taxation issues such as eco-tax, family taxation and the taxation in an uncertain world, students will then gain more in-depth insights into these rules.

Reading: Lecture notes will be provided.

Outline of syllabus:

- 1. Optimal commodity taxation
- 2. Optimal income taxation
- 3. Optimal taxation of families

Intended learning outcomes

After completing this module students have a basic understanding of what is meant with "optimal taxation". They are able to apply this concept to specific normative questions of tax policy in practice. Students also learn to prepare and present short papers, where they discuss specific normative policy issues in groups.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module title					Abbreviation
European Public Finance					12-M-EFP-262-m01
Module coordinator				Module offered by	
holder	of the	Chair of Public Finance		Faculty of Management and Economics	
ECTS	Meth	od of grading	Only after succ. compl. of module(s)		
5 numerical grade					
Duration Module level		Other prerequisites			
1 semester graduate					
Conten	Contents				

The course aims at introducing the main public finance issues in the European Union. Students will learn how the revenues of the Union are generated and how they are spent. We will discuss the motivation and implications of the Brexit decision and various coordination problems with respect to public debt, taxation and environmental policy. Economic policy is discussed with simple models, which highlight the central problems.

Course contents:

- 1. The European Union: History and Institutions
- 2. The Budget of the European Union
- 3. Economic Analysis of the Brexit Process
- 4. Sovereign Debt, Financial Crisis and Fiscal Integration in the EMU
- 5. Tax Competition or Tax Coordination in Europe?
- 6. European Climate Policy: Emission Trading and Green Deal

Intended learning outcomes

After completing the course students are introduced to the central public finance policy issues, institutions and rules of conduct in the EU. They are able to apply simple theoretical models to to discuss and analyze more specific policy problems.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

 $\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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

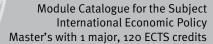
Allocation of places

There are no restrictions with regard to available places for students of the Master's degree programmes Business Management, International Economic Policy or Economics, Information Systems, Wirtschaftsmathematik (Mathematics for Economics) and Chinese and Economics as well as China Business and Economics. A total of 20 places will be allocated to students of other subjects; should the number of applications exceed the number of available places, these places will be allocated by lot.

Additional information

Workload

150 h





Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module title					Abbreviation
Contract Theory					12-M-CT-262-m01
Module coordinator				Module offered by	
holder of the Chair for Economics, Cont formation Economics		tract Theory and In-	Faculty of 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					
Conten	Contents				

During the 1960/70s, microeconomic theory came to acknowledge that many (if not most) economic transactions are characterized by asymmetric distribution of information – i.e., at least one of the parties participating in a transaction usually is privy to information that the remaining parties do not have access to. This asymmetric distribution of information subsequently was recognized to be a major impediment for transactions to be economically efficient. Contract theory addresses the question how the inefficiencies arising from asymmetric distribution of information can best be mitigated by appropriate design of the contractual (or, more generally, institutional) framework that governs the transaction under consideration. This lecture covers the baseline models of "moral hazard" (i.e., situations where one party has private knowledge after a contract has been signed) and "adverse selection" (i.e., situations where one party has private knowledge before a contract is signed). As applications we will address questions discussed in organizational, personnel or industrial economics, such as incentive design within organizations or the design of labor law regulations and competition laws.

Even though we will work with precise mathematical formalizations of the ideas that we want to think and talk about, this course requires little more than a solid understanding of basic differential calculus. More important than having a solid mathematical background is having a strong interest in formal economic analysis and fun with logical thinking and puzzle solving.

The exposition is primarily based on the following textbook: Laffont and Martimort (2002): "The Theory of Incentives"

Intended learning outcomes

After completing the course students will be able to

- explain essential findings of contract theory,
- apply the involved methods to given stylized examples on their own,
- interpret the properties of real-life contracts as the outcome of the interaction between two or more contracting parties in the presence of asymmetric information,
- evaluate government interventions with regard to their effect on the efficiency properties of the interaction between the contracting parties.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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

- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

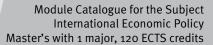
Language of assessment: English

creditable for bonus

Allocation of places

Additional information

Master's with 1 major International Economic Policy	JMU Würzburg • generated 09-Sep-2025 • exam. reg. data re-	page 58 / 223
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Workload

150 h

Teaching cycle

Teaching cycle: no courses offered

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

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Module appears in



Module title					Abbreviation
Behavioral Economics: Foundations					12-M-BEC-262-m01
Module coordinator				Module offered by	
	holder of the Junior Professorship of Apmics, esp. Human-Machine Interaction			Faculty of Management and Economics	
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					
Conter	Contents				

Behavioral economics refers to the field of research which, inspired by numerous documented deviations from the rational behavior assumed in neoclassical analysis, tries to improve the psychological realism of the idea of man in economics by incorporating insights from psychology into traditional economic analysis. In this course, students will become familiar with several of the most influential behavioral-economic theories of individual and strategic decision-making, which allow to explain a plethora of empirically documented deviations from the neoclassical model. These include departures from the assumptions of selfishness, time consistency, as well as rationality and rational expectations. The discussed behavioral-economic theories usually contain the neoclassical standard model as a special case and, therefore, are to be considered as extensions of rather than alternatives to the neoclassical model. While this lecture focuses on theories of individual decision-making, we will explore the implications of these theories also in the context of market settings and economic games. All necessary ideas and concepts will be introduced and discussed throughout the course. Nevertheless, as behavioral economics represents an extension of the neoclassical model, a solid understanding of the latter will be helpful. Consequently, students who completed advanced classes in microeconomics or game theory will most likely benefit most from this course.

While the exposition is primarily based on research articles, some topics of the lecture can be reviewed in the following textbooks:

- Dahmi (2016): "The Foundations of Behavioral Economic Analysis"
- Angner (2012): "A Course in Behavioral Economics"
- Wilkinson and Klaes (2012): "An Introduction to Behavioral Economics"
- Wakker (2010): "Prospect Theory for Risk and Ambiguity"

Intended learning outcomes

After completing the course students will be able to

- explain essential findings of behavioral economic theory,
- · apply the involved methods to given stylized examples on their own,
- recognize in which real-life situations and how the results can be applied.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

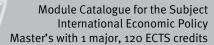
Allocation of places

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Additional information

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Master's with 1 major International Economic Policy	JMU Würzburg • generated 09-Sep-2025 • exam. reg. data re-
(2026)	cord Mactor (400 ECTS) International Economic Policy, 2006





Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module title					Abbreviation	
Behavi	Behavioral Economics: Applications				12-M-BEA-262-m01	
Module	Module coordinator			Module offered by		
				<u> </u>	nent and Economics	
ECTS	Metho	d of grading	Only after succ. con			
5		ical grade		•		
Duratio	n	Module level	Other prerequisites	;		
1 seme	ster					
Conten	Contents					
Intende	ed learn	ing outcomes				
Course	S (type, n	umber of weekly contact l	hours, language — if other than Ge	rman)		
` '	V (2) + Ü (2)					
Module	Module taught in: English					
		essment (type, scope, e for bonus)	language — if other than German,	examination offered — if no	ot every semester, information on whether	
b) portf Langua	folio (ap ge of as ment of	pprox. 50 hours tota ssessment: English fered: In the semes		offered		
Allocat	ion of p	laces				
Additio	nal info	ormation				
Worklo	ad					
150 h	150 h					
Teaching cycle						
Referre	Referred to in LPO I (examination regulations for teaching-degree programmes)					
Module	Module appears in					
keinem	keinem Studiengang zugeordnet					



Module	e title				Abbreviation
Commu	ınicatio	on in Business and Econo	omics		12-M-BUC-262-m01
Module coordinator				Module offered by	
holder	of the F	Professorship of Economi	ic Journalism	Faculty of Manager	nent 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	i	
1 seme	ster	graduate			
Conten	ts				
forms of be syst se deal the pos	of PR. Tl ematic ls with ssibiliti	ne preparation and imple ally explained, and the c the practical implementa es and concepts of PR wo	ementation of press n entral aspects of corp tion of journalistic st	neetings, conference corate communication yles in the various m	ents, instruments, goals, and es, campaigns, and events will ons will be outlined. The exercinedia and provides an overview of ups.
Intende	ed learı	ning outcomes			
as well	as met inicatio	chods and in a holistic co on with regard to reflectio	ntext. Students learn n, argumentation, ar	n professional compe nd exchange as a PR	apply PR and its forms, elements etencies in the field of (business) consultant in different areas. In prepare them professionally.
Course	S (type, n	umber of weekly contact hours, l	anguage — if other than Ge	rman)	
V (2) + Module	• •	t in: English			
		eessment (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 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus					
Allocat	ion of p	olaces			
Additional information					
Workload					
150 h					
Teachi	ng cycl	e			
Teachi	ng cycle	e: winter semester			

keinem Studiengang zugeordnet

Module appears in

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



Module title				Abbreviation	
Business Cycles					12-M-BC-262-m01
Module	e coord	inator		Module offered by	
head of the Work Group of Empirical Econo			conomics	Faculty of Management and Economics	
ECTS Method of grading Only after succ		Only after succ. con	compl. of module(s)		
5	nume	rical grade			
Duratio	on	Module level	Other prerequisites		
1 seme	ster	graduate			
Contents					
on mod	This module is an introduction to dynamic macroeconomic models with microeconomic foundations with a focus on modern business cycle theories. The course is divided into several sections. Following an introduction to empirical facts on business cycles, the students are introduced to microeconomic foundations of macroeconomic				

Intended learning outcomes

Students will acquire a basic understanding of modern business cycle theory. Students gain expertise on business cycle theory as well as on macroeconomic modeling. Having completed the module, students will be able to understand current business cycle development, apply business cycle models to analyze these and to develop appropriate policy measures.

models. Afterwards, the real business cycle model and the New Keynesian model and their connections are co-

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

vered. Finally, the models are applied to current macroeconomic topics.

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total) Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module	title				Abbreviation		
Project	Modul	e International Economi	c Policy		12-M-PIEP1-262-m01		
Module coordinator				Module offered by			
Dean of the Faculty of Business Management and Economics			gement and Econo-	Faculty of Management and Economics			
ECTS	Metho	od of grading	f grading Only after succ. compl. of module(s)				
10	nume	rical grade					
Duratio	n	Module level	Other prerequisites				
1 seme	ster	graduate					
Conten	ts						
This mo	odule is	s designed to provide cre	edit for work complete	ed in project seminar	rs in International Economic Poli-		
Intende	ed learı	ning outcomes					
As a res	sult of a	accrediting multiple kind	s of modules, a desc	ription of acquired sl	kills cannot be given.		
Course	S (type, n	number of weekly contact hours,	language — if other than Ger	rman)			
S (2) Module	taugh	t in: English					
		sessment (type, scope, langua le for bonus)	age — if other than German,	examination offered — if no	t every semester, information on whether		
b) portf Langua Assess	a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						
Allocat	Allocation of places						
Additio	nal inf	ormation					
Workload							
300 h							
Teaching cycle							
Teaching cycle: after announcement							
Referred to in LPO I (examination regulations for teaching-degree programmes)							
Module	appea	ars in					
keinem	Studie	engang zugeordnet					



Module title					Abbreviation
Organizational Economics and Digital Transformation					12-M-OEDT-262-m01
Module coordinator				Module offered by	
holder of the Junior Professorship of Applied Microecono- mics, esp. Human-Machine Interaction			•	Faculty of Management and Economics	
ECTS	Meth	Method of grading Only after succ. co		npl. of module(s)	
5	nume	umerical grade			
Duration Module level		Other prerequisites			
1 semester graduate					
Contonto					

Contents

The course Organizational Economics and Digital Transformation introduces advanced topics in organizational economics, with a focus on economic decision-making within organizations. Concepts and tools from microeconomic theory, as well as empirical findings from field studies and laboratory experiments, are incorporated, such as those related to performance measurement and incentives, organizational structure, and authority. Additionally, the course integrates key aspects of digital transformation shaping modern business landscapes. Thus, students not only gain a solid overview of the fundamental principles of organizational economics but also insights into the challenges, opportunities, and strategies associated with the digital transformation of businesses.

Intended learning outcomes

With this course,

- students will be able to understand and reflect on modern microeconomic concepts and current organizational economics.
- students will learn to master and apply quantitative microeconomic methods.
- students will be enabled to classify and relate specialized knowledge from theoretical microeconomics, experimental and empirical microeconomics, business administration, and psychology.
- students learn how digital transformation impacts organizations and their architecture.

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

V (2) + Ü (2)

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: after announcement

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

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Module appears in





Module title				Abbreviation		
Applied Data Analysis and Machine Learning					12-M-TDS-262-m01	
Module	e coord	inator		Module offered by		
holder of the Junior Professorship of Microeconomics, esp. Economics of Digitization				Faculty of Management and Economics		
ECTS	ECTS Method of grading Only after succ. co			npl. of module(s)		
5	numerical grade					
Duration Module level C			Other prerequisites			
1 semester graduate						
Conten	Contents					

Data science is concerned with extracting knowledge and valuable insights from data assets. This course provides an introduction to data science and its application in business and economics. Participants will be familiarized with data handling in Python, data visualization, and various machine learning techniques for prediction and estimation. We will apply the acquired knowledge in topics from business and economics.

The course will be divided into two parts: the lecture where the techniques will be taught as well as exercise in which students will be able to work with data on their own.

Intended learning outcomes

In this module,

- students learn data handling and visualization in Python.
- students are familiarized with the development and evaluation of machine learning models.
- students gain an understanding of how to apply the taught techniques to real data sets.

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

V (2) + Ü (2)

Module taught in: English

 $\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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

Additional information

Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

Module appears in



Module title					Abbreviation
Applied Topics in Data Science in Business and Economics					12-M-TE-262-m01
Module	e coord	inator		Module offered by	
holder of the Chair of Data Science in Business and Economics				Faculty of Management and Economics	
ECTS	Method of grading Only after succ. con			npl. of module(s)	
5	nume	rical grade			
Duration Module level Other prereq		Other prerequisites	sites		
1 semester graduate					
Contents					

This course aims to equip students with key empirical research methods and their applications in business and economics. The course will cover the development of empirical research ideas, research designs, data generation, data editing, and data analysis. The course will use a paper-based approach to introduce and apply these topics. Additionally, students will learn about existing panel datasets and be led to perform their own empirical research. Students that attend this course should have advanced knowledge in statistics and econometrics.

Intended learning outcomes

By the end of the course, students will have a comprehensive understanding of how to conduct empirical research in business and economics.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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

- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

24 places.

WA1:

- (1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects.
- (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedu-
- (3) A waiting list will be maintained and places re-allocated by lot as they become available.

Additional information

Workload

150 h

Teaching cycle

Teaching cycle: each semester

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

Module appears in



Module title					Abbreviation
Empirical International Trade					12-M-ETT-262-m01
Module	e coord	inator		Module offered by	
holder of the Junior Professorship of Quantitative Interna- tional and Environmental Economics			uantitative Interna-	Faculty of Management and Economics	
ECTS	CTS Method of grading Only after succ. co			npl. of module(s)	
5	nume	rical grade			
Duration Module level		Other prerequisites			
1 semester graduate					
Contents					

What are the effects of regional trade agreements? How effective is the World Trade Organization in fostering international trade flows? How strong are the responses to tariff changes, such as the ones implemented in the US-China trade war? These are some examples of questions tackled in empirical international trade. Empirical research in international trade is characterized by a tight link between economic theory and econometric specifications. The course will introduce the gravity model of international trade, which is the workhorse model in empirical trade research. Based on a theoretical derivation of the model, students will learn both how to estimate the corresponding structural econometric model and how to use the model to perform counterfactual policy analyses. Using the trade gravity expression as a starting point, closely related models for example for international migration, FDI flows, or carbon emissions embodied in international trade will also be considered.

Besides the lectures, the course will also contain computer exercises in which the students will implement the different estimations and simulations themselves. At the end of the term, students will write a term paper in which they perform their own empirical investigation of a trade policy measure.

Intended learning outcomes

- knowledge of key concepts in empirical international trade
- reproduction of theoretical and econometric arguments in the recent empirical trade literature
- implementation of econometric and general equilibrium analysis on the computer
- own empirical analysis

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

 $\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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

20 places

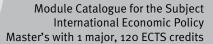
WA1:

- (1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects.
- (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedu-
- (3) A waiting list will be maintained and places re-allocated by lot as they become available.

Additional information

Workload

150 h





Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Modul	Module title Abbreviation					
		Communication			12-M-IC-262-m01	
mercutaria communication				12 W IC 202 III01		
Modul	Module coordinator			Module offered by		
				Faculty of Managen	nent and Economics	
ECTS	CTS Method of grading Only after succ. com			npl. of module(s)		
5		rical grade				
Duration Module level Other prerequisites			Other prerequisites			
1 seme	ester					
Conter	nts					
Intend	ed lear	ning outcomes				
Course	es (type, i	number of weekly contact hours, I	anguage — if other than Ge	rman)		
S (2) Modul	e taugh	t in: English				
		sessment (type, scope, langua ble for bonus)	ge — if other than German,	examination offered — if no	ot every semester, information on whether	
b) port Langua Assess	a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus					
Allocat	tion of	places				
25 places. WA1: (1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects. (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated by lot as they become available.						
Additional information						
Workload						
150 h						
Teaching cycle						
Referre	Referred to in LPO I (examination regulations for teaching-degree programmes)					
Module appears in						



Modul	Abbreviation				
Experi	mental	Economics			12-M-EE-262-m01
Module coordinator				Module offered by	
holder of the Chair of Labour Economics			mics	Faculty of Management and Economics	
ECTS	Metho	Method of grading Only after succ.		npl. of module(s)	
5	5 numerical grade				
Duration Module level		Other prerequisites	Other prerequisites		
1 semester graduate					
Conter	Contents				

Aim and outline of the course:

The Nobel Prizes for Daniel Kahneman and Vernon Smith 2002 and for Richard Thaler 2017 have underlined the increasing importance of experimental methods in economics. Experimental methods are used to collect data using randomization or a highly controlled environment. This course offers an introduction to the methodology of experimental economics and economic laboratory experiments.

In the methodology part it is shown why experiments are a good tool to generate scientific knowledge. Furthermore, widely used techniques in economic experiments are explained and how economic experiments differ from experiments in other social sciences. This part also deals with methods of reasoning, i.e. how inferences can be drawn from evidence that is generated by experiments.

The unifying theme of all laboratory experiments that will be covered is, understanding the behavior of agents, who produce and/or distribute goods by interacting with each other. The first topic is about markets and it includes experiments that shown under which conditions and institutions markets work very efficient and under which conditions and institutions they fail to yield a desirable outcome. The second topic includes experiments that look at the behavior of two agents, who bargain about the distribution of a common pie. On the basis of these results we will discuss experiments that try to explain bargaining behavior and show how agents deviate systematically from the neoclassical framework, i.e. the "homo oeconomicus". The third topic deals with cooperation and institutions that support cooperation in the long run as equilibrium. Further, systematic evidence will be presented on how individuals can be classified in different cooperative types and how these types can explain economic outcomes in natural environments. The forth topic concerns reciprocity, a strong determining factor of human behavior that is nearly universal. We will cover experiments that show how reciprocity can enforce relational contracts in the absence of third party enforcement. Moreover, there will be a special emphasis on how reciprocity affects labor markets.

When time permits up to two additional topics will be covered. The first topic is about gender differences in competitiveness, risk-aversion and overconfidence. The second topic is about the elicitation of social norms.

Prerequisites: Participants should have a basic knowledge about microeconomics, game theory and econometrics.

Literature:

The course will be mainly paper based but the following books provide a good overview and complement the discussed papers.

- Dhami, S. (2016). The Foundations of Behavioral Economic Analysis. Oxford University Press.
- Guala, F. (2005). The Methodology of Experimental Economics. Cambridge University Press

In addition lecture slides will be provided.

Intended learning outcomes

The aim of the course is to familiarize students with the methodology experimental economics. Further, students will be enabled to understand how causal evidence can be obtained using controlled variation and how to generalize from results that are derived in artificial laboratory setting to more natural environments. Moreover, the



course shall deepen students' understanding of human decision making in multi-agent settings and to make them aware of systematic heterogeneous human behavior in the production and distribution of goods.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours)

Language of assessment: English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

30 places.

WA1:

(1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects. (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated by lot as they become available.

Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: after announcement

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

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Module appears in



Module	Module title Abbreviation						
Resear	ch in B	ehavioral Economics			12-M-RBE-262-m01		
Module coordinator				Module offered by			
				Faculty of Managen	nent and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)			
5	numerical grade						
Duratio	n	Module level	Other prerequisites				
1 seme	ster						
Conten	ts						
Intende	ed lear	ning outcomes					
Course	S (type, r	number of weekly contact hou	s, language — if other than Ge	rman)			
V (2) +							
		t in: English					
		sessment (type, scope, lang ble for bonus)	guage — if other than German,	examination offered — if no	ot every semester, information on whether		
b) porti Langua Assess	a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						
Allocat	ion of	places					
-							
Additio	nal inf	ormation					
Worklo	ad						
150 h	150 h						
Teaching cycle							
	-						
Referre	Referred to in LPO I (examination regulations for teaching-degree programmes)						
Module	e appea	ars in					
keinem	keinem Studiengang zugeordnet						



Module	Module title Abbreviation						
Topics	in Inte	rnational Economic	12-M-TIEP-262-m01				
Module coordinator Module offered by							
				<u> </u>	nent and Economics		
ECTS	Metho	od of grading	Only after succ. con		ment und Economics		
5	numerical grade						
Duratio		Module level	Other prerequisites				
1 seme	ster						
Conten	ts		'				
Intende	ed lear	ning outcomes					
Course	S (type, r	number of weekly contact	hours, language — if other than Ge	rman)			
V (2) +	Ü (2)						
Module	taugh	t in: English					
		sessment (type, scope, le for bonus)	language — if other than German,	examination offered — if no	ot every semester, information on whether		
b) porti Langua	folio (a ge of a ment o	pprox. 50 hours tota ssessment: English ffered: In the seme		offered			
Allocat	ion of p	olaces					
Additio	nal inf	ormation					
Worklo	ad						
150 h	150 h						
Teachi	Teaching cycle						
Referre	Referred to in LPO I (examination regulations for teaching-degree programmes)						
	<u>-</u>						
	Module appears in						
keinem	keinem Studiengang zugeordnet						



Compulsory Core Electives 3: Electives

(20 ECTS credits)



Module	Module title Abbreviation					
Sales and Communications Management					12-M-IMM-262-m01	
Module	Module coordinator Module offered by					
holder of the Chair of Business Administration and Marketing			istration and Marke-	Faculty of Management and Economics		
ECTS	TS Method of grading Only after succ. co			npl. of module(s)		
5 numerical grade						
Duration Module level		Other prerequisites				
1 semester graduate -						
Conton	Contents					

This course provides students with a comprehensive understanding of sales strategies and communication techniques that are essential for success in today's dynamic business environment. By looking at sales management, including the design of sales structures, strategic management and human resource management, as well as communication management, which includes traditional and digital means of communication, students will

Rough course structure:

- Sales management:
- Designing the sales structure
- Strategic sales management
- · Management of sales staff
- Communication management:
- Traditional communication tools (e.g. TV, flyers)

gain a comprehensive overview of the relevant subject areas.

- Digital communication tools (e.g. social media marketing; search engine marketing, display advertising)
- Systematic channel integration

Intended learning outcomes

Through theoretical understanding and practical application, students will develop proficiency in strategic and operational sales management and the utilization of diverse communication instruments to achieve organizational objectives and maximize market impact.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

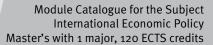
Teaching cycle

Teaching cycle: after announcement

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

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Master's with	1 major	International	Economic	Policy
(2026)				





Module appears in



Modul	e title				Abbreviation
Financial Analysis					12-M-UA-262-m01
Module coordinator				Module offered by	
holder ting	holder of the Chair of Business Management and Accounting			Faculty of Management and Economics	
ECTS	TS Method of grading Only after succ. of			npl. of module(s)	
5	5 numerical grade				
Duration Module level O		Other prerequisites	·		
1 semester graduate					
Conter	Contents				

In today's rapidly changing economic landscape, the ability to effectively analyze financial information is more critical than ever. Financial analysis is essential for interpreting past and current financial data to make predictions about future performance and guide strategic decisions that affect the overall business. This module offers students the tools and methodologies needed to evaluate the financial position of companies, assess investment opportunities, and make informed financial decisions. We provide a basic understanding of financial statement analysis, particularly on how to extract value-relevant information from financial statements, carry out financial statement analysis, and use financial data to value corporations.

Outline

- Introduction to financial analysis
- Analysis of earnings information
- · Analysis of balance sheet information
- Analysis of cash flows
- Analysis of selected balance sheet positions

Intended learning outcomes

Upon completion of this module, students will be able to:

- Understand corporate financial statements and identify value-relevant information;
- Provide relevant valuation techniques and recognize the fundamental role of financial information in the valuation process;
- Apply valuation models to practical cases and make informed investment decisions.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

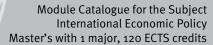
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Workload

150 h

Teaching cycle

Teaching cycle: winter semester





Referred to in LPO I (examination regulations for teaching-degree programmes)					
Module appears in					
keinem Studiengang zugeordnet					



Module title	Abbreviation
Discounted Cashflow	12-M-CF1-262-m01

Module coordinatorModule offered byholder of the Chair of Business Management and Corporate
FinanceFaculty of 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

The module covers discounted cash flow (DCF) methods under certainty as well as uncertainty in the context of the valuation of unlevered and levered companies. Furthermore, tax aspects as well as their influence on the company value are considered.

Syllabus:

- 1. Introduction
- 2. DCF Theory under certainty
 - 1. NPV without taxes
 - 2. NPV with personal taxes
 - 3. NPV with corporate taxes
- 3. DCF Theory under uncertainty
 - 1. DCF basics
 - 2. Valuation of unlevered companies
 - 3. Valuation of levered companies
- 4. Practice of DCF methods

Intended learning outcomes

After completion of this module, the students will know a variety of discounted cashflow techniques and are able to apply properly them in order to evaluate projects or firms.

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

V (2) + Ü (2)

Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

creditable for bonus

Allocation of places

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Additional information

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Workload

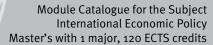
150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module title	Abbreviation
Portfolio and Capital Market Theory	12-M-CF2-262-m01

Module coordinatorModule offered byholder of the Chair of Business Management and Corporate
FinanceFaculty of Management and Economics

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

Contents

This module conveys profound knowledge of individual portfolio choices and on this basis the most important capital market theory (namely capital asset pricing model) is introduced, including its assumptions, implications and extensions. Syllabus:

- 1. Modern Portfolio Selection
 - 1. 2 Asset-Case
 - 2. Multiple-Asset-Case
 - 3. Critique of Portfolio Theory
- 2. Capital Asset Pricing Model
 - 1. Assumptions and Derivation
 - 2. Implications
- 3. Empirical Aspects, Extensions and Alternatives

Intended learning outcomes

This module enables the students

- (i) to explain and to determine the optimal capital market position of an investor given the different investment opportunities and individual utility function;
- (ii) to understand and use the central CAPM propositions for valuating risky assets.

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

V (2) + Ü (2)

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module title	Abbreviation
Risk Management	12-M-CF3-262-m01

Module coordinatorModule offered byholder of the Chair of Business Management and Corporate
FinanceFaculty of Management and Economics

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

Contents

This module deals with the valuation and use of classical derivatives in financial markets. In particular, futures, swaps and options are considered as well as their possible applications in the context of financial risk management. In particular, students will be introduced to the theory involved in pricing options, as well as important valuation parameters. In addition, some established risk measures such as value-at-risk are discussed.

- 1. Introduction
- 2. Futures & Forwards
- 3. Swaps
- 4. Options
- 5. Measures of risk

Intended learning outcomes

Upon completion of this module students will be able to,

- (i) independently determine the fair value of the derivatives discussed, as well as
- (ii) to understand and evaluate common capital market hedging strategies.

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

 $V(2) + \ddot{U}(2)$

Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module	title				Abbreviation
Topics	in Corp	orate Finance			12-M-CF4-262-m01
Module	coord	inator		Module offered by	
holder of the Chair of Business Management and Corporate				Faculty of Manager	ment and Economics
ECTS	CTS Method of grading Only after succ. compl. of module(s)				
5	numei	rical grade			
Duratio	n	Module level	Other prerequisites		
1 seme	ster	graduate			
Conten	ts				
hand, le regulati trust, a	egal for ions an nd labo	undations of risk man ad their significance fo or law.	agement are discussed.	Students will gain l	ese instruments. On the other knowledge about important legal orporate, criminal, securities, anti-
		ning outcomes			
					the functions and valuations of analyze basic hedging strategies.
Course	S (type, n	umber of weekly contact hou	rs, language — if other than Ger	rman)	
V (2) + I Module	• •	t in: German and/or E	nglish		
		Gessment (type, scope, lar le for bonus)	guage — if other than German, o	examination offered — if n	ot every semester, information on whether
b) portf Langua	folio (a _l ge of a ment o			offered	
Allocati	ion of p	olaces			
Additio	nal info	ormation			
Worklo	ad				
150 h					

Teaching cycle: after announcement

keinem Studiengang zugeordnet

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

Teaching cycle

Module appears in



Module title	Abbreviation
Tax Planning	12-M-SP-262-m01

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

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

Contents

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

Part I

- 1. Introduction
- 2. The Influence of Taxes on Investment Decisions According to the "Standard Model"
- 3. Tax facts
- 4. Extensions of the Standard Model
- 5. Neutral profit taxation
- 6. Taxation and financing decisions
- 7. Tax planning for corporations
- 8. Taxation of Labor and Capital in Different Legal Forms

Part I

1. Taxation of cross border investments and tax reform

Intended learning outcomes

This course enables students to

- (i) combine their knowledge of tax law with microeconomic analyses in the areas of corporate and personal finance:
- (ii) analyze 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 research and policy papers in the field of taxation.

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

V (2) + Ü (2)

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

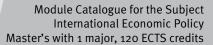
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Additional information

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Workload

150 h





Teaching cycle
Teaching cycle: winter semester
Referred to in LPO I (examination regulations for teaching-degree programmes)
Module appears in



Module title					Abbreviation	
Incentives in Organizations					12-M-AO-262-mo1	
Module coordinator				Module offered by		
1	holder of the Chair for Human Resource Manag Organisation			Faculty of 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 semester graduate -						
Conter	Contents					

Based on the classical principal-agent theory, this course discusses methodological and empirical aspects of incentives in organisations. It uses contents from advanced text books and original (mainly empirical) research articles.

Outline of syllabus

- 1. Principal-agent theory
- 2. Do top managers earn too much? (application)
- 3. Performance-based payment
- 4. Implementation of performance-based payment in companies (application)
- 5. Seniority payment (with application)
- 6. Financial incentives to work after retirement (with application)
- 7. Wage bargaining (with application)
- 8. Efficiency wages (with case study)
- Team incentives (with case study)

Literature

Milgrom and Roberts (1992), Economics, Organisation and Management, London.

Mishel and Sabadish (2013), CEO Pay in 2012 was extraordinarily high, EPI Issue Brief 367, Washington DC. Fabbri and Marin (2016), What Explains the Rise in CEO Pay in Germany? A Panel Data Analysis for 1977-2009, Scandinavian Journal of Economics 118(2),235-263. Lazear (2000), Performance Pay and Productivity, American Economic Review 90, 1346-1361.

Lazear (1979), Why is there mandatoryretirement? Journal of Political Economy 87, 1261-1284. Hutchens (1989), Seniority, Wages and Productivity: A Turbulent Decade, Journal of Economic Perspectives 3 (4), 49-64. Zwick (2011), ConsequencesofSeniorityWages on theEmploymentStructure, Industrial and Labor Relations Review 65(1), 108-125.

Lorenz and Zwick (2021), Money also issunny in a retiree's world-financial incentives and work after retirement, Journal for Labour Market Research, 55 (21).

Bartolucci (2012), Credible Threats in a Wage Bargaining Model with on-the-job Search, Economic Letters, 117(3), 657-659.

Lukesch and Zwick (2023) Do outside options drive wage inequalities in retained jobs? Evidence from a natural experiment, British Journal of Industrial Relations, published online, https://doi.org/10.1111/bjir.12771.

Salop (1979), The model of the natural rate of unemployment, American Economic Review 69, 117–125. Becker and Stigler (1974), Law enforcement, Malfeasance, and the Compensation of Enforcers, Journal of Legal Studies III, 1-18.

Garibaldi (2006), Personnel Economics in Imperfect Labour Markets, Oxford University Press, Chapter 13. Hjort (2014), Ethnic Divisions and Production in Firms, QuarterlyJournal of Economics, 1899-1946. Kandel and Lazear (1992), Peer Pressure and Partnerships, Journal of Political Economy 100(4), 801817.

Intended learning outcomes

Students acquire a working knowledge of key incentive models models, selected empirical applications and the necessary econometric background. This enables them to identify the advantages and disadvantages of different incentive systems that are applied in the enterprise context, to make informed management analyses and to critically evaluate current controversies and developments as well as to conduct their own research.



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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Modul	e title		Abbreviation		
Human Resource Management and Industrial Relations					12-M-HRM-262-m01
Module coordinator				Module offered by	
	holder of the Chair for Human Resource Management a Organisation			Faculty of Management and Economics	
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)	
5	nume	rical grade			
Duratio	Duration Module level 0		Other prerequisites	Other prerequisites	
1 seme	1 semester graduate				
Contor	Contents				

Contents

The lecture "Human Resource Management and Industrial Relations" introduces advanced theories, estimation techniques and empirical results from the areas of human resources management and institutional frameworks such as ithe different actors in ndustrial relations.

Syllabus

Introduction: Human Resource Management & Industrial Relations

Chapter 1: The employment contract

Chapter 2: Motivation

Chapter 3: Employee resistance against reorganisations

Chapter 4: The role of works councils

Chapter 5: Works councils and the employer wage structure

Chapter 6: The behaviour of labour unions

Chapter 7: Credentials and signaling

Chapter 8: Demographic challenges of HRM

Literature

Milgrom, Roberts (1992), Economics, Organization and Management, Prentice Hall, Englewood Cliffs Picot, Dietl, Franck, Fiedler, Royer (2015), Organisation – Theorie und Praxis aus ökonomischer Sicht, 7. Auflage, Schäffer Poeschel, Stuttgart

Zwick (2003), Empirische Determinanten des Widerstandes von Mitarbeitern gegen Innovationen, Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung 55, 45-59

Freeman, Lazear (1995), An Economic Analysis of Works Councils, in Rogers, Streeck (eds.), Works Councils, Chicago, 27-50

Addison, Teixeira, Zwick (2010), Works Councils and the Anatomy of Wages, Industrial and Labor Relations Review 63 (2), 240-273

Atherton (1973), Theory of Union Bargaining Goals, Princeton University Press, Princeton, NJ.

Garibaldi (2006), Personnel Economics in Imperfect Labour Market, Oxford University Press, Oxford (chapter 6). Mohrenweiser, Wydra-Somaggio, Zwick (2020), Information advantages of training employers despite credible training certificates, Oxford Economic Papers 72(3), 651-671.

Malmberg, Lindh, Halversson (2008), Productivity consequences of workforce aging: Stagnation or Horndal effect. In Prskawetz, Bloom, Lutz (eds.), Population and Development Review, Population Ageing, Human Capital Accumulation, and Productivity Growth (suppl. to Vol. 34), 238-256

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 scientific literature.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English



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 120 minutes) or

b) portfolio (approx. 50 hours total) Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module title Abbreviation						
Strategic Managerial Accounting 12-M-INST-262-mo1						
Module coordinator Module offered by						
	of the countin	Chair of Business Man	agement, Controlling	Faculty of Manage	ement 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	5		
1 seme	ster	graduate				
Conten	its					
enterpo as the Second technic	rises. F emerge d, the n ques, ir	irst, it addresses impo ence of cost and qualit nodule covers analytic nstruments of target co	ortant drivers of strategic ty advantages in compe al and heuristic techniq	c decisions from a r tition as well as sca ques of planning an alysis, benchmarki	ext of strategic management of microeconomic perspective, such ale and experience curve effects. d control. In the context of these ng and business wargaming are.	
Intend	ed lear	ning outcomes				
Initially, students acquire an understanding of economic drivers of strategic decisions as well as fundamental requirements concerning instruments of decision-making and behavior control in enterprises. Upon completion of the course, they are able to analyze and evaluate the strengths and weaknesses, as well as fields of application and limitations, of prevalent instruments of strategic corporate management used in practice. Additionally, they develop competences in the design and further development of strategic instruments.						
quirem the cou and lim	urse, th nitation	is, of prevalent instrun	nents of strategic corpo	rate management ι	used in practice. Additionally, they	

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

a) written examination (approx. 60 to 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

creditable for bonus

Allocation of places

Additional information

Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

Module appears in



Modu	le title				Abbreviation	
Coord	Coordination, Budgeting and Incentives in Organizations 12-M-KOBO-262-mo1					
Modu	le coord	inator		Module offered by		
holder of the Chair of Business Management, Controlling and Accounting			ement, Controlling	Faculty of Manager	ment and Economics	
ECTS		od of grading	grading Only after succ. compl. of module(s)			
5	nume	rical grade				
Durati	on	Module level	Other prerequisites	;		
1 sem	ester	graduate				
Conte	nts					
as info	ormatior iented n	nal analyses. Afterwards, nanagement, transfer pri	, the most common ir	struments of behav	and behavioral controlling as well ioral controlling (budgeting, vaand practice.	
		ning outcomes				
on of t	he cour	se, they are able to analy	yze and evaluate requ	uirements and effect	rol in enterprises. Upon completi- es of instruments used for behavi- and development of coordination	
Cours	es (type, r	number of weekly contact hours,	language — if other than Ge	rman)		
V (2) + Modul		t in: German and/or Eng	lish			
		sessment (type, scope, langua le for bonus)	age — if other than German,	examination offered — if n	ot every semester, information on whether	
b) por Langu	tfolio (a	mination (approx. 6o to a pprox. 5o hours total) ssessment: German and bonus				
Alloca	tion of p	olaces				
Additi	onal inf	ormation				
Workl	oad					
150 h						
Teach	ing cycl	e				
Teach	ing cycle	e: winter semester				
Referr	ed to in	LPO I (examination regulation	is for teaching-degree progra	ammes)		

keinem Studiengang zugeordnet

Module appears in



Module title					Abbreviation		
Accounting and Capital Markets					12-M-REKA-262-m01		
Modul	e coordi	nator		Module offered by			
	of the C	hair of Business Mana g	gement, Controlling	Faculty of Manager	ment and Economics		
ECTS							
5	numer	ical grade					
Duratio	on	Module level	Other prerequisites	;			
1 seme	ester	graduate					
Conter	nts		,				
sheet t sion-m	theories, aking fu	, questions regarding of accounting,	ost accounting, mana	gement control syste	decision-making and balance ems, behavioral control and deci- ty are discussed.		
Intend	ed learn	ing outcomes					
accour nancia interpr the im	nting as Il accour et and e pacts of	information systems, a nting. They understand xplain the results. Upo	as well as the economi analytical and empirion on completion of the co al general frameworks	c impacts of the con cal models from rele ourse, the students a such as changes in	act of management and financial figuration of management and fivant research literature and can are able to assess and evaluate valuation standards, publicity rumarkets.		
Course	es (type, no	umber of weekly contact hours	, language — if other than Ge	rman)			
V (2) + Modul	` '	in: English					
			uage — if other than German,	examination offered — if n	ot every semester, information on whether		
b) port	folio (ap	module is creditable for bonus) a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English					

creditable for bonus Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module title Abbreviation					Abbreviation	
Advanced Operations & Logistics Management					12-M-AOLM-262-m01	
Module coordinator				Module offered by		
holder of the Chair of Logistics and Quantitative Met			antitative Methods	Faculty of Management and Economics		
ECTS	Metho	ethod of grading Only after succ. c		npl. of module(s)		
5	nume	rical grade				
Duratio	on	Module level	Other prerequisites			
1 seme	ster	graduate				
Contents						
	The course "Advanced Operations & Logistics Management" acquaints students with advanced methods for the planning of integrated production and logistics systems and demonstrates the application of these with the help					

Intended learning outcomes

of multiple case studies.

After completing this course students can

- (i) analyze and evaluate integrated production and logistics systems;
- (ii) develop and apply appropriate methods to plan complex production and logistics systems;
- (iii) evaluate the consequences of uncertainties in processes, and
- (iv) apply concepts and methods to plan uncertainties processes.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module title					Abbreviation	
Global Logistics & Supply Chain Management					12-M-GLSC-262-m01	
Module coordinator Module				Module offered by		
holder	holder of the Chair of Logistics and Quantitative Methods			Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	rical grade				
Duration Module level C		Other prerequisites	3			
1 semester graduate						
Conte	Contents					

Contents

The course "Global Logistics & Supply Chain Management" acquaints students with advanced methods for the planning of global production networks and demonstrates the application of these with the help of multiple case studies.

