

Hochschule für Technik Stuttgart

University of Applied Sciences

School of Business

Master's Degree Program

International Modules

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<http://www.stuttgart-business-school.de/>

1. Internationalization – Facts

Stuttgart University of Applied Sciences

- More than 70 partner universities from around the world
- About 180 incoming international students each year
- International Students Office, responsible for advising and guiding incoming international students throughout their stay
- In 2010, more than 210 students of our university decided to study or intern abroad. 30 % of them belong to the HFT – School of Business.

Graduate Program General Management School of Business @ Stuttgart University of Applied Sciences

- Start: Fall Term / once a year
- Duration of study: 2 years
- Study Programs with a distinct international focus, e.g. by:
 - Various International Modules offered as part of the curriculum
 - Intensive Foreign Language education, mandatory for each student:
 - Selectable languages: English, Spanish, Chinese
 - Courses that are exclusively focusing on cultural and regional issues, including political and economic peculiarities of particular regions
 - Opportunity to complete the compulsory internship abroad
 - Partner universities around the globe
- Degree: Master of Arts

2. International Modules for Incoming Students

As part of our Master's Degree (M.A.) in General Management we are able to offer the following modules for our international exchange students. The teaching language and the language of the examination for most graduates modules is English. All of these modules are part of the regular graduate program and will be offered as joint classes for national and international students.

In Case lecture language is German we are offering International Tutorials for the incoming students with an English examination. In case of bilingual teaching there will be support material in English and the examination for the international students will be in English.

All exchange students will be able to complete one academic semester in the Master Program.



All Study Programs have been accredited by FIBAA (Foundation for International Business Administration Accreditation). The QM-System has been certified by TÜV according to DIN EN ISO 9001.

International Modules General Management

Contents: English Classes

Modul#	Subject	Credits	Semester		Credit-Fall	Credit-Spring
9001	Business Information Systems	6		Spring		6
9002	International Management (Doing Business in Europe)	5	Fall		5	
9003	Strategic Management	5		Spring		5
9005	Human Resource Management	5		Spring		5
9008	Financial Accounting and Taxation	5		Spring		5
9009	Management Accounting	5	Fall		5	
9010	Finance	5	Fall		5	
9015	International Business Culture & Leadership	8	Fall	Spring	8	8
	Intercultural Business Skills	4		Spring (July)		
	Leadership	4	Fall (February)			
	Change Management	4		Spring		
9012	1121 Business English I	3	Fall		3	
	2121 Business English II	3		Spring		3
	Application Coaching	2	Fall	Spring	2	2
9016	3142 Internship (own search)	16	Fall	Spring	16	16
	3141 Colloquium	4	Fall	Spring	4	4
	German Language A1.1&A1.2	5	Fall	Spring	5	5

Total Credits	53	59
w/o Internship	33	39

Please find detailed descriptions of the above [modules on pages 6 – 31](#).

German Language Modules

Contents: German Language Modules

Module	Type	Level	Credit Points	Term
Beginners Basic German / Basis-Deutsch A1	4 weeks, Intensive	A1	3	Fall and Spring
Beginners Basic German / Basis-Deutsch A2	4 weeks, Intensive	A2	3	Fall and Spring
Beginners Basic German / Basis-Deutsch A2	weekly	A2	2	Fall and Spring
Intermediate German / Deutsch B1	weekly	B1	2	Fall and Spring

* CEFR = Common European Framework of Reference for Languages

Further Details see Offerings of HFT International Office

http://www.hft-stuttgart.de/International/Incoming/German_course/

Module: 9001 Economics and Business Information Systems		ECTS-CPs 6
Module Responsibility:	Prof. Dr. Georg Hauer	
Lecturers:	Prof. Dr. Ralf Kramer	
Intended Learning Outcomes:		
<p>2012 Business Information Systems:</p> <p>Students are able to:</p> <ol style="list-style-type: none"> 1. Compare and contrast the different types (functional and cross-functional) of information systems used in business organisations. 2. Define the stages of information systems development and the principles of IS project management. 3. Describe and evaluate information systems that support managerial decision making at different levels within a business/organisation. 4. Evaluate key organisational issues related to information systems and technology. 		
Module Contents:		
<ul style="list-style-type: none"> • 2012 Business Information Systems 		
Semester Hours SWS:	4	
Self-study Hours	134 h	
Prerequisites:		
Duration:	1 Semester	
Course Attribution:	2. Semester (Spring)	
Compulsory/Elective:	Compulsory	
Type of Assessment:	Project work	

