

## Annex SFB

### Studienfachbeschreibung (subject description, SFB) for the subject **Management International as a Master's with 1 major with the degree "Master of Science" (120 ECTS credits)**

Responsible: Faculty of Management and Economics

Examination regulations version: 2024

Abbreviations used: Course types: **E** = field trip, **K** = colloquium, **O** = conversatorium, **P** = placement/lab course, **R** = project, **S** = seminar, **T** = tutorial, **Ü** = exercise, **V** = 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 for the modules in this SFB: Unless otherwise stated, courses and assessments will be held in German, assessments will be offered every semester and modules are not creditable for bonus.

Information on assessment procedures: 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 a 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:

**ASPO2015**

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

**22-Nov-2023 (2023-92)**

**11-Dec-2024 (2024-103)**

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.

Every module will be described using the following form:

Abbreviation	<b>Module title</b>						
	ECTS		Duration	(in semesters)	Method of grading		Module level
	Courses		To be specified in the form X (y) with course type X abbreviated as specified above and number of weekly contact hours y				
	Method of assessment						
	Only after successful completion of		if applicable				
	Other prerequisites		if applicable				
	Participants and allocation of places		if applicable				
	Additional information		if applicable				
	Referred to in LPO I		if applicable (examination regulations for teaching-degree programmes)				

Compulsory core electives 1: Core (60 ECTS credits)							
Management (20 ECTS credits)							
12-M-UA-242-m01	<b>Financial Analysis</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level   graduate
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	written examination (approx. 60 to 120 minutes) Language of assessment: English creditable for bonus					
12-M-SM-242-m01	<b>Marketing Research</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level   graduate
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) Language of assessment: English creditable for bonus					
12-M-UGF2-182-m01	<b>Corporate Strategy</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level   graduate
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) or c) oral examination of one candidate each (approx. 10 to 15 minutes) or oral examination in groups (groups of 2 approx. 20 minutes, groups of 3 approx. 30 minutes) Language of assessment: English					
12-M-AOLM-182-m01	<b>Advanced Operations &amp; Logistics Management</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level   graduate
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	a) written examination (approx. 60 minutes) or b) term paper (approx. 15 to 20 pages) Language of assessment: English creditable for bonus					

12-M-HRM-242-mo1	<b>Human Resource Management and Industrial Relations</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: English						
12-M-STM1-242-mo1	<b>Selected Topics in Management 1</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) or c) presentation (30 to 45 minutes) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						
12-M-STM2-242-mo1	<b>Selected Topics in Management 2</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) or c) presentation (30 to 45 minutes) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						
<b>Economics (15 ECTS credits)</b>								
12-M-SDC-182-mo1	<b>Strategic Decisions and Competition</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) Language of assessment: English creditable for bonus						

12-M-BEC-222-mo1	<b>Behavioral Economics</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 minutes) or b) term paper (15 pages) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						
12-M-AO-222-mo1	<b>Incentives in Organizations</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: English						
12-M-OEDT-231-mo1	<b>Organizational Economics and Digital Transformation</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: English creditable for bonus						
12-M-ITMF-242-mo1	<b>International Trade and the Multinational Firm</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 90 minutes) or b) term paper (approx. 15 pages) or c) portfolio (approx. 50 hours) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						

12-M-EG1-242-m01	<b>Monetary Policy and the Financial System</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: English creditable for bonus						
12-M-STE-242-m01	<b>Selected Topics in Economics</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) or c) presentation (30 to 45 minutes) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						
<b>Data Analytics (15 ECTS credits)</b>								
12-M-BI-242-m01	<b>Analytical Information Systems</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	written examination (approx. 60 minutes) Language of assessment: English creditable for bonus						
12-M-DSS-242-m01	<b>Decision Support Systems</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 minutes) or b) oral examination (one candidate each: approx. 10 to 15 minutes, groups of 2: approx. 20 minutes, groups of 3: approx. 30 minutes) Language of assessment: English creditable for bonus						

12-M-TDS-242-mo1	<b>Applied Data Analysis and Machine Learning</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						
12-M-PEM-242-mo1	<b>Policy and Management Evaluation Methods</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: English creditable for bonus						
12-M-OE1-242-mo1	<b>Econometrics 1</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: English creditable for bonus						
12-M-STDA-242-mo1	<b>Selected Topics in Data Analytics</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) or c) presentation (30 to 45 minutes) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						