Intended learning outcomes

After completing this course students can

- (i) analyze and evaluate global production networks;
- (ii) develop and apply appropriate methods to plan production networks;
- (iii) evaluate the consequences of uncertainties in processes and apply concepts and methods to plan uncertain processes.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module	e title		Abbreviation		
Strategic Management of Global Supply Chains					12-M-SMGS-262-m01
Modul	e coord	linator		Module offered by	
holder	of the	Chair of Logistics and	l Quantitative Methods	Faculty of 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	;	
1 semester graduate					
Conten	nts				
Descrip	ption:				
ا مطاء ما		C+++++++++++++++++++++++++++++++++++	and af Clabal Committee Chair	حما الثني معمولة بيعم المما	

In the course "Strategic Management of Global Supply Chains", students will become familiar with the basic principles of building an efficient global supply chain and will apply what they have learned working on multiple case studies.

Intended learning outcomes

After completing this course students

- (i) can apply the basic methods and concepts of supply chain management to practical settings and evaluate the results, and
- (ii) understand the effects of global value chains onto strategic company decisions.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: no courses offered

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

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Module appears in



Modul	e title				Abbreviation	
Seminar: Supply Chain Competition					12-M-SCC-262-m01	
Module coordinator Module offered by					I	
holder	holder of the Chair of Logistics and Quantitative Methods			Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5 numerical grade						
Duration Module level			Other prerequisites			
1 semester graduate						
Conter	Contents					

In the seminar "Supply Chain Competition", students participate in an online multi-round simulation and apply methods of operations and supply chain management.

Intended learning outcomes

After completing this seminar students

- i. selected and applied quantitative models for procurement, production, sales and supply chain management,
- ii. faced the practical problems when using real data to feed models,

iii. and understand the challenges to reach a coordinated decision in a company.

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

S (2)

Module taught in: English

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

- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

Assessment offered: Once a year, winter semester

creditable for bonus

Allocation of places

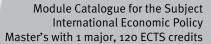
Number of places: 12.

- 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 supervising chair will be given preferential consideration.
- a. Among applicants with the same number of successfully completed modules, places will be allocated according to the total number of ECTS credits achieved in the corresponding modules.
- b. When places are allocated in accordance with 1.b) and the number of applications exceeds the number of available places, places will be allocated according to the average grade of assessments taken in the corresponding courses.
- c. Among applicants with the same average grade, places will be allocated by lot.
- (2) Any remaining places are available to students who have not yet successfully completed any courses of the supervising chair. The selection is made according to study progress (number of semesters); among applicants with the same number of semesters, places will be allocated by lot. A waiting list will be maintained and places re-allocated as they become available.

Additional information

Workload

150 h





Teaching cycle

Teaching cycle: each semester

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

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Module appears in



Module	e title			Abbreviation	
Monetary Policy and the Financial System					12-M-EG1-262-m01
Module	e coord	linator		Module offered by	
head of the Work Group of Empirical Economics			Conomics	Faculty of 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 semester graduate					
Contents					
		•	, , ,		d into four sections. The first one

repeats macroeconomic concepts. The second one deals with core topics on monetary policy and theory. In the third one, monetary policy with the zero lower bound on nominal interest rates constraint is analyzed. The fourth section deals with linkages between monetary and fiscal policy.

Intended learning outcomes

Students will acquire a thorough understanding of the theory and practice of monetary policy. Students gain expertise on institutional aspects and theoretical monetary models. Having completed the module, students will be able to understand current developments in monetary policy and and apply models and theories to analyze and evaluate these.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: after announcement

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

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Module appears in



Module title Abbreviation					Abbreviation
DSGE Modelling					12-M-DMM-262-m01
Module coordinator Module of				Module offered by	
head of the Work Group of Empirical Eco			conomics	Faculty of 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					
Contents					

The course provides an introduction to the modeling of Dynamic Stochastic General Equilibrium (DSGE) models. The course will carefully familiarize you with the basic concepts of modern business cycle theory. In particular, an introduction to macroeconomic modeling and estimation with Dynare will be given.

Specifically, we will analyze how the representative household shapes its consumption planning, investment decisions and labor supply decisions. The second section focuses on the corporate sector. In particular, entrepreneurial action in the form of optimal production plans is analyzed. The third section analyzes the central bank and its tasks in the economic cycle. Here it is shown how central bank policy affects the behavior of households and companies.

The work required to obtain ECTS points is typically done as part of an assignment that students complete during the semester.

Intended learning outcomes

The course offers analytical tools designed to solve DSGE models. These analytical skills encompas:

- Solving of intertemporal optimization problems (e.g., consumption Euler-equations).
- Linearization methods (e.g., Taylor-expansions).
- Solving linear difference expectations by minimum state variabel techniques (MSV-solution).
- Basic time series concepts such as impilse response functions, variance decompositions.
- Insights in MATLAB/ Dynare programming: specifying, solving and estimating DSGE models.

Based on the course students are able themselves to design and implement DSGE models.

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

V (2) + Ü (2)

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

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Additional information

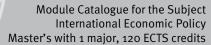
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Workload

150 h

Teaching cycle

Teaching cycle: winter semester





Referred to in LPO I (examination regulations for teaching-degree programmes)					
Module appears in					
keinem Studiengang zugeordnet					



Modul	e title				Abbreviation	
Economic Geography					12-M-EG-262-m01	
Modul	e coord	inator		Module offered by		
holder	holder of the Chair of International Economics			Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. co	ompl. of module(s)		
5	nume	rical grade				
Duration Module level			Other prerequisite	es		
1 seme	ester	graduate				
Conter	Contents					

Content

The lecture starts with a brief motivation of the core issues and a short overview over key forces driving the allocation of economic activity in space. The main parts of the lecture cover the functioning and evolution of cities and city systems, and the economic geography of regions and countries.

I Motivation and Facts

II Location Basics

- Forces Shaping the Location of Economic Activity in Space
- Some Intellectual Background

III Urban and Regional Economics

- The Spatial Structure of Cities
- City Systems

III New Economic Geography

- From the New Trade Theory to the New Economic Geography
- Footloose Capital Model and Policy Applications
- Core Periphery Models and Policy Applications
- Empirics

Literature:

The course uses a combination of textbooks and journal articles. Articles from the Handbook of Urban and Regional Economics (current and previous volumes) are heavily used. Useful books are:

Brakman, W., H. Garretsen and Ch. van Marrewijk, 2009, The New Introduction to Geographical Economics, Cambridge University Press

Baldwin, R., R. Forslid, P. Martin, G. Ottaviano and F. Robert-Nicoud, 2003, Economic Geography and Public Policy, Princeton, 2003

Combes, P.P, Th. Mayer and J.F. Thisse, 2008, Economic Geography. The Integration of Regions and Nations, Princeton University Press

Fujita, M., P.R. Krugman and A.J. Venables, 1999: The Spatial Economy, MIT Press

Fujita, M. and J.-F. Thisse (2013). Economics of Agglomeration. Cities, Industrial Location and Regional Growth. Cambridge University Press.

Krugman, P.R., 1991, Geography and Trade, MIT Press

Intended learning outcomes

Students acquire a knowledge of the forces which determine the allocation of economic activity in space and they learn to apply fundamental models of cities, city systems and of regional agglomerations to understand and analyze policy issues involving local, regional and international policy questions both analytically and in an economic intuitive way.

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

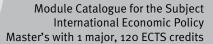
V (2) + Ü (2)

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Master's with 1 major International Economic Policy	JMU Würzburg • generated 09-Sep-2025 • exam. reg. data re-	page 104 / 223
(2026)	cord Master (120 ECTS) International Economic Policy - 2026	





Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module	e title			Abbreviation		
Interna	International Trade and the Multinational Firm				12-M-ITMF-262-m01	
Module	Module coordinator Module offered by					
holder	of the	Chair of International	Economics	Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	rical grade				
Duration Module level			Other prerequisites	Other prerequisites		
1 seme	ster	graduate				
Conten	Contents					

Content

The lecture starts out with theories of international trade based on comparative advantage (Ricardo and Heckscher-Ohlin) followed by theories based on monopolistic and oligopolistic competition to explain intra-industry trade. The final part covers firm heterogeneity and multinational firms. [If time permits the Armington model and the standard neoclassical model will be addressed.]

Outline

I Ricardian Trade Theory

II Heckscher-Ohlin Trade Theory

III New Trade Theory: Intra-Industry Trade, Increasing Returns to Scale, Imperfect Competition

IV Firm Heterogeneity, Trade and FDI

V The Multinational Firm

Literature:

The module draws heavily on articles from scholarly journals and handbooks.

A detailed list of references with further references, notably journal articles, is provided with each chapter of the lecture.

Material from the following books is also used:

Helpman, E. (2011). Understanding Global Trade. Princeton University Press.

Feenstra, R.C. (2016). Advanced International Trade. Theory and Evidence. Princeton University Press, Second Edition

Caves, R., R.W. Jones and J.A. Frankel (2007). World Trade and Payments. Addison Wesley

Bhagwati, J., A. Panagariya and T. N. Srinivasan (1998). Lectures on International Trade. Second Edition. MIT Press

Gandolfo, G. (1998). International Trade Theory and Policy. Springer-Verlag, Berlin and New York Markusen, J.R., J.R. Melvin, W.H. Kaempfer, K. E. Maskus (1995). International Trade. McGrawHill Barba Navaretti, G. and A.J. Venables (2004). Multinational Firms in the World Economy. Princeton University Press

Intended learning outcomes

The students acquire the ability to critically understand the causes and drivers of world trade and the developments of specialization patterns in the global economy. They learn to analyze, discuss and defend these developments and to apply the tools and methods to evaluate controversies associated with the ongoing deepening of the international division of labor, in particular the repercussions of the global economy on national economies.

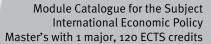
Courses (type, number of weekly contact hours, language — if other than German)

V (2) + Ü (2)

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)





Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module title					Abbreviation	
Advanced Macroeconomics					12-M-MFF-262-m01	
Module	e coord	inator		Module offered by		
holder	holder of the Chair of International Economics			Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. c	compl. of module(s)		
5	nume	rical grade				
Duratio	on	Module level	Other prerequisit	es		
1 seme	ster	graduate				
Conten	Contents					

Content

The course covers long-run aspects of macroeconomics. We start with a review of the facts of long-run growth and a review of the Solow-growth model. The lecture then focuses on the infinite-horizon Ramsey-Cass-Koopmans model, on endogenous growth theory and it puts the roles of human capital and institutions under scrutiny. Applications of this framework involving urban and regional growth, resources and the environment will be taken up, time permitting.

Outline

I Facts and the Solow Growth Model

II Infinite-Horizon Ramsey-Cass-Koopmans model

III Endogenous Growth

IV Human Capital, Social Infrastructure and Beyond

V Applications (Urban and regional growth; Growth, resources and the environment)

Literature:

The course draws strongly on the textbook:

David Romer, Advanced Macroeconomics, 4th edition, McGraw-Hill Irwin.

We will use journal articles and research papers at several parts of the lecture.

Intended learning outcomes

Students acquire a working knowledge of the key models and analytical tools of advanced macroeconomics. This enables them to identify the key forces that determine the determinants of income levels and growth rates of incomes, to make informed policy analysis and statements and to critically evaluate current controversies and developments as well as to conduct their own research.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

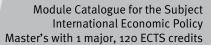
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Additional information

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Workload

150 h





Teaching cycle
Teaching cycle: winter semester
Referred to in LPO I (examination regulations for teaching-degree programmes)
Module appears in



Module title					Abbreviation	
Trade Policy and the World Trading System					12-M-TP-262-m01	
Modul	e coord	linator		Module offered by		
holder	holder of the Chair of International Economics			Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. co	ompl. of module(s)		
5	nume	erical grade				
Duration Module level Other pre			Other prerequisite	es		
1 semester graduate						
Conter	nts					

Content

The module starts out with a sketch of key facts and the evolution of the world trading system as well as current trade policy controversies. The main part of the lecture deals with trade policy instruments (e.g. tariffs and quotas) and arguments in favor of trade policy interventions (the terms of trade, strategic trade policy, infant industries, industrial policy, environmental policy). Political economy issues are also addressed.

Outline

- 1 The evolution of the world trading system and current issues
- 2 Trade policy instruments and their effects under perfect competition
- 3 The competition effect of trade opening
- 4 Domestic distortions
- 5 International market power and trade policy
- 6 Political economy and the world trading system

Literatur:

The main text used is:

Helpman, E. und P.R. Krugman (1989). Trade Policy and Market Structure. The MIT Press, Cambridge, Massachusetts

The following monographs cover the evolution of the world trading system and the evolution of ideas in trade policy making:

Bhagwati, J. (2002). Free Trade Today, Princeton University Press

Bhagwati, J. (2005). In Defense of Globalization. Oxford University Press

Irwin, D. (2020). Free Trade Under Fire, Princeton University Press, 5th Edition (as well as former editions partially containing further material)

Irwin, D. (1996). Against the Tide. An Intellectual History of Free Trade, Princeton University Press Basic refreshers are

Krugman, P.R., M. Obstfeld und M. Melitz (2018), International Economics. Theory and Policy. Addison-Wesley, 11th Edition

Caves, R., R.W. Jones und J.A. Frankel (2007), World Trade and Payments. An Introduction. Addison-Wesley, 10th Edition

This literature is complemented by papers from scholarly journals.

Intended learning outcomes

Students acquire the ability to critically understand the effects and issues associated with the use of trade policy instruments. They are enabled to understand and evaluate the causes and consequences of interventions in international trade on the aggregate economy, producers and consumers, the foreign trading partners and the world trading system both analytically as well as in an intuitive manner. Students also acquire the scientific knowledge to grasp the factors determining the structure and dynamics of the world trading order

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

V (2) + Ü (2)

Module taught in: German and/or English



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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



	IVERS IRZBU	ITÄT 💮 🚾	5 (12.3) 8	Mas	Module Catalogue for the Subject International Economic Policy ster's with 1 major, 120 ECTS credits	
Module title Abbreviation						
Market	Resear	ch and Demand Analysi	s		12-M-EIO-262-m01	
Module	coordi	nator		Module offered by		
holder c	of the C	hair of Industrial Econor	nics	Faculty of Manager	ment and Economics	
ECTS	Metho	d of grading	Only after succ. com	pl. of module(s)		
5	numer	ical grade				
Duratio	n	Module level	Other prerequisites			
1 semes	ster	graduate				
Content	is					
Discrete He He Further In Use	ktensione choice choice omoge etereoge adogen applica emand iferring sing sti	and Supply estimation marginal costs ructural models for coun	data ariables estimation	ysis		
-		ing outcomes				
comes. one can a thorou dents w firms. The based of gers. As but will	They we imple under ill become will become will be studen also in	rill become familiar with ment these methods in patent these methods in patent the so-cap me familiar with method learn how to use such restimated models to evapt that successfully comp	methods used in esting and in esting and in esting statistical in the stimating models to infer margiluate the effects of chiletes this course will at models in compute	mating demand and cal software. The lead ustrial Organization demand and impersal costs as well as nanges in the compersor only be able to r exercises. Furthern	questions related to industry out- d during exercises will learn how ctures will help students to have on (NEIO) methodology. The stu- rfect competition models among constructing policy simulations etitive environment, such as mer- read empirical academic papers more, students will be able to itrust and regulation.	
Courses	(type, n	umber of weekly contact hours, l	anguage — if other than Ger	man)		
Courses	(type, n	umber of weekly contact nours, I	anguage — ir otner tnan Ger	IIIdII)		

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

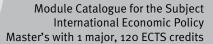
creditable for bonus

Allocation of places

Additional information

Workload

150 h





Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module title				Abbreviation	
Strategic Decisions and Competition			12-M-SDC-262-m01		
Modul	e coord	linator		Module offered by	J.
holder	r of the Chair of Industrial Economics Faculty of Management and Econom			ment and Economics	
ECTS	Meth	od of grading	Only after succ. co	ompl. of module(s)	
5	nume	rical grade			
Duration Module level Other prerequisi		Other prerequisit	es		
1 semester graduate					
Contar	nte		·		

- 1. Strategic situations and decision making
- 2. Analyzing strategic situations with game theory
- 1. Noncooperative simultaneous move games
- 2. Nash equilibrium
- 3. Models of oligopoly markets
- 3. Dynamic Games
- 1. Two(-multi) stage games and subgame perfect equilibrium
- 2. Role of commitment in dynamic situations
- 3. Models of advertising
- 4. Wage bargaining and unions
- 4. Repeated Games
- 1. Emergence of coordination in long interactions
- 2. Collusion between competing firms
- 3. Time consistent monetary policy
- 5. Static games of incomplete Information
- 1. Bayesian Nash equilibrium
- 2. Auctions
- 6. Dynamic games of incomplete information
- 1. Moral hazard and nonlinear pricing
- 2. Perfect Bayesian equilibrium
- 3. Signalling games
- 4. Job-market signalling
- 5. Corporate investment and capital structure

Intended learning outcomes

After successful completion of this class, the students should be familiar with economic models that can be used to shape managerial strategy and aid in making decisions in strategic situations. Especially, by making use of simple two stage games, they should be able to formulate dynamic policies in a wide variety of strategic situations. The students will acquire an intuitive understanding of the underlying economic mechanisms which emerge from the analysis of game theoretic models for a wide variety of strategic situations arising in industrial economics, marketing, organization, finance, trade and labor. Moreover, they will acquire skills which enable them to make predictions in strategic situations by making use of simple mathematical models. By means of completing case based exercises, they will learn to transform real life business situations to an appropriate economic model. Based on an analysis of this model, they will be able to devise optimal strategies and derive the corresponding managerial implications.



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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module title					Abbreviation	
International Economics 1				12-M-ATIÖ1-262-m01		
Module coordinator				Module offered by		
holder of the Chair of International Economics			Economics	Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
10	nume	rical grade				
Duration Module level Other pre			Other prerequisites	;		
1 semester graduate						
Conten	Contents					

Content:

Current topics in international economics and economic geography [e.g. Urbanization and Inequality; Tasks, Trade, and Cities; Outsourcing, Offshoring and Multinational Firms; Competition of Locations, Jurisdictions and Systems; Globalization and the Environment; Trade, Multinational Firms and Labor Markets; Triumph of the City]

Literature:

Peer-reviewed articles and/or monographs.

Intended learning outcomes

Drawing on current cutting-edge research, students are enabled to analyze current research questions and to learn and apply research methods. The seminar style of the course teaches them to present their own seminar papers and research both in written and in oral form. Students are enabled to critically analyze and discuss the work of their peers.

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

S(2)

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

10 places.

WA1:

(1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects. (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated by lot as they become available.

Additional information

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Workload

300 h

Teaching cycle

Teaching cycle: after announcement

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

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Module appears in



Modul	e title			'	Abbreviation
International Economics 2				12-M-ATIÖ2-262-m01	
Modul	e coord	linator		Module offered by	
holder of the Chair of International Economics Faculty of Managem			ment and Economics		
ECTS	Meth	od of grading	Only after succ. co	ompl. of module(s)	
10	nume	rical grade			
Duration Module level Other prere			Other prerequisite	es	
1 semester graduate					
Conter	nts				

Content

Current topics in international economics and economic geography [e.g. Urbanization and Inequality; Tasks, Trade, and Cities; Outsourcing, Offshoring and Multinational Firms; Competition of Locations, Jurisdictions and Systems; Globalization and the Environment; Trade, Multinational Firms and Labor Markets; Triumph of the City]

<u>Literature</u>Peer-reviewed articles and/or monographs.

Intended learning outcomes

Drawing on current cutting-edge research, students are enabled to analyze current research questions and to learn and apply research methods. The seminar style of the course teaches them to present their own seminar papers and research both in written and in oral form. Students are enabled to critically analyze and discuss the work of their peers.

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

S (2)

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

10 places.

WA1:

(1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects. (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated by lot as they become available.

Additional information

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Workload

300 h

Teaching cycle

Teaching cycle: after announcement

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

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Module appears in



Module title					Abbreviation
International Economics 3				12-M-ATIÖ3-262-m01	
Module coordinator				Module offered by	
holder of the Chair of International Economics			onomics	Faculty of Management and Economics	
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)	
10	nume	rical grade			
Duration Module level Other			Other prerequisites	;	
1 semester graduate					
Conten	ts				

Content:

Current topics in international economics and economic geography [e.g. Urbanization and Inequality; Tasks, Trade, and Cities; Outsourcing, Offshoring and Multinational Firms; Competition of Locations, Jurisdictions and Systems; Globalization and the Environment; Trade, Multinational Firms and Labor Markets; Triumph of the City]

Literature:

Peer-reviewed articles and/or monographs.

