

## 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	Module title						
	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	Financial Analysis							
	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	Entrepreneurship Fundamentals							
	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	Sales and Communications Management							
	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	Digital Strategy							
	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	Advanced Operations & Logistics Management							
	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	Human Resource Management and Industrial Relations							
	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	Efficiently Inefficient Financial Markets							
	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	Selected Topics in Management 1							
	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	Strategic Decisions and Competition							
	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	Incentives in Organizations							
	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	Organizational Economics and Digital Transformation							
	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	International Trade and the Multinational Firm							
	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-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 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-m01	<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 allo- cation 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 appli- cants 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-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) 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-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	a) written examination (approx. 60 to 120 minutes) or b) portfolio (approx. 50 hours total) Language of assessment: English creditable for bonus						
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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	Intercultural Communication						
	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 allo- cation 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 appli- cants 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	Corporate Engagement						
	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					
12-M-STC-262-m01	Selected Topics in Career Development						
	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-m01	Research in Behavioral Economics						
	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-m01	Research in Finance & Accounting						
	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-SM-262-m01	Marketing Research						
	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-STR-262-m01	Selected Topics in Research						
	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	Group Accounting							
	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	Advanced Financial Accounting							
	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	Accounting and Capital Markets							
	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	Tax Planning							
	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-mo1	Portfolio and Capital Market Theory							
	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-mo1	Empirical Banking and Finance							
	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-mo1	Banking and Regulation							
	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-mo1	Selected Topics in Finance & Accounting 1							
	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	Advanced Seminar: Finance & Accounting							
	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 theelective 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	Global Logistics & Supply Chain Management							
	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	Strategic Management of Global Supply Chains							
	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	Enterprise AI							
	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	Practical Data Science							
	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	Seminar: Supply Chain Competition							
	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	Mobile and Ubiquitous Business							
	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	Decision Support Systems							
	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-m01	Optimization in Practice							
	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-m01	Selected Topics in Operations & Information Management 1							
	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-ASOI-262-m01	Advanced Seminar: Operations & Information Management							
	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 3: Marketing & Entrepreneurship (30 ECTS credits)								
Core Electives (20 ECTS credits)								
12-M-UGF1-262-m01	Corporate Entrepreneurship and Innovation							
	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-mo1	<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-mo1	<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-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	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-m01	Applied Topics in Data Science in Business and Economics							
	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-m01	Behavioral Economics: Foundations							
	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-m01	Behavioral Economics: Applications							
	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 allo- cation 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 appli- cants 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-mo1	Advanced Seminar: Behavioral Economics							
	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-mo1	Master-Thesis Management International							
	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					