Research & Communication (10 ECTS credits)							
12-M-BUC-242-mo1	<b>Communication in Business and Economics</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level   graduate
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	written examination (approx. 60 minutes) Language of assessment: English creditable for bonus					
12-M-SC-242-mo1	<b>Research in Management</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level   graduate
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	term paper (approx. 15 pages) and presentation (approx. 15 minutes) (weighted 2:1) Language of assessment: English creditable for bonus					
42-ENG-C1-BUS-A-241-mo1	<b>English C1 - Business course A</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level   undergraduate
	Courses	Ü (3)					
	Method of assessment	b) written examination (approx. 60 to 90 minutes) and oral assessment (5 to 10 minutes, e. g. contribution to the discussion, group presentation) weighted 3:1 or c) 2 to 5 assessments (4 to 10 pages and 5 to 15 minutes): Assessments may take a written or an oral form or a combination of these two forms. The number and type of assessments will be specified by the lecturer at the beginning of the course. Examples of oral forms of assessment include but are not limited to short presentations, presentations and contributions to the discussion. Examples of written forms of assessment include but are not limited to text production as well as listening and reading exercises. The total scope/length of oral and/or written assessments will be announced in class. The specified types of examinations a), b) and c) can also be used as electronic distance examinations in accordance with Section 1, Paragraph 5 of the Framework Regulations for conducting electronic distance examinations, online exams or other examination formats as an alternative or replacement for face-to-face examinations in connection with the regulations of these framework regulations, in particular Section 3 (4). The lecturer announces the exam format at the beginning of the course. Language of assessment: English Assessment offered: In the semester in which the course is offered					
	other prerequisites	Required level of language proficiency: B2.2					
	Participants and allocation of places	min. 5, max. 25 places In the event that the number of applications exceeds the number of available places, the number of places available will be allocated as follows: 1. The allocation of the available places takes place after the drawing of lots. 2. Spaces that are subsequently vacated will be raffled in the follow-up procedure. In an online course format, the number of participants is limited to a maximum of 20.					
	Additional Information	module comprises approx. 30 hours of independent study.					



42-ENG-C1-BUS-B-241-m01	<b>English C1 - Business course B</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	undergraduate
	Courses	Ü (3)						
	Method of assessment	<p>b) written examination (approx. 60 to 90 minutes) and oral assessment (5 to 10 minutes, e. g. contribution to the discussion, group presentation) weighted 3:1 or</p> <p>c) 2 to 5 assessments (4 to 10 pages and 5 to 15 minutes): Assessments may take a written or an oral form or a combination of these two forms. The number and type of assessments will be specified by the lecturer at the beginning of the course. Examples of oral forms of assessment include but are not limited to short presentations, presentations and contributions to the discussion. Examples of written forms of assessment include but are not limited to text production as well as listening and reading exercises. The total scope/length of oral and/or written assessments will be announced in class.</p> <p>The specified types of examinations a), b) and c) can also be used as electronic distance examinations in accordance with Section 1, Paragraph 5 of the Framework Regulations for conducting electronic distance examinations, online exams or other examination formats as an alternative or replacement for face-to-face examinations in connection with the regulations of these framework regulations, in particular Section 3 (4). The lecturer announces the exam format at the beginning of the course.</p> <p>Language of assessment: English</p> <p>Assessment offered: In the semester in which the course is offered</p>						
	other prerequisites	Required level of language proficiency: B2.2						
	Participants and allocation of places	<p>min. 5, max. 25 places</p> <p>In the event that the number of applications exceeds the number of available places, the number of places available will be allocated as follows:</p> <ol style="list-style-type: none"> <li>1. The allocation of the available places takes place after the drawing of lots.</li> <li>2. Spaces that are subsequently vacated will be raffled in the follow-up procedure.</li> </ol> <p>In an online course format, the number of participants is limited to a maximum of 20.</p>						
Additional Information	module comprises approx. 30 hours of independent study.							

42-DaF-A1-241-mo1	<b>DaF A1</b>							
	ECTS	8	Duration	1 semester	Method of grading	numerical grade	Modul level	undergraduate
	Courses	Ü (6)						
	Method of assessment	<p>a) written examination (approx. 90 minutes) or  b) written examination (approx. 60 to 90 minutes) and oral assessment (5 to 10 minutes, e. g. contribution to the discussion, group presentation) weighted 3:1 or  c) 2 to 5 assessments (5 to 10 pages): Assessments may take a written or an oral form or a combination of these two forms. The number and type of assessments will be specified by the lecturer at the beginning of the course. Examples of oral forms of assessment include but are not limited to short presentations, presentations and contributions to the discussion. Examples of written forms of assessment include but are not limited to text production as well as listening and reading exercises. The total scope/length of oral and/or written assessments will be announced in class.  The specified types of examinations a), b) and c) can also be used as electronic distance examinations in accordance with Section 1, Paragraph 5 of the Framework Regulations for conducting electronic distance examinations, online exams or other examination formats as an alternative or replacement for face-to-face examinations in connection with the regulations of these framework regulations, in particular Section 3 (4). The lecturer announces the exam format at the beginning of the course.  Assessment offered: In the semester in which the course is offered</p>						
Participants and allocation of places	<p>min. 5, max. 25 places  In the event that the number of applications exceeds the number of available places, the number of places available will be allocated as follows:  1. The allocation of the available places takes place after the drawing of lots.  2. Spaces that are subsequently vacated will be raffled in the follow-up procedure.  In an online course format, the number of participants is limited to a maximum of 20.</p>							