Intended learning outcomes

Drawing on current cutting-edge research, students are enabled to analyze current research questions and to learn and apply research methods. The seminar style of the course teaches them to present their own seminar papers and research both in written and in oral form. Students are enabled to critically analyze and discuss the work of their peers.

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

S(2)

Module taught in: English

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) writen examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

10 places.

WA1:

(1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects. (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated by lot as they become available.

Additional information

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Workload

300 h

Teaching cycle

Teaching cycle: after announcement

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

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Module appears in



Modul	e title	"			Abbreviation	
Theory of Industrial Organization			12-M-Tl1-262-m01			
Modul	e coord	linator		Module offered by		
holder	of the	Chair of Industrial E	conomics	nomics Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. c	ompl. of module(s)		
5	nume	erical grade				
Duration Module level Other prerequisi		Other prerequisit	es			
1 semester graduate						
Contor	atc	•	•			

Contents

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
 - Subgame perfect equilibrium and models of dynamic competition
 - Repeated games and collusion
- 4. Market Structure
 - Entry
 - Mergers
- 5. Strategic behaviour by incumbent firms
 - Entry deterrence and predation
 - · Signalling and reputation
- 6. Vertical Relations and Restrictions
 - Double marginalization
 - Vertical contracts
- 7. Behavioral Industrial Organization
 - Reference Dependent Preferences and Framing Effects
 - Time inconsistent behavior

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, 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 an approach, summarize and comment on these papers and suggest possible extensions.

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

 $V(2) + \ddot{U}(2)$

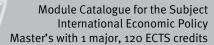
Module taught in: English

 $\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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus





Allocation of places
Additional information
Workload
150 h
Teaching cycle
Teaching cycle: winter semester
Referred to in LPO I (examination regulations for teaching-degree programmes)
Module appears in



Module title					Abbreviation
European Competition Policy				12-M-WPE-262-m01	
Module coordinator				Module offered by	
holder of the Chair of Industrial Economics Faculty of Manag			Faculty of Manager	nent and Economics	
ECTS	Meth	od of grading	Only after succ. co	npl. of module(s)	
5	nume	rical grade			
Duration Module level Other prerequis		Other prerequisites	5		
1 semester graduate					
Contor	nte	•			

Contents

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

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.

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

V (2)

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

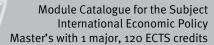
Language of assessment: English

creditable for bonus

Allocation of places

WM6.

There are no restrictions with regard to available places for students of the Master's degree programmes Management, International Economic Policy, Information Systems, Wirtschaftsmathematik (Mathematics for Economics) and Chinese and Economics as well as China Business and Economics. A total of 20 places will be allocated to students of other subjects; should the number of applications exceed the number of available places, these places will be allocated by lot.





Additional information
Workload
150 h
Teaching cycle
Teaching cycle: summer semester
Referred to in LPO I (examination regulations for teaching-degree programmes)
-
Module appears in



Module title Abbre					Abbreviation
Policy a	and Ma	nagement Evaluation Me	ethods		12-M-PEM-262-m01
Module	coord	inator		Module offered b	y
holder of the Chair of Data Science in Busines		Business and Econo-	Faculty of Management and Economics		
ECTS	ECTS Method of grading Only after succ. c			mpl. of module(s)	
5	nume	rical grade			
Duratio	n	Module level	Other prerequisites		
1 seme	ster	graduate			
Conten	ts				
gns in t the epis	the soc stemol why ex	ial sciences. In the first p ogical differences betwe periments are paramoun	eart a framework for u en association, interv t in generating causa	nderstanding cau ention and count I knowledge and v	d to widely used research desisality is introduced. Specifically, erfactuals are explained. Then it is which assumptions are needed for opproaches to causality in the social

The second part is devoted to the research designs regressions analysis, difference-in-differences, instrumental variables, and regression discontinuity. The emphasis is how these research designs are for example applied to answer important questions in labour economics such as the effects of a minimum wage increase on employment or the effect of children on female labour supply and wages.

The assumptions each research design requires in order to identify a causal effect will be at center stage of the lecture. Therefore the emphasis is to teach students *what* one needs to estimate in order to answer a given question. Further, the research designs are discussed such that students will be able to evaluate and apply these research designs to other questions and fields.

Intended learning outcomes

At the end of the course, students should be able to understand basic concepts and methods of causal inference, as well as read, interpret, and assess the credibility of scientific publications. In addition, the course serves as preparation for advanced statistics and econometrics courses.

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

sciences, i.e. potential outcomes and directed acyclic graphs.

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

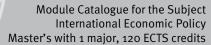
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Workload

150 h

Teaching cycle

Teaching cycle: summer semester





Referred to in LPO I (examination regulations for teaching-degree programmes)				
Module appears in				
keinem Studiengang zugeordnet				



Module title					Abbreviation	
European Public Finance					12-M-EFP-262-m01	
Module	e coord	inator		Module offered by		
holder	of the	Chair of Public Finance		Faculty of Management and Economics		
ECTS	Metho	od of grading	Only after succ. con	npl. of module(s)		
5	numerical grade					
Duration Module level Other pro			Other prerequisites	i		
1 semester graduate						
Conten	Contents					

The course aims at introducing the main public finance issues in the European Union. Students will learn how the revenues of the Union are generated and how they are spent. We will discuss the motivation and implications of the Brexit decision and various coordination problems with respect to public debt, taxation and environmental policy. Economic policy is discussed with simple models, which highlight the central problems.

Course contents:

- 1. The European Union: History and Institutions
- 2. The Budget of the European Union
- 3. Economic Analysis of the Brexit Process
- 4. Sovereign Debt, Financial Crisis and Fiscal Integration in the EMU
- 5. Tax Competition or Tax Coordination in Europe?
- 6. European Climate Policy: Emission Trading and Green Deal

Intended learning outcomes

After completing the course students are introduced to the central public finance policy issues, institutions and rules of conduct in the EU. They are able to apply simple theoretical models to to discuss and analyze more specific policy problems.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

 $\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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

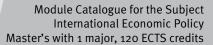
Allocation of places

There are no restrictions with regard to available places for students of the Master's degree programmes Business Management, International Economic Policy or Economics, Information Systems, Wirtschaftsmathematik (Mathematics for Economics) and Chinese and Economics as well as China Business and Economics. A total of 20 places will be allocated to students of other subjects; should the number of applications exceed the number of available places, these places will be allocated by lot.

Additional information

Workload

150 h





Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Modul	e title		Abbreviation			
Policy	of Taxa	tion			12-M-F1-262-m01	
Modul	e coord	inator		Module offered by		
holder	of the	Chair of Public Finance		Faculty of 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						
Conter	Contents					

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. 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.

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

V (2) + Ü (2)

Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

creditable for bonus

Allocation of places

Additional information

Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

Module appears in



Module title					Abbreviation	
Social Insurance and the Welfare State					12-M-F3-262-m01	
Module coordinator				Module offered by		
holder	of the	Chair of Public Finance		Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerequi			Other prerequisites			
1 semester graduate						
Conter	Contents					

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. Why do we need a public pension system?
- 6. 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)

Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

creditable for bonus

Allocation of places

Additional information

Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

Module appears in





Modul	e title		Abbreviation			
Advanced Computational Economics					12-M-NGM-262-m01	
Modul	e coord	linator		Module offered by		
holder	of the	Chair of Public Finan	ice	Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	rical grade				
Duration Module level Othe			Other prerequisites	3		
1 semester graduate						
Conter	Contents					

This course will mostly be concerned with the analysis of public policy (in areas such as taxation, social security etc.). Providing students with state-of-the-art techniques for quantitative macroeconomic research in this very field and familiarising them with the relevant literature, this course will teach students how such policies redistribute between different generations and also within generations, how they may improve risk sharing when markets are incomplete and how they can trigger distortions and therefore hurt the aggregate economy.

Outline of syllabus:

- 1. Programming with FORTRAN and application of numerical methods
- 2. Solution techniques for dynamic programming problems
- 3. Policy analysis with stochastic growth and life cycle models

Reading:

Lecture notes will be provided.

Intended learning outcomes

After completing the course "Advanced Computational Economics" students will be able to

- (i) edit and solve stochastic economic problems using advanced numerical techniques;
- (ii) implement small scale economic models on the computer;
- (iii) simulate tax and social security policy reforms and interpret the quantitative results in economic term.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

Workload

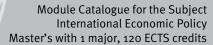
150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module title					Abbreviation	
Europe	an Eco	nomic Statistics			12-M-EWS-262-m01	
Modul	e coord	linator		Module offered by		
holder	of the	Chair of Econometrics	S	Faculty of Managen	ulty of Management and Economics	
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	numerical grade					
Duration Module level Other prerequisites			Other prerequisites			
1 semester graduate						
c .						

Contents

Outline of syllabus:

- 1. Subject and tasks of business and economic statistics
- 2. The European system of national accounting
- 3. The harmonised consumer price index
- 4. Structural indicators
- 5. Money and loans in the European monetary union
- 6. Data bases of EuroStat

Intended learning outcomes

Students acquire comprehension on the most important indicators and accounting systems of the European and German business and economic statistics. They will be able to use these reporting systems for different macroeconomic questions.

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

V (2) + Ü (2)

Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module	e title	-	Abbreviation				
Econor	netrics	1		12-M-0E1-262-m01			
Module	e coord	inator		Module offered by			
holder	of the	Chair of Econometric	S	Faculty of Management and Economics			
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)			
5	nume	rical grade					
Duration Module level Other prere			Other prerequisites	;			
1 semester graduate							
Conten	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 model's 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 formally state and motivate the assumptions and properties of OLS and know how to deal with transformed and dummy variables. Additionally, students will be able to test multiple linear restrictions on the parameters and will be 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)

 $V(2) + \ddot{U}(2)$

Module taught in: English

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

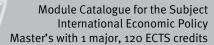
- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information
Workload
150 h
Teaching cycle
Teaching cycle: each semester
Referred to in LPO I (examination regulations for teaching-degree programmes)
Modulo appears in



Module title					Abbreviation	
Econor	netrics	2			12-M-OE2-262-m01	
Module	e coord	linator		Module offered by		
holder	of the	Chair of Econometric	:S	Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other pr			Other prerequisites	;		
1 semester graduate						
Conten	Contents					

This module deals with the basics, concepts and methods of the generalized least squares (GLS) framework. Partly as a motivation for the GLS model and partly for its own right, different specification and data problems as well as violations of model assumptions of the OLS estimator (as introduced in "Ökonometrie I" ("Econometrics I")) are discussed. This includes multicollinearity, a test for structural breaks, heteroskedastiticy and autocorrelation.

Linear algebra is used as formal aid.

Syllabus:

- 1. Specification analysis
- 2. Multicollinearity
- 3. Heteroskedastiticy
- 4. Autocorrelated disruptive terms
- 5. Generalized least squares (GLS)

Intended learning outcomes

Students acquire essential knowledge of the fundamentals, methods and concepts for estimating the generalized linear regression model (GLS) and can apply and interpret it. They are sensitized for specification problems, data problems and violations of the assumptions of the classical linear model (OLS) in order to be able to recognize, to assess and therefore adequately deal with these problems in theory and practice. This enables them to critically assess the use of the estimation methods in scientific work, to work independently on adequate implementation of empirical analyzes and to answer selected (economic) scientific issues if available data with the above-mentioned involved problems. The competences acquired in this course serve as a prerequisite for "Econometrics III", "Microeconometrics" und "Financial Econometrics".

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

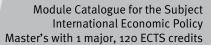
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Additional information

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Workload

150 h





Teaching cycle					
Teaching cycle: summer semester					
Referred to in LPO I (examination regulations for teaching-degree programmes)					
Module appears in					

(2026)



Module title					Abbreviation	
Econor	metrics	3			12-M-OE3-262-m01	
Module coordinator				Module offered by		
holder	of the	Chair of Econometrics		Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. cor	ompl. of module(s)		
5	nume	rical grade				
Duration Module level			Other prerequisites			
1 semester graduate						
Conter	Contents					

This module deals with advanced econometric methods and concepts based on the classical and the generalized least squares estimator discussed in Ökonometrie I and II (Econometrics I and II). In particular, this includes the instrumental variable (IV) estimator, the generalized method of moments (GMM) estimator, distributed lag models as well as basic methods and concepts used in uni- and multivariate econometric time series analysis, including (non)stationarity, integration and cointegration.

Linear algebra is used as formal aid.

Syllabus:

- 1. Error-in-variables
- 2. IV estimation
- 3. Generalized least squares estimation
- 4. Distributed lag models
- 5. Stationary uni- and multivariate processes
- 6. Deterministic and stochastic trends
- 7. Integrated and cointegrated processes

Intended learning outcomes

The students acquire thorough understanding of advanced methods and concepts in econometrics. They get familiarized with diverse error-in-variables issues and will be capable of handling them appropriately. After the course, students understand the generalized method of moments (GMM) and the instrumental variable (IV) estimator to the extent that they can discuss their pros and cons, apply these to selected questions in quantitative economics and understand scientific papers using these methods. Furthermore, they become acquainted with selected time series issues, such as distributed lag models, non-stationarity, spurious correlation and cointegrated processes, enabling them to conduct a comprehensive time series analysis. In brief, the course enables students to apply the above mentioned methods and concepts to real life questions, assess their appropriateness and address their theoretical and practical benefits and shortcomings

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

 $\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)

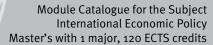
- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

Additional information





Workload

150 h

Teaching cycle

Teaching cycle: after announcement

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

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Module appears in



Module title				Abbreviation	
Analys	Analysis of Financial Market Data				12-M-FMO-262-m01
Module coordinator				Module offered by	
holder of the Chair of Econometrics			S	Faculty of Management and Economics	
ECTS	Method of grading		Only after succ. cor	Only after succ. compl. of module(s)	
5	nume	rical grade			
Duration		Module level	Other prerequisites	;	
1 semester		graduate			
Contents					

The module covers the fundamentals, methods and concepts for the empirical analysis of financial market data. The concept of market efficiency is explained and critically examined with reference to the random walk hypothesis. To test this hypothesis, a number of parametric and non-parametric methods are proposed and applied in practice. Based on the findings, market microstructure models that can explain some important empirical findings will be discussed. In addition, the course describes event studies for testing the significant impact of corporate news on the share price and discusses issues of univariate time series analysis such as AR(I)MA and ARCH / GARCH models that are indispensable for modelling financial market data. In the final part of the course, CAPM is discussed and examined, in particular with regard to its empirical applicability.

Syllabus:

- 1. Information efficiency
- 2. Random walk
- 3. Theoretical market models
- 4. Event studies
- 5. Univariate modelling of time series data
- 6. Models to explain volatility (ARCH and GARCH)
- 7. Estimation of the capital asset pricing model

Reading:

Alexander, C.: A Guide to Financial Data Analysis, Wiley.

Campbell, JY, Lo, AW, MacKinley, AC: The Econometrics of Financial Markets, Princeton University Press.

Geyer, A.: Information, Erwartung und Risiko. Aspekte der Verteilung, Abhängigkeit und Varianz von finanzwirtschaftlichen Zeitreihen, Verlag V. Florentz.

Hamilton, JD: Time Series Analysis, Princeton University Press.

Mills, T.: Econometric Modelling of Financial Time Series, Cambridge University Press.

Taylor, S.: Modelling Financial Time Series, Wiley.

Intended learning outcomes

Students have significant knowledge of the fundamentals, methods and concepts that are needed for the empirical analysis of financial market data. They can autonomously perform statistical test decisions with statistic programs such as R and critically analyze their economic importance. In addition, the students learn the independent handling of empirical capital market data and at the end of the course, they will have the ability to develop own functions and routines, for example for R.

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

V (2) + Ü (2)

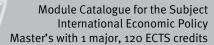
Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

creditable for bonus





Allocation of places
Additional information
Workload
150 h
Teaching cycle
Teaching cycle: summer semester
Referred to in LPO I (examination regulations for teaching-degree programmes)
Module appears in
keinem Studiengang zugeordnet



Module title					Abbreviation
Advanced Microeconomics					12-M-AM-262-m01
Module coordinator				Module offered by	
holder of the Chair for Economics, Contract Theory and Information Economics			ontract Theory and In-	Faculty of Management and Economics	
ECTS	Method of grading On		Only after succ. con	Only after succ. compl. of module(s)	
5	nume	rical grade			
Duration		Module level	Other prerequisites	Other prerequisites	
1 semester		graduate			
Contents					

In a nutshell, microeconomic theory considers the behavior of individual economic agents and builds from this foundation to a theory of aggregate economic outcomes, which then can be applied for conducting welfare analysis and giving policy advice. This lecture addresses the core building block of this thought complex: individual decision making and behavior. Specifically, students will come to understand in detail the standard models of riskless consumer choice, choice under risk and intertemporal choice and learn about the empirical challenges and limitations of these models.

Throughout the lecture, we will work with precise mathematical formalizations of the ideas that we want to think and talk about. In consequence, a solid understanding of the mathematical toolbox of standard microeconomics (e.g., differential calculus and constrained optimization; basic set theory; integration by parts) will be helpful as it will allow to focus on the underlying economic intuition. However, every required mathematical concept will be introduced and explained along the way, such that a strong interest in formal economic analysis is more important than an advanced mathematical background.

The exposition is primarily based on the standard graduate textbooks

- Mas-Colell, Whinston and Green (1995): "Microeconomic Theory"
- Jehle and Reny (2001): "Advanced Microeconomic Theory"

Intended learning outcomes

After completing the course students will be able to

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

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

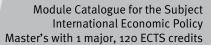
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Additional information

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Workload

150 h





Teaching cycle		
Teaching cycle: summer semester		
Referred to in LPO I (examination regulations for teaching-degree programmes)		
Module appears in		



Module title					Abbreviation
Contract Theory					12-M-CT-262-m01
Module coordinator				Module offered by	
holder of the Chair for Economics, Contract Theory and Information Economics			tract Theory and In-	Faculty of Management and Economics	
ECTS	S Method of grading		Only after succ. compl. of module(s)		
5	numerical grade				
Duration		Module level	Other prerequisites		
1 semester		graduate			
Contents					

Contents

During the 1960/70s, microeconomic theory came to acknowledge that many (if not most) economic transactions are characterized by asymmetric distribution of information – i.e., at least one of the parties participating in a transaction usually is privy to information that the remaining parties do not have access to. This asymmetric distribution of information subsequently was recognized to be a major impediment for transactions to be economically efficient. Contract theory addresses the question how the inefficiencies arising from asymmetric distribution of information can best be mitigated by appropriate design of the contractual (or, more generally, institutional) framework that governs the transaction under consideration. This lecture covers the baseline models of "moral hazard" (i.e., situations where one party has private knowledge after a contract has been signed) and "adverse selection" (i.e., situations where one party has private knowledge before a contract is signed). As applications we will address questions discussed in organizational, personnel or industrial economics, such as incentive design within organizations or the design of labor law regulations and competition laws.

Even though we will work with precise mathematical formalizations of the ideas that we want to think and talk about, this course requires little more than a solid understanding of basic differential calculus. More important than having a solid mathematical background is having a strong interest in formal economic analysis and fun with logical thinking and puzzle solving.

The exposition is primarily based on the following textbook: Laffont and Martimort (2002): "The Theory of Incentives"

Intended learning outcomes

After completing the course students will be able to

- explain essential findings of contract theory,
- apply the involved methods to given stylized examples on their own,
- interpret the properties of real-life contracts as the outcome of the interaction between two or more contracting parties in the presence of asymmetric information,
- evaluate government interventions with regard to their effect on the efficiency properties of the interaction between the contracting parties.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

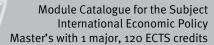
Allocation of places

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Additional information

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Master's with 1 major International Economic Policy	JMU Würzburg • generated 09-Sep-2025 • exam. reg. data re-
(2026)	cord Master (120 ECTS) International Economic Policy - 2026





Workload

150 h

Teaching cycle

Teaching cycle: no courses offered

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

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Module appears in



Module	e title	,		Abbreviation		
Behavioral Economics: Foundations					12-M-BEC-262-m01	
Modul	e coord	inator		Module offered by		
	holder of the Junior Professorship of Applied Microeconomics, esp. Human-Machine Interaction			Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	numerical grade					
Duratio	Duration Module level		Other prerequisites			
1 seme	1 semester graduate					
Conter	Contents					

Behavioral economics refers to the field of research which, inspired by numerous documented deviations from the rational behavior assumed in neoclassical analysis, tries to improve the psychological realism of the idea of man in economics by incorporating insights from psychology into traditional economic analysis. In this course, students will become familiar with several of the most influential behavioral-economic theories of individual and strategic decision-making, which allow to explain a plethora of empirically documented deviations from the neoclassical model. These include departures from the assumptions of selfishness, time consistency, as well as rationality and rational expectations. The discussed behavioral-economic theories usually contain the neoclassical standard model as a special case and, therefore, are to be considered as extensions of rather than alternatives to the neoclassical model. While this lecture focuses on theories of individual decision-making, we will explore the implications of these theories also in the context of market settings and economic games. All necessary ideas and concepts will be introduced and discussed throughout the course. Nevertheless, as behavioral economics represents an extension of the neoclassical model, a solid understanding of the latter will be helpful. Consequently, students who completed advanced classes in microeconomics or game theory will most likely benefit most from this course.

