

## 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: 2026

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)):

**??-??-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.

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 (25 ECTS credits)								
12-M-UA-262-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	a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-EF-262-m01	<b>Entrepreneurship Fundamentals</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-IMM-262-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) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-IBS-262-m01	<b>Digital 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) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						

12-M-AOLM-262-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 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-HRM-262-m01	<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 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-EIFM-262-m01	<b>Efficiently Inefficient Financial Markets</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-STM1-262-m01	<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) portfolio (approx. 50 hours total) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						

Economics (10 ECTS credits)							
12-M-SDC-262-m01	<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) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus					
12-M-AO-262-m01	<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 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus					
12-M-OEDT-262-m01	<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 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					
12-M-ITMF-262-m01	<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 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					

12-M-EG1-262-mo1	<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 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						
12-M-ETT-262-mo1	<b>Empirical International Trade</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) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
Participants and allocation of places	20 places WA <sub>1</sub> : (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.							
12-M-STE-262-mo1	<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) portfolio (approx. 50 hours total) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						
<b>Data Analytics (10 ECTS credits)</b>								
12-M-BI-262-mo1	<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	a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						

12-M-PEM-262-m01	<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 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-OE1-262-m01	<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 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-OE2-262-m01	<b>Econometrics 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) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-STDA-262-m01	<b>Selected Topics in Business 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) portfolio (approx. 50 hours total) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						

Career Development (10 ECTS credits)							
12-M-IC-262-m01	<b>Intercultural Communication</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level
	Courses	S (2) Module taught in: English					
	Method of assessment	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					
	Participants and 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.					
12-M-CEN-262-m01	<b>Corporate Engagement</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level
	Courses	S (2) Module taught in: English					
	Method of assessment	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					
	Participants and 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.					
12-M-STC-262-m01	<b>Selected Topics in Career Development</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	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					

Career Development (5 ECTS credits)							
12-M-RBE-262-mo1	<b>Research in Behavioral Economics</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	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					
12-M-SC-262-mo1	<b>Research in Finance &amp; 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	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					
12-M-SM-262-mo1	<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) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus					
12-M-STR-262-mo1	<b>Selected Topics in Research</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	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					

Compulsory core electives 2: Track (30 ECTS credits)							
Track 1: Finance & Accounting (30 ECTS credits)							
Core Electives (20 ECTS credits)							
12-M-GA-262-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	a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus					
12-M-AFA-262-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	a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus					
12-M-RE- KA-262-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 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus					
12-M-SP-262-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 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus					

12-M-CF2-262-m01	<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 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-EBF-262-m01	<b>Empirical Banking and Finance</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-BR-262-m01	<b>Banking and Regulation</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-TFA1-262-m01	<b>Selected 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) portfolio (approx. 50 hours total) Language of assessment: English Assessment offered: In the semester in which the course is offered creditable for bonus						

Seminar (10 ECTS credits)							
12-M-AS-FA-262-m01	<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	portfolio (100 to 150 hours total) Language of assessment: English					
	other prerequisites	Successfully completing a module from the "Research" sub-area of the elective subject area I is strongly recommended.					
Track 2: Operations & Information Management (30 ECTS credits)							
Core Electives (20 ECTS credits)							
12-M-GL-SC-262-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 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus					
	12-M-SMGS-262-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	a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-EAI-262-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 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					

12-M-ATDS-262-m01	<b>Practical 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 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						
Participants and allocation of places	Number of places: 35. 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.							

12-M-SCC-262-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	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						
Participants and 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 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-262-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 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-DSS-262-mo1	<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 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						

12-M-OIP-262-mo1	<b>Optimization in Practice</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	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						
12-M-TOF1-262-mo1	<b>Selected Topics in Operations &amp; Information Management 1</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	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						
<b>Seminar (10 ECTS credits)</b>								
12-M-ASOI-262-mo1	<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	portfolio (100 to 150 hours total) Language of assessment: English						
other prerequisites	Successfully completing a module from the "Research" sub-area of the elective subject area I is strongly recommended.							
<b>Track 3: Marketing &amp; Entrepreneurship (30 ECTS credits)</b>								
<b>Core Electives (20 ECTS credits)</b>								
12-M-UGF1-262-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) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						

12-M-UGF2-262-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) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-UGF3-262-m01	<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) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-MA-262-m01	<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) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-BUC-262-m01	<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	a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						

12-M-EC1-262-m01	<b>E-Commerce</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) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
Participants and 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.							
12-M-TME1-262-m01	<b>Selected 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) portfolio (approx. 50 hours total) 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-262-m01	<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	portfolio (100 to 150 hours total) Language of assessment: English						
	other prerequisites	Successfully completing a module from the "Research" sub-area of the elective subject area I is strongly recommended						

Track 4: Behavioral Economics (30 ECTS credits)							
Core Electives (20 ECTS credits)							
12-M-TE-262-mo1	<b>Applied Topics in Data Science 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	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					
Participants and 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.						
12-M-BEC-262-mo1	<b>Behavioral Economics: Foundations</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) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus					
12-M-BEA-262-mo1	<b>Behavioral Economics: Applications</b>						
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level
	Courses	V (2) + Ü (2) Module taught in: English					
	Method of assessment	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					

12-M-CT-262-mo1	<b>Contract 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 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
12-M-EE-262-mo1	<b>Experimental 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) 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	30 places. WA <sub>1</sub> : (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.						
12-M-TDS-262-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 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						
12-M-TBEC1-262-mo1	<b>Selected Topics in Behavioral Economics 1</b>							
	ECTS	5	Duration	1 semester	Method of grading	numerical grade	Modul level	
	Courses	V (2) + Ü (2) Module taught in: English						
	Method of assessment	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						

Seminar (10 ECTS credits)								
12-M-AS- BE-262-m01	<b>Advanced Seminar: Behavioral Economics</b>							
	ECTS	10	Duration	1 semester	Method of grading	numerical grade	Modul level	
	Courses	S (2) Module taught in: English						
	Method of assessment	portfolio (100 to 150 hours total) Language of assessment: English						
	other prerequisites	Successfully completing a module from the "Research" sub-area of the elective subject area I is strongly recommended						
Thesis (30 ECTS credits)								
12-M-MT- MI-262-m01	<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 (60 to 80 pages) Language of assessment: English Assessment offered: Ongoing, after consultation with supervisor and registration						
	other prerequisites	Highly recommended: Successful completion of module 12-M-ASFA or 12-M-ASOI or 12-M-ASME or 12-M-ASBE (seminars from the tracks). If necessary, topic-specific modules as determined by the supervisor.						
Additional Information	Time to complete: 6 months							