42-DaF-A2-241-mo1	<b>DaF A2</b>							
	ECTS	8	Duration	1 semester	Method of grading	numerical grade	Modul level	undergraduate
	Courses		Ü (6)					
	Method of assessment		<p>a) written examination (approx. 90 minutes) or  b) written examination (approx. 60 to 90 minutes) and oral assessment (5 to 10 minutes, e. g. contribution to the discussion, group presentation) weighted 3:1 or  c) 2 to 5 assessments (5 to 10 pages): Assessments may take a written or an oral form or a combination of these two forms. The number and type of assessments will be specified by the lecturer at the beginning of the course. Examples of oral forms of assessment include but are not limited to short presentations, presentations and contributions to the discussion. Examples of written forms of assessment include but are not limited to text production as well as listening and reading exercises. The total scope/length of oral and/or written assessments will be announced in class.  The specified types of examinations a), b) and c) can also be used as electronic distance examinations in accordance with Section 1, Paragraph 5 of the Framework Regulations for conducting electronic distance examinations, online exams or other examination formats as an alternative or replacement for face-to-face examinations in connection with the regulations of these framework regulations, in particular Section 3 (4). The lecturer announces the exam format at the beginning of the course.  Assessment offered: In the semester in which the course is offered</p>					
	other prerequisites		Required level of language proficiency: A1 or A1.2					
Participants and allocation of places		min. 5, max. 25 places In the event that the number of applications exceeds the number of available places, the number of places available will be allocated as follows: 1. The allocation of the available places takes place after the drawing of lots. 2. Spaces that are subsequently vacated will be raffled in the follow-up procedure. In an online course format, the number of participants is limited to a maximum of 20.						
12-M-STC-242-mo1	<b>Selected Topics in Research &amp; Communication</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses		V (2) + Ü (2) Module taught in: English					
	Method of assessment		<p>a) written examination (approx. 60 to 120 minutes) or  b) term paper (15 to 20 pages) or  c) presentation (30 to 45 minutes)  Language of assessment: English  Assessment offered: In the semester in which the course is offered  creditable for bonus</p>					

Compulsory core electives 2: Track (30 ECTS credits)							
Track 1: Finance & Accounting (30 ECTS credits)							
Core Electives (20 ECTS credits)							
12-M-GA-242-m01	<b>Group Accounting</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level   graduate
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	written examination (approx. 90 minutes) Language of assessment: English creditable for bonus					
12-M-AFA-242-m01	<b>Advanced Financial Accounting</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level   graduate
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	written examination (approx. 60 minutes) Language of assessment: English creditable for bonus					
12-M-RE- KA-242-m01	<b>Accounting and Capital Markets</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level   graduate
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: English creditable for bonus					
12-M-SP-242-m01	<b>Tax Planning</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level   graduate
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) Language of assessment: English creditable for bonus					

12-M-CF2-242-mo1	<b>Portfolio and Capital Market Theory</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 90 minutes) or b) term paper (approx. 15 pages) Language of assessment: English creditable for bonus						
12-M-TFA1-242-mo1	<b>Topics in Finance &amp; Accounting 1</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) or c) presentation (30 to 45 minutes) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						
12-M-TFA2-242-mo1	<b>Topics in Finance &amp; Accounting 2</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) or c) presentation (30 to 45 minutes) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						
<b>Seminar (10 ECTS credits)</b>								
12-M-AS-FA-242-mo1	<b>Advanced Seminar: Finance &amp; Accounting</b>							
	ECTS	10	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	S (2) Module taught in: English						
	Method of assessment	term paper (approx. 20 to 25 pages) and presentation (approx. 20 minutes) (weighted 2:1) Language of assessment: English						

Track 2: Operations & Information Management (30 ECTS credits)							
Core Electives (20 ECTS credits)							
12-M-GL-SC-182-m01	<b>Global Logistics &amp; Supply Chain Management</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level   graduate
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	a) written examination (approx. 60 minutes) or b) term paper (approx. 15 to 20 pages) Language of assessment: English creditable for bonus					
12-M-SMGS-242-m01	<b>Strategic Management of Global Supply Chains</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level   graduate
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	written examination (approx. 60 minutes) Language of assessment: English creditable for bonus					
12-M-EAI-242-m01	<b>Enterprise AI</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level   graduate
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) or c) oral examination of one candidate each (approx. 20 minutes) or d) portfolio (approx. 50 hours) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus					
	Participants and 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 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.					