While the exposition is primarily based on research articles, some topics of the lecture can be reviewed in the following textbooks:

- Dahmi (2016): "The Foundations of Behavioral Economic Analysis"
- Angner (2012): "A Course in Behavioral Economics"
- Wilkinson and Klaes (2012): "An Introduction to Behavioral Economics"
- Wakker (2010): "Prospect Theory for Risk and Ambiguity"

Intended learning outcomes

After completing the course students will be able to

- explain essential findings of behavioral economic theory,
- apply the involved methods to given stylized examples on their own,
- recognize in which real-life situations and how the results can be applied.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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

a) written examination (approx. 60 to 120 minutes) or

b) portfolio (approx. 50 hours total)

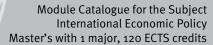
Language of assessment: English

creditable for bonus

Allocation of places

Additional information

Master's with 1 major International Economic Policy	JMU Würzburg • generated 09-Sep-2025 • exam. reg. data re-	page 145 / 2
(2026)	cord Master (420 ECTS) International Economic Policy, 2026	





Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module title					Abbreviation		
Behavi	oral Ec	onomics: Applications		12-M-BEA-262-m01			
Module	coord	inator		Module offered by			
				Faculty of Managen	nent 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	i			
1 seme	ster						
Conten	ts						
			_				
Intende	<u>ed learı</u>	ning outcomes					
Course	S (type, n	number of weekly contact hours	, language — if other than Ger	rman)			
V (2) + Module		t in: English					
			age — if other than German,	examination offered — if no	ot every semester, information on whether		
		le for bonus)			, ·		
b) portf Langua	olio (a ge of a ment o	mination (approx. 60 to pprox. 50 hours total) ssessment: English ffered: In the semester bonus		offered			
Allocat	ion of p	olaces					
Additio	nal inf	ormation					
Worklo	ad						
150 h	150 h						
Teaching cycle							
							
Referre	Referred to in LPO I (examination regulations for teaching-degree programmes)						
Module							
keinem	keinem Studiengang zugeordnet						



Module	e title		Abbreviation		
Applied	Applied Data Analysis and Machine Learning				12-M-TDS-262-m01
Module	e coord	inator		Module offered by	
I	holder of the Junior Professorship of Microeconomics, esp. Economics of Digitization			Faculty of Management and Economics	
ECTS	Meth	od of grading	Only after succ. con	mpl. of module(s)	
5	nume	rical grade			
Duration Module level O		Other prerequisites			
1 seme	1 semester graduate				
Contents					

Data science is concerned with extracting knowledge and valuable insights from data assets. This course provides an introduction to data science and its application in business and economics. Participants will be familiarized with data handling in Python, data visualization, and various machine learning techniques for prediction and estimation. We will apply the acquired knowledge in topics from business and economics.

The course will be divided into two parts: the lecture where the techniques will be taught as well as exercise in which students will be able to work with data on their own.

Intended learning outcomes

In this module,

- students learn data handling and visualization in Python.
- students are familiarized with the development and evaluation of machine learning models.
- students gain an understanding of how to apply the taught techniques to real data sets.

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

V (2) + Ü (2)

Module taught in: English

 $\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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

Additional information

Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

Module appears in



Module title Abbreviation						
Communication in Business and Economics 12-M-BUC-262-mo1						
Module coordinator	Module offered by					
holder of the Professorship of Economic Journalism	Faculty of Management and Economics					
ECTS Method of grading Only after succ. c	ompl. of module(s)					
5 numerical grade						
Duration Module level Other prerequisit	es					
1 semester graduate						
Contents						
discrepancy between journalism and PR is discussed, as forms of PR. The preparation and implementation of presbe systematically explained, and the central aspects of cose deals with the practical implementation of journalistic the possibilities and concepts of PR work across different	s meetings, conferences, campaigns, and events will orporate communications will be outlined. The exercistyles in the various media and provides an overview of					
Intended learning outcomes						
After participating in the module courses, students are all as well as methods and in a holistic context. Students lead communication with regard to reflection, argumentation, addition, students will be able to apply concrete PR instru	arn professional competencies in the field of (business) and exchange as a PR consultant in different areas. In					
Courses (type, number of weekly contact hours, language — if other than	German)					
V (2) + Ü (2) Module taught in: English						
Method of assessment (type, scope, language — if other than Germa module is creditable for bonus)	n, examination offered $-$ if not every semester, information on whether					
a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
Allocation of places						
Additional information						
Workload						

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Modul	e title		Abbreviation			
Busine	ess Con	nmunication in Print,	12-M-ECC-262-m01			
Module coordinator Module offered b					l by	
holder of the Professorship of Economic Journalism				Faculty of Mana	Faculty of Management and Economics	
ECTS	Method of grading Only after succ. c			compl. of module(s)	ompl. of module(s)	
5	nume	erical grade				
Duratio	on	Module level	Other prerequisi	tes		
1 seme	ester	graduate				
Contents						
			•		aspects for the end consumer and feditorial work and professional te	

This module focuses on the relationship of offer characteristics with benefit aspects for the end consumer and the business models on the part of the providers. Starting from the basics of editorial work and professional text management, the new forms of communication management in social networks are presented. The focus of the lecture is on the use of social media in campaigns (Facebook, Twitter, Instagram, Tiktok). There will also be exercises on various Web 2.0 applications (e.g. online social networks) and on the collection and interpretation of online market research data. Crisis communication of companies will also be covered – in particular opinion-makers on the web as well as protest culture on the web.

Intended learning outcomes

By participating in the module courses, students acquire job-specific skills in research and interviewing. Students are able to collect and organize information according to criteria of topicality and relevance. In addition, students are taught journalistic expertise so that they are able to recognize the forms of presentation of news, reports, and background reports with their media characteristics and communicative functions in different media genres and create them themselves. Students will be able to prototype and design a social media campaign, describe the editorial and technical approach including feedback, response, and customer engagement. In addition, students will be able to design counter-strategies for corporate communication crises.

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

V (2) + Ü (2)

Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module title					Abbreviation	
Project Modul: Crossmedial Business Communication					12-M-PCW-262-m01	
Module coordinator				Module	Module offered by	
holder of the Professorship of Economic Journalism			onomic Journalism	Faculty	Faculty of Management and Economics	
ECTS	Meth	od of grading	Only after succ.	compl. of m	odule(s)	
10	nume	erical grade				
Duration Module level		Other prerequis	Other prerequisites			
1 semester		graduate				
Contor	nt c	•	·			

Online and cross-media journalism takes into account the current media convergence. This seminar focuses on the individual elements and phases of production for the website, Facebook, Instagram, Twitter, and Tiktok against the background of current trends and developments. In addition, the seminar covers current trends in journalism. In addition to content-related topics, the focus is also on new methods (e.g. of storytelling) as well as technical developments. A technical introduction to equipment and editing will be given during the seminar.

Intended learning outcomes

After successful completion, students will be able to name the individual phases of online and cross-media journalism and carry them out on sample projects, explain and go through the individual production stages, use methods and tools for the individual steps.

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

Module taught in: German and/or English

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

- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

20 places.

WA1:

(1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects. (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated by lot as they become available.

Additional information

Workload

300 h

Teaching cycle

Teaching cycle: each semester

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

Module appears in



Module title					Abbreviation	
Project Modul: Audiovisual Business Communication					12-M-PACW-262-m01	
Module coordinator				Module of	Module offered by	
holder of the Professorship of Economic Journalism			onomic Journalism	Faculty of I	Faculty of Management and Economics	
ECTS	Meth	od of grading	Only after succ.	compl. of modu	ule(s)	
10	nume	erical grade				
Duration Module level		Other prerequisi	Other prerequisites			
1 semester		graduate				
Contor	nt c	•	<u> </u>			

In this seminar, students learn the basics of audiovisual forms of presentation (news, background report, reportage). They are first introduced to the use of cameras and editing. Students learn how to set news and stories in the picture and how to organize shoots. Television-specific journalistic basics such as the structure and design of a television report, organization, and handling of different filming situations, creating storyboards, copywriting, and speaking are learned.

Intended learning outcomes

Upon completion of the seminar, students will be able to apply editorial and technical knowledge and skills (including teamwork) to the production of television features.

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

S (2)

Module taught in: German and/or English

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

- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

20 places.

WA1:

(1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects. (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated by lot as they become available.

Additional information

Workload

300 h

Teaching cycle

Teaching cycle: summer semester

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

Module appears in



Module title Abbreviation						
Select	ed Topi	cs in Business Manager	ment and Economics 1		12-M-APW1-262-m01	
Modul	e coord	inator		Module offered b	y	
Dean o mics	of the Fa	aculty of Business Mana	gement and Econo-	Faculty of Manag	ement 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				
Conter	ıts					
As a re	sult of	ning outcomes accrediting multiple kind	<u> </u>	··	I skills cannot be given.	
Course V (2) +		number of weekly contact hours	, language — if other than Ge	rman)		
Metho	d of ass	sessment (type, scope, langual for bonus)	tage — if other than German,	examination offered — if	f not every semester, information on whethe	
b) port Langua Assess	folio (a age of a	mination (approx. 60 to pprox. 50 hours total) issessment: German and iffered: In the semester i bonus	d/or English	offered		
		-1				
Allocat	tion of J	places				
Alloca1	tion or j	places				

Workload

150 h

Teaching cycle

Teaching cycle: no courses offered

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

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Module appears in



Module	e title		Abbreviation			
Project	: Selec	ted Topics in Business N	lanagement and Eco	nomics	12-M-APS-262-m01	
Module	e coord	inator		Module offered by		
Dean o mics	Dean of the Faculty of Business Management and Economics			Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	mpl. of module(s)		
10	nume	rical grade				
Duration Module level Ot		Other prerequisites				
1 semester		graduate				

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)

S (2)

Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

10 places.

WA1:

(1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects. (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated by lot as they become available.

Additional information

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Workload

300 h

Teaching cycle

Teaching cycle: after announcement

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

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Module appears in



Module title					Abbreviation	
E-Commerce					12-M-EC1-262-m01	
Module coordinator				Module offered by		
holder ting	holder of the Chair of Business Administration and Mating			Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	numerical grade					
Duratio	Duration Module level		Other prerequisites			
1 semester graduate		graduate				
Contents						

E-commerce is a highly relevant field for almost all types of companies. However, the ecommerce approaches and strategies applied by companies differ strongly depending on the respective firm context (e.g., in terms of industry, types of customers, types of products). In this seminar, students analyze the specific e-commerce strategy of a selected firm. In doing so, they evaluate the strategies' current and future potential and make suggestions for improvements and for addressing future trends. Furthermore, each lecture session will contain short presentations where the students (in groups) will either apply selected lecture topics to real-world business cases or present the core aspects of research articles dealing with e-commerce topics in general.

Intended learning outcomes

This class enables students to gain insights into real-life e-commerce strategies and to train their abilities in assessing business strategies.

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

V (2) + Ü (2)

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

Number of places: 15.

WA:

Should the number of applications exceed the number of available places, places will be allocated as follows:

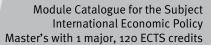
- (1) Students who already have successfully completed courses offered by the supervising chair will be given preferential consideration.
- a. Among applicants with the same number of successfully completed modules, places will be allocated according to the total number of ECTS credits achieved in the corresponding modules.
- b. When places are allocated in accordance with b) and the number of applications exceeds the number of available places, places will be allocated according to the average grade of assessments taken in the corresponding courses.
- c. Among applicants with the same average grade, places will be allocated by lot.
- (2) Any remaining places are available to students who have not yet successfully completed any courses of the supervising chair. The selection is made according to study progress (number of semesters); among applicants with the same number of semesters, places will be allocated by lot. A waiting list will be maintained and places re-allocated as they become available.

Additional information

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Workload

150 h





Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module	e title			Abbreviation		
Empirical HR Research with Stata					12-M-EPF-262-m01	
Module coordinator				Module offered by		
holder of the Chair for Human Resource Management and Organisation			ce Management and	Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	rical grade				
Duration Module level C		Other prerequisites				
1 semester graduate		graduate				

The seminar "Empirische Personalforschung" ("Empirical HR Research with STATA") introduces and discusses the most important estimation problems and their application in the software package STATA. In addition, students learn, with the help of basic problems of personnel economics, how estimation programs are programmed in STATA.

Reading list to be provided in class.

Intended learning outcomes

The aim of the seminar is to enable students to understand and apply the most important estimation programmes and their application in STATA with a focus on problems in personnel economics.

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

Ü (2)

Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

Number of places: 12.

WA:

Should the number of applications exceed the number of available places, places will be allocated as follows:

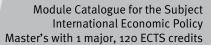
- (1) Students who already have successfully completed courses offered by the supervising chair will be given preferential consideration.
- a. Among applicants with the same number of successfully completed modules, places will be allocated according to the total number of ECTS credits achieved in the corresponding modules.
- b. When places are allocated in accordance with b) and the number of applications exceeds the number of available places, places will be allocated according to the average grade of assessments taken in the corresponding courses.
- c. Among applicants with the same average grade, places will be allocated by lot.
- (2) Any remaining places are available to students who have not yet successfully completed any courses of the supervising chair. The selection is made according to study progress (number of semesters); among applicants with the same number of semesters, places will be allocated by lot. A waiting list will be maintained and places re-allocated as they become available.

Additional information

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Workload

150 h





Teaching cycle

Teaching cycle: each semester

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

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Module appears in



Module title					Abbreviation	
Managerial Practice Lectures						12-M-VGP-262-m01
Modul	Module coordinator				Module offered by	
holder	holder of the Professorship of Economic Journalism			F	Faculty of Management and Economics	
ECTS	Meth	od of grading	Only after succ.	comp	ol. of module(s)	
5	nume	rical grade				
Duration Module level Othe			Other prerequisi	Other prerequisites		
1 semester graduate						
Conter	Contents					

In this lecture, we invite board members of publicly listed companies, SMEs and Startups to discuss contemporary challenges of corporate management.

Students gain sustainable insights into current management practices, challenges of corporate management in various industries, and discuss pressing managerial issues with C-level executives. In individual and group assignments, students are required to connect management theories with the managerial challenges of the speakers.

Managers of the different companies are required to address the following questions that will foster a detailed discussion at the end of each lecture:

- What are the current challenges facing your company?
- Which strategies do you employ to respond to these challenges?
- How have leadership concepts and approaches changed in your company?

Intended learning outcomes

After participating in this module, students should be able to combine theoretical approaches with current challenges in management. The students obtain a realistic insight into a cross-section of the German economy. Through discussions reports and group presentations students' social skills are trained in addition to professional skills.

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

Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

creditable for bonus

Allocation of places

20 places.

WA1:

(1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects. (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated by lot as they become available.

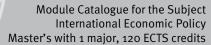
Additional information

Workload

150 h

Teaching cycle

Teaching cycle: each semester





Referred to in LPO I (examination regulations for teaching-degree programmes)				
Module appears in				
keinem Studiengang zugeordnet				



Module title					Abbreviation	
Practical Data Science					12-M-ATDS-262-m01	
Module	e coord	inator		Module offered by		
holder of the Chair of Business Informatics and AI for Ente			atics and AI for Enter-	- Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerequisi			Other prerequisites			
1 semester graduate						
Conten	Contents					

In this course, students work on advanced data science projects. The course covers the entire data science workflow from data collection to data preparation to modeling, evaluation and deployment. By following a top-down teaching approach, students are enabled to apply complex machine learning models from the beginning.

Intended learning outcomes

As part of the course work, students will acquire knowledge and skills in the following areas:

- 1. Becoming familiar with the principles and frameworks in the research area of Data Science.
- 2. Apply machine learning and deep learning frameworks to structured and unstructured data
- 3. Design, implementation and evaluation of key algorithms within an end-to-end workflow in the field of Data Science
- 4. Application of Jupyter notebooks and their infrastructure (collection, storage, retrieval, and analysis of data)
- 5. Understanding of a data-driven & analytical approach to decision problems

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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

- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

Assessment offered: In the semester in which the course is offered

creditable for bonus

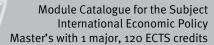
Allocation of places

Number of places: 35.

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 supervising chair will be given preferential consideration.
- a. Among applicants with the same number of successfully completed modules, places will be allocated according to the total number of ECTS credits achieved in the corresponding modules.
- b. When places are allocated in accordance with b) and the number of applications exceeds the number of available places, places will be allocated according to the average grade of assessments taken in the corresponding courses.
- c. Among applicants with the same average grade, places will be allocated by lot.
- (2) Any remaining places are available to students who have not yet successfully completed any courses of the supervising chair. The selection is made according to study progress (number of semesters); among applicants with the same number of semesters, places will be allocated by lot. A waiting list will be maintained and places re-allocated as they become available.

Additional information





Workload

150 h

Teaching cycle

Teaching cycle: no courses offered

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

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Module appears in



Module	title				Abbreviation	
Europe	an and	German Competition Lav	v I for Economists		02-N-P-W13a-221-m01	
Module	coord	inator		Module offered by	<u> </u>	
		es Faculty of Law		Faculty of Law		
ECTS		od of grading	Only after succ. com	•		
5		rical grade		,		
Duratio		Module level	Other prerequisites			
1 seme	ster		<i>i</i>			
Conten	ts					
Intende	ed learr	ning outcomes				
Course	S (type, n	umber of weekly contact hours, l	anguage — if other than Ger	man)		
V (2)		·				
	d of ass	s essment (type, scope, langua	ge — if other than German, e	examination offered — if no	ot every semester, information on whether	
		le for bonus)			, ·	
presen	tation (approx. 15 minutes) with	handout (1 to 2 page	s) and written exam	ination (approx. 120 minutes)	
Allocat	ion of p	olaces				
Additio	nal info	ormation				
Worklo	ad					
150 h						
Teachi	ng cycl	e				
Referre	d to in	LPO I (examination regulations	s for teaching-degree progra	mmes)		
Module	appea	rs in				
Master	's degre	ee (1 major) Managemen	(2018)			
	_	ee (1 major) International	· ·	18)		
	Master's degree (1 major) Economathematics (2021)					
	Master's degree (1 major) International Economic Policy (2022) Master's degree (1 major) Management (2022)					
1	Master's degree (1 major) Hanagement (2022) Master's degree (1 major) Economathematics (2022)					
1	Master's degree (1 major) Management (2024)					
1	Master's degree (1 major) International Economic Policy (2024)					
1	_	ee (1 major) Economathe ee (1 major) International	•	3r)		
	_	ee (1 major) Management		∠ ⊃/		
	_	ee (1 major) Economathe				



Module	Module title				Abbreviation	
Europe	an and	German Competition Lav	w II for Economists		02-N-P-W21a-221-m01	
Module	e coord	inator		Module offered by	<u> </u>	
	_	es Faculty of Law		Faculty of Law		
ECTS	1	od of grading	Only after succ. com	•		
5		rical grade				
Duratio		Module level	Other prerequisites			
1 seme	ster					
Conten	ts					
Intende	ed learı	ning outcomes				
Course	S (type, n	umber of weekly contact hours, l	anguage — if other than Ger	man)		
V (2)						
Method	d of ass	sessment (type, scope, langua	ge — if other than German, e	examination offered — if no	ot every semester, information on whether	
		le for bonus)				
presen	tation (approx. 15 minutes) with	handout (1 to 2 page	s) and written exam	ination (approx. 120 minutes)	
Allocat	ion of p	olaces				
Additio	nal inf	ormation				
Worklo	ad					
150 h						
Teachi	ng cycl	e				
Referre	d to in	LPO I (examination regulations	s for teaching-degree progra	mmes)		
Module	e appea	rs in				
1	_	ee (1 major) Managemen				
	_	ee (1 major) International	•	18)		
	Master's degree (1 major) Economathematics (2021)					
	Master's degree (1 major) International Economic Policy (2022) Master's degree (1 major) Management (2022)					
1	Master's degree (1 major) Humagement (2022) Master's degree (1 major) Economathematics (2022)					
	Master's degree (1 major) Management (2024)					
1	Master's degree (1 major) International Economic Policy (2024) Master's degree (1 major) Economathematics (2024)					
	_	ee (1 major) Economatne ee (1 major) International	•	25)		
	_	ee (1 major) Management	•	-)/		
	_	ee (1 major) Economathe	=			



Module	Module title Abbreviation						
Entrepreneurship Fundamentals					12-M-EF-262-m01		
Module	coord	inator		Module offered by			
	,			Faculty of Managem	nent and Economics		
ECTS	Metho	od of grading	Only after succ. com	ıpl. of module(s)			
5							
Duratio	n	Module level	Other prerequisites				
1 seme	ster						
Conten	ts						
Intende	ed learr	ning outcomes					
-							
Course	S (type, n	umber of weekly contact hours, l	anguage — if other than Ger	man)			
V (2) +	` '						
		t in: English					
			ge $-$ if other than German, ϵ	examination offered — if no	t every semester, information on whether		
		le for bonus) mination (approx. 60 to 1	a a minutas) ar				
		nination (approx. 60 to 1 oprox. 50 hours total)	20 minutes) of				
Langua	ge of a	ssessment: English					
credita							
Allocat	ion of p	olaces					
Additio	nal info	ormation					
Worklo	ad						
150 h							
Teaching cycle							
-							
Referre	Referred to in LPO I (examination regulations for teaching-degree programmes)						
Module							
keinem	keinem Studiengang zugeordnet						



Module title					Abbreviation	
Corpor	ate Ent	repreneurship and Inno	ovation		12-M-UGF1-262-m01	
Modul	e coord	inator		Module offered by		
holder	holder of the Chair of Entrepreneurship and Strategy			Faculty of Management and Economics		
ECTS	TS Method of grading Only after succ. co			mpl. of module(s)		
5	5 numerical grade					
Duration Module level Other			Other prerequisite	Other prerequisites		
1 semester graduate						
Conter	Contents					

This module is a theory-led and practice-oriented primer on corporate entrepreneurship. It provides you with knowledge useful for anyone aiming at working (or researching) in the field of corporate innovation and entrepreneurship or at pursuing an 'intrapreneurial' or entrepreneurial career.

- (1) Introduction to corporate entrepreneurship
- (2) Antecedents and forms of corporate entrepreneurship
- (3) Corporate strategy and corporate entrepreneurship
- (4) Organizational structure and corporate entrepreneurship
- (5) Human resource management and corporate entrepreneurship
- (6) Building supportive organizational cultures
- (7) Entrepreneurial control systems
- (8) Entrepreneurial leadership
- (9) The corporate entrepreneur as a champion and diplomat
- (10) The pay-off from corporate entrepreneurship
- (11) Corporate venture capital
- (12) Corporate entrepreneurship in nonprofit and government organizations
- (13) Universities and academic spin-offs
- (14) Wrap-up and Q&A

Intended learning outcomes

Educational aims

- Clarify the role of corporate entrepreneurship
- Explain theoretical concepts and mechanisms behind corporate entrepreneurship
- Enable students to critically appraise alternative approaches to corporate entrepreneurship
- Enable students to evaluate the boundaries and risks of corporate entrepreneurship

Learning outcomes

On successful completion of this module students will be able to:

- Create and evaluate concepts related to corporate entrepreneurship
- Assess the role of corporate entrepreneurship for creating and sustaining competitive advantage
- Make judgements about the organizational and managerial implications of corporate entrepreneurship
- Systematically choose between different routes of action

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

 $V(2) + \ddot{U}(2)$

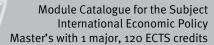
Module taught in: English

 $\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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus





Allocation of places
+
Additional information
-
Workload
150 h
Teaching cycle
Teaching cycle: winter semester
Referred to in LPO I (examination regulations for teaching-degree programmes)
Module appears in
keinem Studiengang zugeordnet



Module title					Abbreviation	
Corporate Strategy					12-M-UGF2-262-m01	
Module coordinator				Module offered by	I.	
holder of the Chair of Entrepreneurship and Strategy			ship and Strategy	Faculty of Management and Economics		
ECTS	TS Method of grading Only after succ. c			ompl. of module(s)		
5	5 numerical grade					
Duration Module level Other prei			Other prerequisite	es		
1 semester graduate						
Contor	Contents					

This theory-led and application-oriented module provides you with critical knowledge and skills related to corporate strategy—essential for anyone aspiring to take on leadership roles in their future career, may it be in the private or public sector. The module goes beyond basic knowledge about strategic management provided by bachelor-level modules.

- (1) Developing strategies in pursuit of competitive advantage
- (2) Corporate diversification
- (3) Vertical integration and outsourcing
- (4) Mergers & acquisitions
- (5) Dynamic strategies
- (6) Cooperative strategies
- (7) Corporate spin-offs and spin-outs
- (8) Internationalization strategies (I)
- (9) Internationalization strategies (II)
- (10) Strategic change
- (11) Corporate strategies and new technologies
- (12) Corporate governance and corporate social responsibility
- (13) Corporate communication and crisis management
- (14) Wrap-up and Q&A

Intended learning outcomes

Educational aims

- Clarify the role of corporate strategy
- Explain theoretical concepts and mechanisms behind corporate strategy
- Enable students to critically appraise alternative approaches to corporate strategy
- Enable students to evaluate the boundaries and risks of corporate strategy

Learning outcomes

On successful completion of this module students will be able to:

- Assess the role of corporate strategy for creating and sustaining competitive advantage
- Create and evaluate concepts related to corporate strategy
- Make judgements about the organizational and managerial implications of corporate strategy
- Systematically choose between different routes of action

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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

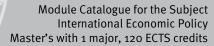
a) written examination (approx. 60 to 120 minutes) or

b) portfolio (approx. 50 hours total) Language of assessment: English

creditable for bonus

Master's with 1 major International Economic Policy (2026)

JMU Würzburg • generated 09-Sep-2025 • exam. reg. data record Master (120 ECTS) International Economic Policy - 2026





Allocation of places
+
Additional information
-
Workload
150 h
Teaching cycle
Teaching cycle: winter semester
Referred to in LPO I (examination regulations for teaching-degree programmes)
-
Module appears in
keinem Studiengang zugeordnet



Module title					Abbreviation	
Digital Entrepreneurship and Digital Transformation					12-M-UGF3-262-m01	
Modul	e coord	linator		Module offered by		
holder of the Chair of Entrepreneurship and Strategy			urship and Strategy	Faculty of Manager	Faculty of Management and Economics	
ECTS	Meth	od of grading	Only after succ. o	compl. of module(s)		
5	nume	rical grade				
Duration Module level			Other prerequisit	Other prerequisites		
1 semester graduate						
Conter	Contents					

This module provides an introduction into digital entrepreneurship and digital transformation.

- (1) Introduction
- (2) Digital business models
- (3) Identifying and exploiting opportunities for digital entrepreneurship
- (4) Strategies for creating competitive advantage in digital entrepreneurship
- (5) Digital marketing for entrepreneurs
- (6) Crowdfunding for entrepreneurs
- (7) Design thinking
- (8) Lean startup
- (9) Platform ecosystems and online communities
- (10) Digital strategy and digital transformation
- (11) The agile organization
- (12) Crowdsourcing
- (13) Cyberfraud
- (14) Wrap-up and Q&A

Intended learning outcomes

Educational aims: Clarify the role of digital entrepreneurship and digital transformation. Explain theoretical concepts and mechanisms behind digital entrepreneurship and digital transformation. Enable students to critically appraise alternative approaches to digital entrepreneurship and digital transformation. Enable students to evaluate the boundaries and risks of digital entrepreneurship and digital transformation

Learning outcomes: On successful completion of this module students will be able to (1) Assess the role of digital entrepreneurship and digital transformation for creating and sustaining competitive advantage, (2) Create and evaluate concepts related to digital entrepreneurship and digital transformation, (3) Make judgements about the organizational and managerial implications of digital entrepreneurship and digital transformation, (4) Systematically choose between different routes of action.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

 $\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)

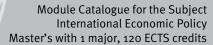
- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

Additional information





Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module title					Abbreviation	
Group Accounting					12-M-GA-262-m01	
Module coordinator				Module offered by		
holder of the Chair of Business Management and Accourting			ement and Accoun-	Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	5 numerical grade					
Duration Module level Other prerequ			Other prerequisites	i		
1 semester graduate						
Camban	Contonto					

As businesses expand, the complexity of managing and reporting financial information across multiple subsidiaries and countries increases dramatically. Group accounting is crucial for companies operating on a large scale, as it involves consolidating diverse financial data into a single, cohesive set of financial statements that reflect the financial status of the entire corporation. This module covers the necessary knowledge to prepare and interpret consolidated financial statements under the International Financial Reporting Standards (IFRS). We will discuss the basic principles of group accounting and provide in-depth knowledge of the relevant standards. Students get to know the different types of mergers, acquisitions, and investments and the accounting methods needed to inform stakeholders about these activities. Students learn why consolidated financial statements are relevant and how the consolidation process works. In addition, we cover various recent topics in group accounting, e.g., the treatment of goodwill and why regulating it is becoming increasingly difficult.

Outline

- Economic principles of group accounting
- Scope of consolidation
- Preliminary measures
- Capital consolidation
- Debt consolidation
- Consolidation of revenues and expenses
- At-equity consolidation

Intended learning outcomes

Upon completion of this module, students will be able to:

- Explain the essential concepts and elements of group accounting;
- Prepare consolidated financial statements and solve relevant consolidation issues;
- Recognize the necessity of consolidated financial statements and critically evaluate consolidated financial statements.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

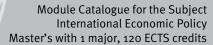
creditable for bonus

Allocation of places

--

Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module title					Abbreviation	
Optimal Tax Theory					12-M-F4-262-m01	
Module coordinator				Module offered by		
holder	holder of the Chair of Public Finance			Faculty of Management and Economics		
ECTS	ECTS Method of grading Only after succ			compl. of module(s)		
5	nume	umerical grade				
Duration Module level			Other prerequisites			
1 semester graduate						
Conten	Contents					

Description:

The course will discuss the design of an optimal tax system. First, students will learn what criteria have to be met for a tax system to be optimal. Lectures will introduce key rules for taxing commodities as well as income and capital.

Examining specific taxation issues such as eco-tax, family taxation and the taxation in an uncertain world, students will then gain more in-depth insights into these rules.

Reading: Lecture notes will be provided.

Outline of syllabus:

- 1. Optimal commodity taxation
- 2. Optimal income taxation
- 3. Optimal taxation of families

Intended learning outcomes

After completing this module students have a basic understanding of what is meant with "optimal taxation". They are able to apply this concept to specific normative questions of tax policy in practice. Students also learn to prepare and present short papers, where they discuss specific normative policy issues in groups.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

--

Additional information

--

Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module title					Abbreviation	
Vertical Storytelling					12-M-VS-262-m01	
Module coordinator				Module offered by		
holder of the Professorship of Economic Journalism			onomic Journalism	Faculty of	Faculty of Management and Economics	
ECTS	Meth	od of grading	Only after succ.	compl. of mod	ule(s)	
10	nume	rical grade				
Duration Module level		Other prerequis	Other prerequisites			
1 semester		graduate				
Contor	nte	•	·			

More than 70 percent of Germans* use the Internet on their smartphones, and billions of users around the world use apps such as WhatsApp, Instagram, and TikTok to communicate every day - much of digital communication now takes place on mobile devices. Social media, messenger services and mobile-optimized websites are now a natural part of any communications mix. The challenge for professional communicators is to adequately consider the mobile delivery channels for their content. The seminar is hands-on and teaches participants how to produce content with the smartphone for the smartphone. It covers the basics of mobile reporting, current apps and their features, different content formats and user behavior.

Intended learning outcomes

In this seminar, students will learn how to produce content with the smartphone for the smartphone. In addition to the basics of mobile reporting, students will learn about the latest apps, their features, different content formats and user behavior. In the practical phase of the seminar, students will design and produce targeted content for social media apps.

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

S(2)

Module taught in: German and/or English

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

- a) written examination (approx. 60 to 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

40 places.

WA1:

(1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects. (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated by lot as they become available.

Additional information

Workload

300 h

Teaching cycle

Teaching cycle: each semester

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

Module appears in





Module title					Abbreviation
Organizational Economics and Digital Transformation					12-M-OEDT-262-m01
Module coordinator				Module offered by	
holder of the Junior Professorship of Applied Microeconomics, esp. Human-Machine Interaction			•	Faculty of Management and Economics	
ECTS	CTS Method of grading Only after succ. co			npl. of module(s)	
5	numerical grade				
Duration Module level		Other prerequisites			
1 semester graduate					
Contanto					

The course Organizational Economics and Digital Transformation introduces advanced topics in organizational economics, with a focus on economic decision-making within organizations. Concepts and tools from microeconomic theory, as well as empirical findings from field studies and laboratory experiments, are incorporated, such as those related to performance measurement and incentives, organizational structure, and authority. Additionally, the course integrates key aspects of digital transformation shaping modern business landscapes. Thus, students not only gain a solid overview of the fundamental principles of organizational economics but also insights into the challenges, opportunities, and strategies associated with the digital transformation of businesses.

Intended learning outcomes

With this course,

- students will be able to understand and reflect on modern microeconomic concepts and current organizational economics.
- students will learn to master and apply quantitative microeconomic methods.
- students will be enabled to classify and relate specialized knowledge from theoretical microeconomics, experimental and empirical microeconomics, business administration, and psychology.
- students learn how digital transformation impacts organizations and their architecture.

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

V (2) + Ü (2)

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

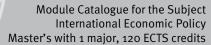
Teaching cycle

Teaching cycle: after announcement

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

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Module appears in







Module	e title	<u>'</u>		Abbreviation	
Applied Topics in Data Science in Business and Economics					12-M-TE-262-m01
Module	Module coordinator Module offered by				
holder of the Chair of Data Science in Business and Economics			Business and Econo-	Faculty of Management and Economics	
ECTS	ECTS Method of grading Only after succ. co			npl. of module(s)	
5	numerical grade				
Duration Module level		Other prerequisites			
1 semester graduate		graduate			
Contants					

This course aims to equip students with key empirical research methods and their applications in business and economics. The course will cover the development of empirical research ideas, research designs, data generation, data editing, and data analysis. The course will use a paper-based approach to introduce and apply these topics. Additionally, students will learn about existing panel datasets and be led to perform their own empirical research. Students that attend this course should have advanced knowledge in statistics and econometrics.

Intended learning outcomes

By the end of the course, students will have a comprehensive understanding of how to conduct empirical research in business and economics.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

24 places.

WA1:

- (1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects.
- (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedure.
- (3) A waiting list will be maintained and places re-allocated by lot as they become available.

Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: each semester

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

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Module appears in



Module title				Abbreviation		
Digital Strategy					12-M-IBS-262-m01	
Module coordinator				Module offered by		
holder of the Chair of Information Systems Engineering			Systems Engineering	Faculty of Management and Economics		
ECTS	Meth	thod of grading Only after succ. c		ompl. of module(s)		
5	nume	rical grade				
Duration Module level Othe		Other prerequisite	Other prerequisites			
1 semester graduate						
Conter	nts		·			
			• '		ies at the level of organisations,	

industries and value networks. To this end, concepts and frameworks from strategic technology management are applied to digital innovations and illustrated with numerous examples. In the accompanying exercise, case studies of well-known digital companies and their business models are analysed and discussed.

Intended learning outcomes

- Become familiar with theoretical concepts of strategy development and implementation in the e-business context
- Understand the strengths and weaknesses of different frameworks and approaches as well as the prerequisites for their meaningful application
- Apply the concepts to case studies and derive action-oriented recommendations from them
- Learn how to transfer the concepts to other entrepreneurial situations from their studies or work

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module title					Abbreviation
Mobile and Ubiquitous Business					12-M-MUS-262-m01
Module	e coord	linator		Module offered by	
holder	of the	Chair of Information Syst	ems Engineering	Faculty of Manage	ment and Economics
ECTS	CTS Method of grading Only after succ. co		mpl. of module(s)		
5	nume	rical grade			
Duratio	on	Module level	Other prerequisite	es	
1 seme	ster	graduate			
Contents					
applica Basic o	ations (concept	including mobile comme	rce and payment) the are illustrated us	nrough to smart object ng numerous examp	f mobile networks, end devices, cts in a future "Internet of Things". les. In the accompanying exercise,

Intended learning outcomes

- Understanding the technological foundations and capabilities of mobile and ubiquitous systems and their integration into existing IS infrastructures
- Analyzing business applications in processes, products/services, and business models
- Analysis and evaluation of the operational and strategic implications of such technologies from a management perspective
- Application of the learned concepts to real management challenges based on case studies

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Modul	e title				Abbreviation	
Marketing Analytics					12-M-MA-262-m01	
Modul	e coord	inator		Module offered by		
holder	holder of the Junior Professorship of Marketing Analytics			Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. co	mpl. of module(s)		
5	numerical grade					
Duration Module level (Other prerequisites	Other prerequisites		
1 seme	ester	graduate				
Conter	Contents					

Marketing analytics involves the collection, management, and analysis of data to gain insights into the performance of marketing activities. In fact, it is increasingly possible to use data analysis to inform, make, and even automate marketing decisions. The goal of this course is to provide students with a hands-on understanding of key methods and specific techniques used in marketing analytics. This requires substantive knowledge in marketing as well as of fundamental ideas at the intersection of statistics, economics, psychology, and computer science.

The course will cover fundamentals of data science, including data wrangling and data exploration, and will then turn to applied, real-world marketing analytics problems such as marketing mix modeling, market segmentation, and measuring preferences and demand. Emphasis will be placed on data visualization and valuable methods for causal inference in marketing. The course will also delve into a few advanced marketing topics. To provide a hands-on learning experience, the course will include practical applications of the covered content using the R programming language.

Intended learning outcomes

- Understand key methods and techniques used in marketing analytics and how to apply them to real-world problems.
- Learn to identify the appropriate analytical methods to use for specific marketing problems.
- Develop proficiency in data wrangling and data exploration techniques.
- Develop skills in data visualization and interpretation to effectively communicate marketing insights.
- Gain hands-on experience with the R programming language and apply it to solving marketing analytics problems.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

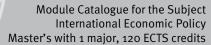
Additional information

Workload

150 h

Teaching cycle

Teaching cycle: summer semester





Referred to in LPO I (examination regulations for teaching-degree programmes)				
Module appears in				
keinem Studiengang zugeordnet				



Module title				Abbrevi	ation
Advanced Financial Accounting				12-M-AF	A-262-m01
Module coordinator				Module offered by	
holder of the Chair of Business Management and ting			anagement and Accoun-	Faculty of Management and	Economics
ECTS	Meth	od of grading	Only after succ. cor	ıpl. of module(s)	
5	nume	rical grade			
Duration Module level Other prereq			Other prerequisites		
1 semester graduate					
Contents					

Transparent reporting of large corporations and multinational enterprises are challenging for modern accounting systems. This module addresses recent developments in financial and non-financial accounting, ensuring that students are up-to-date with the current accounting landscape. It is designed for students who have a basic understanding of financial or non-financial accounting and seek to explore complex accounting issues in greater depth. Topics can vary depending on the current issues in practice or research. Former topics include accounting for financial instruments, revenue recognition, or the latest developments in sustainability reporting. The module is taught through a combination of lectures, exercises, and practical case studies. Guest lectures from industry experts are incorporated to provide real-world insights into advanced accounting practices.

Intended learning outcomes

By the end of this module, students will be able to:

- Solve and analyze complex financial and non-financial accounting tasks.
- Analyze and interpret reporting data to support decision-making in various business contexts.
- Stay informed and adapt to evolving accounting standards and practices.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module title						Abbreviation
Analyti	Analytical Information Systems					12-M-BI-262-m01
Module	coord	linator			Module offered by	
holder	of the (Chair of Business Ar	nalytics		Faculty of Manager	ment and Economics
ECTS	Method of grading Only after succ. con			c. com	mpl. of module(s)	
5	nume	rical grade				
Duratio	n	Module level	Other prerequ	isites		
1 seme	ster	graduate				
Conten	ts					
The course provides a comprehensive introduction to data management, statistical methods, and machine learning. The module covers topics such as SQL, data integration, streaming data, and various learning methods in artificial intelligence, including neural networks.						