12-M-ATDS-242-mo1	<b>Topics in Data Science</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 minutes) or b) term paper (approx. 15 pages) or c) portfolio (approx. 50 hours) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						
Participants and 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 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.							
12-M-SCC-242-mo1	<b>Seminar: Supply Chain Competition</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	S (2) Module taught in: English						
	Method of assessment	term paper (approx. 15 to 20 pages) and presentation (approx. 10 minutes); (weighted 2:1) Language of assessment: English Assessment offered: Once a year, winter semester						
Participants and 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.							

12-M-MUS-242-mo1	<b>Mobile and Ubiquitous Business</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 minutes) or b) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) Language of assessment: English creditable for bonus						
12-M-ITM-242-mo1	<b>IT-Management</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 minutes) or b) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) Language of assessment: English creditable for bonus						
12-M-IBS-242-mo1	<b>E-Business Strategies</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 minutes) or b) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) Language of assessment: English creditable for bonus						
12-TOF1-242-mo1	<b>Topics in Operations &amp; Information Management 1</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	undergraduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) or c) presentation (30 to 45 minutes) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						



12-TOF2-242-m01	<b>Topics in Operations &amp; Information Management 2</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	undergraduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) or c) presentation (30 to 45 minutes) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						
<b>Seminar (10 ECTS credits)</b>								
12-M-ASOI-242-m01	<b>Advanced Seminar: Operations &amp; Information Management</b>							
	ECTS	10	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	S (2) Module taught in: English						
	Method of assessment	term paper (approx. 20 to 25 pages) and presentation (approx. 20 minutes) (weighted 2:1) Language of assessment: English						
<b>Track 3: Marketing &amp; Entrepreneurship (30 ECTS credits)</b>								
<b>Core Electives (20 ECTS credits)</b>								
12-M-IMM-242-m01	<b>Sales and Communications Management</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) Language of assessment: English creditable for bonus						
12-M-PIPM-242-m01	<b>Product Innovation and Price Management</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) Language of assessment: English creditable for bonus						

12-M-UGF1-242-mo1	<b>Corporate Entrepreneurship and Innovation</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) or c) oral examination of one candidate each (approx. 10 to 15 minutes) or oral examination in groups (groups of 2 approx. 20 minutes, groups of 3 approx. 30 minutes) Language of assessment: English						
12-M-UGF3-242-mo1	<b>Digital Entrepreneurship and Digital Transformation</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) or c) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) Language of assessment: English						
12-M-MA-242-mo1	<b>Marketing Analytics</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) Language of assessment: English creditable for bonus						
12-M-IBS-242-mo1	<b>E-Business Strategies</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 minutes) or b) oral examination (one candidate each: approx. 10 to 15 minutes; groups of 2: approx. 20 minutes; groups of 3: approx. 30 minutes) Language of assessment: English creditable for bonus						

12-M-TME1-242-mo1	<b>Topics in Marketing &amp; Entrepreneurship 1</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) or c) presentation (30 to 45 minutes) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						
12-M-TME2-242-mo1	<b>Topics in Marketing &amp; Entrepreneurship 2</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) term paper (15 to 20 pages) or c) presentation (30 to 45 minutes) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						
<b>Seminar (10 ECTS credits)</b>								
12-M-AS- ME-242-mo1	<b>Advanced Seminar: Marketing &amp; Entrepreneurship</b>							
	ECTS	10	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	S (2) Module taught in: English						
	Method of assessment	term paper (approx. 20 to 25 pages) and presentation (approx. 20 minutes) (weighted 2:1) Language of assessment: English						
<b>Thesis (30 ECTS credits)</b>								
12-M-MT- MI-242-mo1	<b>Master-Thesis Management International</b>							
	ECTS	30	Duration	1 semester	Method of grading	numerical grade	Modul level	graduate
	Courses	No courses assigned to module						
	Method of assessment	Master's thesis (approx. 60 to 80 pages) Language of assessment: English Assessment offered: Ongoing, after consultation with supervisor and registration						
	Additional Information	Time to complete: 6 months						