Intended learning outcomes

- Understand data management, including data entry, annotation, and manipulation.
- Learn general statistical techniques for data inspection, exploration, and analysis.
- Effectively use machine learning approaches to perform predictive analytics.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Modul	e title		Abbreviation		
Decision Support Systems				12-M-DSS-262-mo1	
Module coordinator				Module offered by	
holder of the Chair of Business Analytics			nalytics	Faculty of Management and Economics	
ECTS	Meth	od of grading	Only after succ. c	compl. of module(s)	
5	nume	erical grade			
Duratio	on	Module level	Other prerequisit	tes	
1 semester graduate					
Conter	nts				

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 (Python).

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, integer, non-linear, stochastic, dynamic)
- Implement decision support systems

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module title					Abbreviation	
Business Cycles					12-M-BC-262-m01	
Modul	e coord	inator		Module offered by	Module offered by	
head of the Work Group of Empirical Economics			Economics	Faculty of Management and Economics		
ECTS	CTS Method of grading Only after succ. c		Only after succ. co	ompl. of module(s)		
5	nume	rical grade				
Duratio	on	Module level	Other prerequisites	Other prerequisites		
1 seme	ster	graduate				
Contents						
This module is an introduction to dynamic macroeconomic models with microeconomic foundations with a focus on modern business cycle theories. The course is divided into several sections. Following an introduction to empirical facts on business cycles, the students are introduced to microeconomic foundations of macroeconomic						

Intended learning outcomes

Students will acquire a basic understanding of modern business cycle theory. Students gain expertise on business cycle theory as well as on macroeconomic modeling. Having completed the module, students will be able to understand current business cycle development, apply business cycle models to analyze these and to develop appropriate policy measures.

models. Afterwards, the real business cycle model and the New Keynesian model and their connections are co-

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

vered. Finally, the models are applied to current macroeconomic topics.

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module title					Abbreviation	
Research in Finance & Accounting					12-M-SC-262-m01	
Module	e coord	inator		Module offered by		
holder ting	holder of the Chair of Business Management and Accounting			Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerequisit			Other prerequisites			
1 semester graduate						
Conten	Contents					

Research and research skills are foundational to driving business success in a world where information is abundant and constantly evolving. They provide businesses and professionals with the tools needed to navigate complexity, innovate effectively, and compete on a global scale. In today's data-driven landscape, businesses rely on thorough research to make informed decisions. Research skills enable professionals to gather, analyze, and interpret data effectively, ensuring that decisions are based on solid evidence rather than intuition. Moreover, the modern business environment is characterized by rapid change. Continuous learning, facilitated by strong research skills, helps individuals and organizations remain adaptable. These skills enable professionals to keep up with industry developments, technological advancements, and shifts in consumer behavior, ensuring that they are always equipped to respond to new challenges and opportunities. This module is designed to equip students with the skills necessary to conduct rigorous empirical research.

Outline

- Introduction to current research
- How to develop a research question
- How to conduct research
- Introduction to various data sources
- Introduction to applied research methods
- Visualizing research findings

Intended learning outcomes

Upon completion of this module, students will be able to:

- Identify and motivate a relevant research question;
- Find relevant scientific literature and interpret it with regard to a specific research question;
- Address a research question using empirical analyses.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

 $\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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

Assessment offered: In the semester in which the course is offered

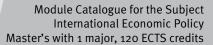
creditable for bonus

Allocation of places

Additional information

Workload

150 h





Teaching cycle Teaching cycle: after announcement Referred to in LPO I (examination regulations for teaching-degree programmes) ---



Module title	Abbreviation
Enterprise Al	12-M-EAI-262-m01

 Module coordinator
 Module offered by

 holder of the Chair of Business Informatics and AI for Enterprise
 Faculty of Management and Economics

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

Contents

Introduction to Enterprise Al

Business Requirements for AI Systems

ML Ops I: Data Engineering

ML Ops II: Obtaining Training Data ML Ops III: Data Preprocessing ML Ops IV: Feature Engineering ML Ops V: Modeling & Evaluation

ML Ops VI: Deployment

ML Ops VII: System Monitoring ML Ops VIII: Updating in Production

Instrastructure and Tools

Managing Machine Learning Teams

Intended learning outcomes

In this course, you will learn the fundamentals for developing, deploying and maintaining machine learning systems in companies (MLOps). This includes an understanding of the associated IT infrastructure as well as staffing and organizational forms for managing machine learning and data science teams.

You will refine and test your skills by practicing the theoretical concepts during exercise sessions. This includes a team project, where you and your peers will develop and deploy your own machine learning system.

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

V (2) + Ü (2)

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

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Additional information

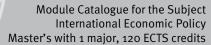
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Workload

150 h

Teaching cycle

Teaching cycle: summer semester





Referred to in LPO I (examination regulations for teaching-degree programmes)				
Module appears in				
keinem Studiengang zugeordnet				



Module title					Abbreviation	
Marketing Research					12-M-SM-262-m01	
Module	e coord	inator		Module offered by		
holder ting	holder of the Chair of Business Administration and Marketing			Faculty of 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						
Conton	Contents					

Contents

This course provides students with a comprehensive understanding of the principles and processes of conducting effective marketing research. This includes, for example, understanding latent constructs, designing data collection methods and questionnaires, and setting up experiments. In addition, students will learn techniques for data analysis and interpretation using SPSS, covering univariate, bivariate and multivariate analysis methods to derive actionable insights from the research results.

Rough course structure:

- Basics and process of marketing research
- Introduction to marketing research
- Latent constructs
- Data collection & questionnaire design
- Experimental set-up

Data analysis and interpretation

- Introduction to SPSS
- Univariate and bivariate analysis methods
- Multivariate analysis methods (various forms of regression analysis; analysis of variance; conjoint analysis; mediation analysis; structural equation modeling)

Intended learning outcomes

Through theoretical considerations as well as practical exercises and case studies, students develop the necessary skills to collect and analyze data in order to make strategic marketing decisions.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

Additional information

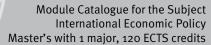
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Workload

150 h

Teaching cycle

Teaching cycle: after announcement





Referred to in LPO I (examination regulations for teaching-degree programmes)
Module appears in
keinem Studiengang zugeordnet



Module	e title		Abbreviation				
Product Innovation and Price Management					12-M-PIPM-262-m01		
Module	e coord	linator		Module offered by			
holder of the Chair of Business Administration and Marke ting			lministration and Marke-	Faculty of 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 prerequisite						
1 semester graduate							
Conten	Contents						

"Product Innovation and Price Management" explores the crucial aspects of developing innovative products and effectively managing pricing strategies in dynamic markets. Students will examine theories and practices related to product innovation, market analysis, and pricing methodologies.

Rough course structure:

Innovation management

- Fundamentals of innovation management
- Idea generation & idea concretization
- Concept definition
- Concept evaluation and selection
- Market launch of new products
- · Cross-phase approaches to managing the innovation process

Price management

- · Basics of price management
- Concepts of classical price theory
- Behavioral basics of pricing policy
- Approaches to price determination (demand-oriented, cost-oriented, competition-oriented)

Intended learning outcomes

The goal of this course is to equip students with the knowledge and skills necessary to drive innovation in product development and effectively manage pricing strategies in dynamic markets.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

 $\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 120 minutes) or

b) portfolio (approx. 50 hours total)

Language of assessment: English

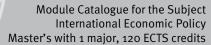
creditable for bonus

Allocation of places

Additional information

Workload

150 h





Teaching cycle
Teaching cycle: after announcement
Referred to in LPO I (examination regulations for teaching-degree programmes)

Module appears in



Module title					Abbreviation		
Case Studies on Business Taxation					12-M-FER-262-m01		
Module coordinator Module offe							
holder of the Chair of Business Management and Business Faculty o					ment and Economics		
ECTS	Meth	od of grading	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						
	culatio				German income taxation, inco- ns of foreign activities of German		
Intend	ed lear	ning outcomes					
Studen their o		pen their knowlegde	of the German tax law. Th	ey are enabled to so	olve complex tax problems on		
Course	S (type, i	number of weekly contact h	ours, language — if other than Ge	rman)			
V (2) + Module		it in: German and/or	English				
		sessment (type, scope, ble for bonus)	anguage — if other than German,	examination offered — if n	ot every semester, information on whether		
b) port Langua Assess	folio (a age of a		1)	offered			
Allocat	ion of	places					
Additio	nal inf	ormation					
Worklo	ad						

150 h Teaching cycle

Teaching cycle: winter semester

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

Module appears in



Modul	e title				Abbreviation	
Tax Ac	countir	ng			12-M-STB-262-m01	
Module coordinator				Module offered by	ı	
holder of the Chair of Business Management and Busine Taxation				Faculty of Management and Economics		
ECTS	Meth	nod of grading Only after succ. compl. of module(s)				
5	nume	rical grade				
Durati	on	Module level	Other prerequisites			
1 seme	ester	graduate				
Conte	nts					
steuer and te	gesetz, chnique	EStG). It discusses the es of income calculat	ne main reporting and val		an Income Tax Code (<i>Einkommen-</i> s well as the specific problems	
		ning outcomes	of tay accounting of com	ananios and are able	e to solve moderate to complex	
			icular of sole proprietorsh			
Course	es (type, i	number of weekly contact ho	ours, language — if other than Gei	man)		
V (2) + Modul		nt in: German and/or	English			
		sessment (type, scope, la	anguage — if other than German,	examination offered — if no	ot every semester, information on whether	
b) port Langua	folio (a	mination (approx. 60 pprox. 50 hours total ssessment: German bonus)			
Alloca	tion of	places				
Additio	onal inf	ormation				
Worklo	oad					

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module	e title			Abbreviation		
Tax-Optimized Business Organization					12-M-RFW-262-m01	
Module	coord	inator		Module offered by		
holder of the Chair of Business Management and Busines Taxation			ement and Business	Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerequi		Other prerequisites				
1 semester graduate						
<i>c</i> .						

Contents

This course deals with tax aspects of the choice and change of legal form of business activities. Static and dynamic models are used to calculate the effective tax burden from ongoing business activities but also from a-periodic measures like divestments, mergers, or changes of the legal form. Our perspective is that of an investor resident in Germany investing in incorporated and unincorporated businesses in Germany and abroad.

Intended learning outcomes

This course enables students to

- (i) analyze and evaluate the tax effects of business activities in different legal forms from an investor's perspective:
- (ii) calculate the tax burden from ongoing business activities in Germany and abroad;
- (iii) calculate the tax burden from a-periodic events like divestments, purchases, mergers, and changes of legal form.

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

 $V(2) + \ddot{U}(2)$

Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

Number of places: 12.

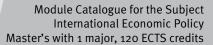
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Should the number of applications exceed the number of available places, places will be allocated as follows:

- (1) Students who already have successfully completed courses offered by the supervising chair will be given preferential consideration.
- a. Among applicants with the same number of successfully completed modules, places will be allocated according to the total number of ECTS credits achieved in the corresponding modules.
- b. When places are allocated in accordance with b) and the number of applications exceeds the number of available places, places will be allocated according to the average grade of assessments taken in the corresponding courses.
- c. Among applicants with the same average grade, places will be allocated by lot.
- (2) Any remaining places are available to students who have not yet successfully completed any courses of the supervising chair. The selection is made according to study progress (number of semesters); among applicants with the same number of semesters, places will be allocated by lot. A waiting list will be maintained and places re-allocated as they become available.

Additional information

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Workload
150 h
Teaching cycle
Teaching cycle: winter semester
Referred to in LPO I (examination regulations for teaching-degree programmes)
Module appears in



Module title					Abbreviation
Project and Change Management					12-M-PROM-262-m01
Modu	le coor	dinator		Module offered by	
	r of the	Chair of Business Manag	gement, Controlling	Faculty of Manager	nent and Economics
ECTS	Meth	nod of grading	Only after succ. con	npl. of module(s)	
5	num	erical grade			
Durati	on	Module level	Other prerequisites	;	
1 sem	ester	graduate			
Conte	nts				
well a	s poter	struments of control and ntial applications of these rning outcomes			t phases. The theoretical basis a
Initiall gemer nesse Furthe	y, stud nt. Upo s, as w rmore,	lents acquire an understa n completion of the cours ell as the application pos they gain competencies	se, they are capable o ssibilities and limitation	f analyzing and eval ons, of commonly us ancing project mana	tools as well as change mana- uating the strengths and weak- ed tools and methods in practice gement and controlling. Additio-
Cours	es (type,	to are able to apply these		<u> </u>	
V (2) + Modul		number of weekly contact hours,	language — if other than Ge	•	
	٠,			•	
Metho	le taug	number of weekly contact hours,	lish	rman)	ot every semester, information on whether

b) portfolio (approx. 50 hours total) Language of assessment: German a

Language of assessment: German and/or English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module	e title				Abbreviation	
International Taxation					12-M-IB-262-m01	
Module	e coord	inator		Module offered by		
holder of the Chair of Business Management and Business Management Andrew Management			gement and Business	Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prere			Other prerequisites			
1 semester graduate						
Camban	Contants					

Contents

The module discusses tax aspects (legal facts as well as economic effects) of cross-border business activities. Students become familiar with the principles of international taxation, relevant aspects of German income tax law, the function of double taxation treaties as well as recent developments of taxation within the European Union (mostly triggered by the Court of Justice of the European Union). The topics are introduced in the form of lectures. Complex case studies are used for an in-depth discussion of selected aspects.

Intended learning outcomes

After completion of the module students are able

- (i) to assess tax issues of cross-border business activities and develop structured solutions;
- (ii) to assess the economic effects of rules of international tax law on its own;
- (iii) systematically apply double tax treaties.

The students have knowledge of the basics of international taxation and the German international tax law. They are able to judge and to analyze, using the relevant sources of law complex, case studies on the taxation of cross-border business activities independently and to develop design proposals for the solution.

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

V (2) + Ü (2)

Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

Assessment offered: In the semester in which the course is offered

creditable for bonus

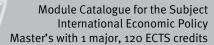
Allocation of places

Number of places: 12.

WA:

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 supervising chair will be given preferential consideration.
- a. Among applicants with the same number of successfully completed modules, places will be allocated according to the total number of ECTS credits achieved in the corresponding modules.
- b. When places are allocated in accordance with b) and the number of applications exceeds the number of available places, places will be allocated according to the average grade of assessments taken in the corresponding courses.
- c. Among applicants with the same average grade, places will be allocated by lot.
- (2) Any remaining places are available to students who have not yet successfully completed any courses of the supervising chair. The selection is made according to study progress (number of semesters); among applicants with the same number of semesters, places will be allocated by lot. A waiting list will be maintained and places re-allocated as they become available.





Additional information
Workload
150 h
Teaching cycle
Teaching cycle: summer semester
Referred to in LPO I (examination regulations for teaching-degree programmes)
Module annears in



Module title					Abbreviation	
Employment Law					12-M-AFW-262-m01	
Module coordinator				Module offered by		
Dean of the Faculty of Business Management and Economics			gement and Econo-	Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prerec			Other prerequisites			
2 semester graduate						
Conten	Contents					

Contents

Contents: employment and labour law and works constitution law incl. collective agreement law

Employment and Labour law

Legal sources of employment and labour law

Definitions, employment and labour law, employees

The employment contract

- Job application, permissible and impermissible questions in job interviews, consequences of lying, contesting the employment contract
- General Equal Treatment Act, claims for damages by applicants
- Conclusion of an employment contract, form, evidence under the Law of Proof of Substantial Conditions Applicable to the Employment Relationship
- Contents of the employment contract, company practice, overall commitment, reservation of the right of voluntariness and revocation
- General terms and conditions of business and control of terms and conditions of employment, invalid clauses and their consequences
- Limitation of the term of the employment contract, fixed term employment contracts

Rights and duties arising from the employment relationship

- Primary and secondary duties
- Employer's right to issue instructions, permissible and impermissible instructions
- · Sickness, obligations to report and provide evidence under the Continued Remuneration Act
- Secondary employment, prohibition of competition, duty of confidentiality, occupational health and safety
- · Granting of holiday leave
- Continued payment of wages in the event of illness, restrictions

Severe disability, special rights and protection against dismissal

Working hours and the Working Hours Act

The warning, formal and material requirements, consequences

Termination of employment

- Termination agreement
- Termination of employment
- Formal requirements
- Ordinary and extraordinary termination by the employer
- Behavioral termination
- Person-related (illness-related) dismissal



- Dismissal for operational reasons
- Special protection against dismissal

Works constitution law incl. collective bargaining law

Legal sources of works constitution law

Definitions, company, works council, employee

The works council and its role

- · Works council elections
- · Start, end, duration of term of office
- Legal status of members, honorary office, leave of absence, special protection against dismissal
- Entitlement for training, works council costs
- Works meetings
- General works council, group works council, youth/apprentice representation

Material co-determination of the works council, participation

- Information rights (access to gross pay roll, expert advice)
- Consultation rights (consultation before each dismissal, right to object)
- Consultation rights (involvement of the economic committee, changes in operations)

Co-determination in the narrower sense

- Rights of consent and objection (staff questionnaire, selection guidelines, recruitment, transfers)
- Refusal of consent, legal proceedings Substitution of consent

Co-determination rights

- Enforceable co-determination, conciliation board, composition, procedure, decision
- Mandatory co-determination rights of works council, e.g. regarding
- Conduct of the workplace (smoking and alcohol bans, formalized sick leave talks, occupational integration management)
- Working hours, breaks, shift and flexi-time models, overtime, short-time work
- Holidays, company holidays
- Technical equipment for monitoring (time recording, access systems, video surveillance, telephone and internet use, skills database)
- Occupational health and safety
- Social facilities (canteen, company kindergarten)
- Company wage structure, remuneration (piece rates, bonuses)
- Company changes, reconciliation of interests and social plan

Collective bargaining law

Definition, contractual and normative part, legal effect

Application of collective agreements, parties of collective agreements

Dynamic and static clauses referring to a collective agreement

Collective agreement and company agreements, blocking effect of collective agreement

Collective arbitration board in cases of compulsory works council co-determination

Intended learning outcomes

At the end of this course, students will have the following competences:



Students gain solid basic knowledge of employment and labour law, the works council and its tasks and an overview of collective agreement law. At the same time, methodically and substantively sound legal knowledge is conveyed and practical relevance is established with case studies and current case law.

By working on an exam in the form of a legal opinion, the students are taught to solve a demanding legal issue with legal problems in a given time. Within a narrow thematic field and a time-limited framework, they are able to work on a legal issue in a well-founded and largely independent manner.

Within the framework of the term paper on a judgement of the Federal Labour Court, the students deal with a concrete case and the case law of the highest German labour court. They are familiarised with the methods of legal work and are enabled to work independently in a problem-solving manner. In addition to understanding the facts of the case and the legal problems, they will focus primarily on the consequences of the judgement for their practice. Here, the legal knowledge imparted will be implemented with a practical approach and the opportunity to creatively develop their own recommendations on how to deal with the judgement. In addition, the students present the case and their own conclusions for practice. In the group discussion, the other students have the opportunity to gather further knowledge and actively participate in the exchange of opinions on current judgements and case law.

The knowledge imparted is relevant for a wide range of professional fields of activity and is especially valuable for students who will work in the field of human resources or are interested in the field of employee management.

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

S (2)

Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

25 places.

WA1:

(1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects. (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated by lot as they become available.

Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: each semester

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

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Module appears in



Module title					Abbreviation
Information Systems					12-M-IS-262-m01
Module coordinator Module offered by					I.
holder of the Chair of Information Systems Engineering			ems Engineering	Faculty of 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					
Conten	ts	-			
The co	urse pr	ovides an overview of key	strategic and opera	tional aspects of the	management of information and

information systems in organizations. The focus is on (a) enterprise systems, (b) e-business, (c) business analy-

tics and (d) enterprise Al.

Intended learning outcomes

- Understanding the value of information and information systems from a business perspective
- Be able to evaluate strategic and operational use cases for IT in the company
- · Get to know methods for the management and utilization of data
- Be able to transfer the concepts taught to practical application examples

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

V (4)

Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

creditable for bonus

Allocation of places

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Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: each semester

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

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Module appears in



Module title					Abbreviation	
Empirical International Trade					12-M-ETT-262-m01	
Module	e coord	inator		Module offered by		
	holder of the Junior Professorship of Quantitative Interr tional and Environmental Economics			Faculty of 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						
Conton	Contents					

What are the effects of regional trade agreements? How effective is the World Trade Organization in fostering international trade flows? How strong are the responses to tariff changes, such as the ones implemented in the US-China trade war? These are some examples of questions tackled in empirical international trade. Empirical research in international trade is characterized by a tight link between economic theory and econometric specifications. The course will introduce the gravity model of international trade, which is the workhorse model in empirical trade research. Based on a theoretical derivation of the model, students will learn both how to estimate the corresponding structural econometric model and how to use the model to perform counterfactual policy analyses. Using the trade gravity expression as a starting point, closely related models for example for international migration, FDI flows, or carbon emissions embodied in international trade will also be considered.

Besides the lectures, the course will also contain computer exercises in which the students will implement the different estimations and simulations themselves. At the end of the term, students will write a term paper in which they perform their own empirical investigation of a trade policy measure.

Intended learning outcomes

- knowledge of key concepts in empirical international trade
- reproduction of theoretical and econometric arguments in the recent empirical trade literature
- implementation of econometric and general equilibrium analysis on the computer
- own empirical analysis

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

 $\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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: English

creditable for bonus

Allocation of places

20 places

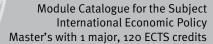
WA1:

- (1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects.
- (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedu-
- (3) A waiting list will be maintained and places re-allocated by lot as they become available.

Additional information

Workload

150 h





Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module	e title		Abbreviation				
Business Software 2: Data-driven Business Process Management and Automa-					12-M-ERP-262-m01		
tion							
Module	e coord	inator		Module offered by			
holder of the Chair of Business Management and Business Information Systems			ement and Business	Faculty of Management and Economics			
ECTS	Metho	od of grading	Only after succ. con	npl. of module(s)			
5	nume	rical grade					
Duration Module level Other prerequipment		Other prerequisites					
1 semester graduate							
Conten	Contents						

The course comprises four main parts:

- Business Process Management
- Modern Data Management
- Process Mining
- Process Automation

In addition to the lectures, students have the opportunity to engage with fundamental research papers on Business Process Management and gain practical experience by solving a case study based on real event logs.

Intended learning outcomes

The module "Business Software 2: Data-driven Business Process Management and Automation" aims to achieve the following learning outcomes:

- 1. Understanding of Business Process Management: Upon completion of the course, students will be able to articulate the fundamental theories and practical methodologies of Business Process Management. This includes the ability to analyze, redesign, and implement improved business processes both manually and using automated tools.
- 2. Application of Modern Data Management Techniques: Students will acquire competencies in modern data management practices that are essential for real-time decision-making in business contexts.
- 3. Conducting Process Mining: Students will develop skills in process mining, enabling them to extract data from event logs and analyze this information to uncover inefficiencies and opportunities within business processes. They will learn to apply process mining tools and techniques to real datasets, interpret results, and propose actionable improvements.
- 4. Implementation of Process Automation Solutions: The course equips students with the knowledge and skills to automate business processes using industry-standard automation software such as UiPath. Students will learn to identify suitable processes for automation, design automation workflows, and implement these systems to enhance operational efficiency.
- 5. Engagement in Scientific Research and Practical Application: Students will expand their academic and practical understanding by engaging with fundamental research papers in the field of Business Process Management. They will also gain practical experience through case studies and hands-on projects, allowing them to effectively apply theoretical knowledge to solve real-world problems.
- 6. Development of Professional Competencies: Throughout the course, students will develop a range of professional skills, including critical thinking, problem-solving, teamwork, and effective communication. These competencies are crucial for successful career development in Business Process Management and related fields.

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

V (2) + Ü (2)

Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

creditable for bonus



Allocation of places

50 places.

WM1:

Should the number of applications exceed the number of available places, places will be allocated as follows:

- 1) Master's students of Information Systems, Management and Economathematics 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 by lot among applicants from this group.

Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Module	e title			Abbreviation		
Business Software 1: Management and Implementation of stems				nformation Sy-	12-M-GPU-262-m01	
Module	e coord	inator		Module offered by		
	holder of the Chair of Business Management and Busines Information Systems			Faculty of Management and Economics		
ECTS	Meth	od of grading	Only after succ. con	npl. of module(s)		
5	nume	rical grade				
Duration Module level Other prere		Other prerequisites				
1 semester graduate						
Conten	Contents					

The module offers a comprehensive insight into the world of Enterprise Resource Planning (ERP) systems. ERP systems are central building blocks in modern business management and play a crucial role in the integration of business processes, data management and decision-making. This module is divided into three sections, each of which focuses on practical applications and examples in addition to theory.

- Section 1: ERP selection process with application examples of two ERP systems: The first part of the module is dedicated to the complex process of selecting a suitable ERP system for a company. Students are familiarized with proven methods and tools that are used in the evaluation of ERP systems. Using case studies, students compare two different ERP systems and apply the selection process in a real-life environment.
- Section 2: Low-code and no-code systems with application examples: In this part, students are familiarized with low-code and no-code platforms that enable the efficient development of individual ERP applications. The focus is on dealing with a specific software solution from a leading company in this field. Students learn the basics of these platforms and create their own applications in order to experience the advantages of low-code and no-code approaches in practice.
- Section 3: Customizing ERP software using the example of SAP S/4HANA: In the final part, students learn
 the basics of customizing ERP software. The focus is on the world's leading ERP system SAP S/4HANA.
 Students are enabled to adapt SAP S/4HANA to the specific requirements of a company. Practical exercises and case studies enable students to apply customizing techniques in real-life scenarios.

In addition to the theoretical information presented in the lecture, the exercises offer the opportunity to access the ERP systems and deal with the respective software in a practical way by means of extensive case studies.

Intended learning outcomes

The "Business Software 1: Management and Implementation of Information Systems" module aims to achieve the following learning outcomes:

- 1. ERP Systems Overview and Differentiation: Students gain a comprehensive understanding of various ERP systems, their architectures, and philosophies.
- 2. Integration of Business Processes: Participants learn how ERP systems map and optimize business operations
- 3. Selection and Customizing of ERP Systems: Students develop skills to evaluate, select, and adapt ERP systems to meet business needs.
- 4. Implementation of Business Processes: Students gain practical experience in independently implementing business processes in ERP and low-code/no-code platforms, and learn practical ERP customizing.

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

V (2) + Ü (2)

Module taught in: German and/or English

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 120 minutes) or
- b) portfolio (approx. 50 hours total)

Language of assessment: German and/or English

creditable for bonus



Allocation of places

50 places.

WM1:

Should the number of applications exceed the number of available places, places will be allocated as follows:

- 1) Master's students of Information Systems, Management and Economathematics 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 by lot among applicants from this group.

Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: winter semester

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

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Module appears in



Module	e title	·		Abbreviation		
Entrepreneurship in Software-Ecosystems: Start & Scale Up, Venture Capital, Private Equity, EXIT					12-M-ESE-262-m01	
Module	e coord	inator		Module offered by		
	holder of the Chair of Business Management and Business Information Systems			Faculty of 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					

This module is aimed at students of Wirtschaftsinformatik (Business Information Systems) and Wirtschaftswissenschaft (Business Management and Economics) who are interested in enterprise thinking, scaling, and software entrepreneurship. Therefore, this module focuses on the intersection of entrepreneurship, software ecosystems, and scale-up companies.

The module first provides a foundation for understanding entrepreneurship from a theoretical perspective. It covers value management, business model development, and organizational structures. This is followed by a deeper insight into the various aspects of practical business management, including daily doing, sales, financing, traction, KPIs measuring success and performance, and legal forms.

The main part of this module discusses how software-based companies can position themselves in the market and generate value through different business models and innovative strategies. Students will learn about the ecosystems of digital companies and the composition of their strategies. These strategies form the foundation for the growth of young companies, especially scale-ups. The module provides theoretical overviews, practical tools, and instruments for developing growth strategies. Various financing and exit strategies are also covered.

This module includes the following course contents, as summarized below:

- Introduction to Entrepreneurship, Digital Startup Ecosystems, and Process Models
- Value Management and Business Model Development
- Daily Doing, KPI, Traction and Project-Management
- Software Entrepreneurship: Software-based Value Chain
- Scale-Ups: Introduction, Growth, Tools and Strategies
- Exit Strategies

Intended learning outcomes

The "Entrepreneurship in Software-Ecosystems: Start & Scale Up, Venture Capital, Private Equity, EXIT" module aims to achieve the following learning outcomes:

- 1. Software-Based Business Models: Students will learn to understand software-based business models, manage daily operations, maintain traction, and implement KPI management.
- 2. Software Entrepreneurship: After completing the module, students will be able to define software entrepreneurship, analyze its ecosystems, and engage with value-enhancing strategies.
- 3. Corporate Structures and Growth: Participants will learn to build scalable structures, develop growth strategies, and practically apply scaling tools.
- 4. Exit Strategies: Students will become familiar with various exit strategies for businesses and assess their advantages and disadvantages.

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

 $V(2) + \ddot{U}(2)$

Module taught in: German and/or English

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 120 minutes) or

b)portfolio (approx. 50 hours total)

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Language of assessment: German and/or English creditable for bonus

Allocation of places

50 places (max. 10 places will be allocated to students of the supplementary course ZENTRIA) WA:

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 supervising chair will be given preferential consideration.
- a. Among applicants with the same number of successfully completed modules, places will be allocated according to the total number of ECTS credits achieved in the corresponding modules.
- b. When places are allocated in accordance with b) and the number of applications exceeds the number of available places, places will be allocated according to the average grade of assessments taken in the corresponding courses.
- c. Among applicants with the same average grade, places will be allocated by lot.
- (2) Any remaining places are available to students who have not yet successfully completed any courses of the supervising chair. The selection is made according to study progress (number of semesters); among applicants with the same number of semesters, places will be allocated by lot. A waiting list will be maintained and places re-allocated as they become available.

Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: summer semester

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

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Module appears in



Modul	Module title Abbreviation					
Topics	in Anal	ytical Tax Research			12-M-TBS-262-m01	
Modul	e coord	inator		Module offered by		
holder Taxatio		Chair of Business Manag	ement and Business	Faculty of Manager	nent 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	ıts					
• 0 • 6	courses additior courses	erves the purpose of trar taken at other German o nal courses offered on a s offered by new Chairs th the respective Chairs wi	r non-German univer: hort-term basis at are yet to be includ	ded in the FSB (subj		
Intend	ed learı	ning outcomes				
As a re	sult of a	accrediting multiple kind	s of modules, a desc	ription of acquired s	kills cannot be given.	
Course	S (type, r	umber of weekly contact hours,	anguage — if other than Ger	rman)		
V (2) +	Ü (2)					
		sessment (type, scope, langua le for bonus)	${\sf ge-if}$ other than German, ${\sf or}$	examination offered — if no	ot every semester, information on whether	
b) port Langua	folio (a	mination (approx. 60 to 1 pprox. 50 hours total) ssessment: German and bonus				
Allocat	tion of p	olaces				
Additio	onal inf	ormation				
Worklo	Workload					
150 h						
Teachi	Teaching cycle					
Teachi	Teaching cycle: no courses offered					
Referre	Referred to in LPO I (examination regulations for teaching-degree programmes)					

Module appears in



Modul	le title	"		1	Abbreviation	
Topics	in Fina	ncial Accounting			12-M-ATER-262-m01	
Module coordinator				Module offered by	I.	
holder ting	r of the	Chair of Business Manag	gement and Accoun-	Faculty of Manager	ment and Economics	
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	rical grade				
Durati	on	Module level	Other prerequisites	•		
1 seme	ester	graduate				
Conte	nts					
This is	a place	eholder module for the r	ecognition of courses	in financial account	ing.	
Intend	led lear	ning outcomes				
This is	a place	eholder module for the r	ecognition of courses	in financial account	ing.	
Course	es (type,	number of weekly contact hours	, language — if other than Ge	rman)		
V (2) +	· Ü (2)					
		sessment (type, scope, languole for bonus)	uage — if other than German,	examination offered — if no	ot every semester, information on whether	
b) port Langu	tfolio (a	mination (approx. 60 to approx. 50 hours total) assessment: German and bonus	•			
Alloca	tion of	places				
Additi	onal inf	formation				
Workle	oad					
150 h						
Teaching cycle						
Teaching cycle: after announcement						
Referred to in LPO I (examination regulations for teaching-degree programmes)						
Module appears in						
keiner	n Studi	engang zugeordnet				



Modul	Module title Abbreviation						
Intercu	ultural (Communication			12-M-IC-262-m01		
Module coordinator				Module offered by			
	,			Faculty of Managen	nent and Economics		
ECTS	Meth	od of grading	Only after succ. con	ıpl. of module(s)			
5	nume	rical grade					
Durati	on	Module level	Other prerequisites				
1 seme	ester						
Conte	nts						
Intend	ed lear	ning outcomes					
Course	es (type, i	number of weekly contact hours,	language — if other than Gei	man)			
S (2)							
Modul	e taugh	t in: English					
		sessment (type, scope, langua ole for bonus)	ge — if other than German,	examination offered — if no	ot every semester, information on whether		
Langua Assess credita	age of a sment o able for		n which the course is	offered			
Alloca	tion of	places					
Allocation of places 25 places. WA1: (1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects. (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated by lot as they become available.							
Addition	onal inf	ormation					
Workle	Workload						
150 h							
Teaching cycle							
Referred to in LPO I (examination regulations for teaching-degree programmes)							
Modul	Module appears in						



Module	Module title Abbreviation						
Testimo	onials	from tax experts		12-M-SEB-262-m01			
Module	coord	inator		Module offered by			
				Faculty of Managen	nent 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						
Conten	ts						
Intende	ed lear	ning outcomes					
Course	S (type, r	number of weekly contact hours, l	anguage — if other than Ger	rman)			
V (2) + Module		t in: German and/or Engl	ish				
		sessment (type, scope, langua le for bonus)	ge — if other than German, o	examination offered — if no	ot every semester, information on whether		
b) portf Langua	folio (a ge of a ment o	mination (approx. 60 to 1 pprox. 50 hours total) ssessment: German and, ffered: in the semester in bonus	or English	offered			
Allocat	ion of p	olaces					
Additio	nal inf	ormation					
Worklo	ad						
150 h							
Teaching cycle							
Referre	Referred to in LPO I (examination regulations for teaching-degree programmes)						
Module	appea	ars in					
keinem	keinem Studiengang zugeordnet						



Module	Module title Abbreviation						
Optimization in Practice					12-M-OIP-262-m01		
Module coordinator				Module offered by			
				<u> </u>	nent and Economics		
ECTS	Metho	d of grading	Only after succ. con				
5		ical grade					
Duratio		Module level	Other prerequisites	·			
1 seme	ster						
Conten	ts						
Intende	ed learn	ing outcomes					
Course	S (type, n	umber of weekly contact h	ours, language — if other than Ge	rman)			
V (2) +							
Module	taught	in: English					
		essment (type, scope, l e for bonus)	anguage — if other than German,	examination offered — if no	ot every semester, information on whether		
b) portf Langua	folio (ap ge of as ment of	pprox. 50 hours tota ssessment: English fered: In the semes	o to 120 minutes) or l) ter in which the course is	offered			
Allocat	ion of p	laces					
Additio	nal info	ormation					
Worklo	ad						
150 h	150 h						
Teaching cycle							
							
Referre	Referred to in LPO I (examination regulations for teaching-degree programmes)						
Module	Module appears in						
keinem	keinem Studiengang zugeordnet						



Module title					Abbreviation	
Experimental Economics					12-M-EE-262-m01	
Module coordinator				Module offered by		
holder	holder of the Chair of Labour Economics			Faculty of Management and Economics		
ECTS	Metho	od of grading	Only after succ. cor	npl. of module(s)		
5	nume	rical grade				
Duratio	Duration Module level Ot		Other prerequisites	Other prerequisites		
1 semester graduate						
Conter	Contents					

Aim and outline of the course:

The Nobel Prizes for Daniel Kahneman and Vernon Smith 2002 and for Richard Thaler 2017 have underlined the increasing importance of experimental methods in economics. Experimental methods are used to collect data using randomization or a highly controlled environment. This course offers an introduction to the methodology of experimental economics and economic laboratory experiments.

In the methodology part it is shown why experiments are a good tool to generate scientific knowledge. Furthermore, widely used techniques in economic experiments are explained and how economic experiments differ from experiments in other social sciences. This part also deals with methods of reasoning, i.e. how inferences can be drawn from evidence that is generated by experiments.

The unifying theme of all laboratory experiments that will be covered is, understanding the behavior of agents, who produce and/or distribute goods by interacting with each other. The first topic is about markets and it includes experiments that shown under which conditions and institutions markets work very efficient and under which conditions and institutions they fail to yield a desirable outcome. The second topic includes experiments that look at the behavior of two agents, who bargain about the distribution of a common pie. On the basis of these results we will discuss experiments that try to explain bargaining behavior and show how agents deviate systematically from the neoclassical framework, i.e. the "homo oeconomicus". The third topic deals with cooperation and institutions that support cooperation in the long run as equilibrium. Further, systematic evidence will be presented on how individuals can be classified in different cooperative types and how these types can explain economic outcomes in natural environments. The forth topic concerns reciprocity, a strong determining factor of human behavior that is nearly universal. We will cover experiments that show how reciprocity can enforce relational contracts in the absence of third party enforcement. Moreover, there will be a special emphasis on how reciprocity affects labor markets.

When time permits up to two additional topics will be covered. The first topic is about gender differences in competitiveness, risk-aversion and overconfidence. The second topic is about the elicitation of social norms.

Prerequisites: Participants should have a basic knowledge about microeconomics, game theory and econometrics.

Literature:

The course will be mainly paper based but the following books provide a good overview and complement the discussed papers.

- Dhami, S. (2016). The Foundations of Behavioral Economic Analysis. Oxford University Press.
- Guala, F. (2005). The Methodology of Experimental Economics. Cambridge University Press

In addition lecture slides will be provided.

Intended learning outcomes

The aim of the course is to familiarize students with the methodology experimental economics. Further, students will be enabled to understand how causal evidence can be obtained using controlled variation and how to generalize from results that are derived in artificial laboratory setting to more natural environments. Moreover, the

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(2026)	cord Master (120 ECTS) International Economic Policy - 2026	



course shall deepen students' understanding of human decision making in multi-agent settings and to make them aware of systematic heterogeneous human behavior in the production and distribution of goods.

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

 $V(2) + \ddot{U}(2)$

Module taught in: English

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 120 minutes) or

b) portfolio (approx. 50 hours)

Language of assessment: English

Assessment offered: In the semester in which the course is offered

creditable for bonus

Allocation of places

30 places.

WA1:

(1) Should the number of applications exceed the number of available places, places will be allocated by lot among all applicants irrespective of their subjects. (2) Places on all courses of the module with a restricted number of places will be allocated in the same procedure. (3) A waiting list will be maintained and places re-allocated by lot as they become available.

Additional information

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Workload

150 h

Teaching cycle

Teaching cycle: after announcement

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

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Module appears in



Thesis

(30 ECTS credits)



Module	e title				Abbreviation	
Master Thesis International Economics Policy 12-M-THV-262-mo1						
Module	e coord	inator		Module offered by	L	
Dean o mics	f the Fa	aculty of Business Ma	nagement and Econo-	Faculty of Manager	ment and Economics	
ECTS	Meth	od of grading	Only after succ. cor	npl. of module(s)		
30	nume	rical grade				
Duratio	n	Module level	Other prerequisites			
1 seme	ster	graduate			letion of module 12-M-SMIEP ic-specific modules as specified	
Conten	ts					
knowle take th often th	dge the e form ne case	ey have acquired and of an analysis and stee, also include a pres	adhering to the principl ructured presentation of	es of good scientific the existing literatu own original achiev	drawing on the subject-specific practice. This thesis may either re on a certain topic or may, as is ements, e.g. new algorithms de-	
Intend	ed lear	ning outcomes				
probler nal scie fession	n withi entific s al prac cognize	n a specified period a standards in writing. tice, critically analyz	autonomously and to do Students are able to und e and assess the relevan	cument the results in erstand relevant cor ce to their own spec	pased work to solve a particular in accordance with the professiontributions to research and procific questions. They can assess refore also the need to retrain	
Course	S (type, r	number of weekly contact ho	ours, language — if other than Ge	rman)		
No cou	rses as	signed to module				
		sessment (type, scope, la ble for bonus)	inguage — if other than German,	examination offered — if n	ot every semester, information on whether	
Langua	ge of a	is (60 to 80 pages) ssessment: English ffered: ongoing, afte	r consultation with super	visor and registratio	on	
Allocat	ion of _I	places				
Additional information						
Time to complete: 6 months						
Workload						
900 h						
Teaching cycle						
Teaching cycle: each semester						

keinem Studiengang zugeordnet

Module appears in

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