Information to Lectures
Within module 9001 Business Information Systems

Unit: (to module 9001)	2012 Business Information Systems	ECTS-CP 6
Prerequisites:	-	
Compulsory/Elective:	Compulsory	
Semester:	2. Semester	
Teaching and Learning Methods:	Seminar	
Type of Assessment:	Project Assignment	
Course Language:	English	
Weekly Hours/SWS:	2	
Self-study Hours:	67 h	
Didactical Tools:	Lecture notes	
Contents	<p>The module examines the function and development of business information systems and associated issues. It identifies the importance of IT in business and the significance of this for managers. Dealing with information and data management, it then explores the areas of transaction processing, management reporting, decision support, executive information systems and enterprise resource planning systems. The development of information systems is analysed, examining the areas of planning, design, creation and maintenance. Significant management issues of web-based systems, project management, IS quality and ethics and security are reviewed.</p>	
Literature	<ol style="list-style-type: none"> 1. BOCIJ, P., GREASLEY, A., HICKIE, S., 2008. Business Information Systems Technology, Development and Management. Fourth Edition. Harlow: Pearson Education. 2. LAUDON K. and LAUDON J., 2012. Management Information Systems, Managing the Digital firm. 12th ed. (Global Edition). Upper Saddle River, New Jersey: Pearson. 	

Module: 9002 International Management		ECTS-CPs 5
Module Responsibility:	Prof. Dr. Georg Hauer	
Lecturers:	Prof. Dr. Georg Hauer	
Intended Learning Outcomes:		
<p>The students:</p> <ul style="list-style-type: none"> • are able to name the concepts of foreign trade under special consideration of the situation in the European Union as well as to apply the principles of free-trade • are able to implement the techniques of the International Management in practice against the background of small and middle-sized companies using the example of the European Union • precisely apply the techniques of International Management in the framework of a business simulation 		
Module Contents:		
<ul style="list-style-type: none"> • 1021 Doing Business in Europe 		
Semester Hours SWS:	2	
Self-study Hours	128 h	
Prerequisites:		
Duration:	1 Semester	
Course Attribution:	1. Semester (Fall term)	
Compulsory/Elective:	Compulsory	
Type of Assessment:	Project Assignment	

**Information to Lectures
Within module 9002 International Management**

Unit: (to module 9002)	1021 Doing Business in Europe	ECTS-CP 5
Prerequisites:		
Compulsory/Elective:	Compulsory	
Semester:	1. Semester (Fall Term) / 2. Semester (Spring Term)	
Teaching and Learning Methods:	Case Study	
Type of Assessment:	Project Assignment	
Course Language:	English	
Weekly Hours/SWS:	2	
Self-study Hours:	128 h	
Didactical Tools:	Lecture notes, Case Studies, Project Work – Business Game „cesim OnService“	
Contents:	International Business - Basics The European Union today - Facts and figures International Business – Go International - Conditions and Forces Doing Business in an European Multinational Environment – Casestudy Hospitality Business International Business – Cross Cultural Business International Company Setup Business Simulation Cesim On Service	
Literature:	Ball, Donald A. / Geringer, J. Michael / Minor Michael S. / McNett, Jeanne M. International Business: The Challenge of Global Competition with Other: The Challenge of Global Competition, 13ed., New York 2013 Business Simulation Cesim “OnService” http://os2.cesim.com/	

Module: 9003 Strategic Management		ECTS-CPs 5
Module Responsibility:	Prof. Dr. Georg Hauer	
Lecturers:	Prof. Dr. Georg Hauer	
Intended Learning Outcomes:		
<p>The students:</p> <ul style="list-style-type: none"> - have an overview on the topic of management style and leadership and are able to adapt these precisely in practical situations - know the concepts of strategic company policy and are able to apply these management concepts on the basis of a business game in precise decision situations 		
Module Contents:		
<ul style="list-style-type: none"> • 2031 Strategic Management 		
Semester Hours SWS:	2	
Self-Study Hours:	128 h	
Prerequisites:		
Duration:	1 Semester	
Course Attribution:	2. Semester	
Compulsory/Elective	Compulsory	
Type of Assessment	Seminar Paper	

Information to Lectures
Within module 9003 Management Fundamentals

Unit: (to module 9003)	2031 Strategic Management	ECTS-CP 5
Prerequisites:		
Compulsory/Elective:	Compulsory	
Semester:	2. Semester	
Teaching and Learning Methods:	Seminar	
Type of Assessment:	Seminar Paper	
Course Language:	English	
Weekly Hours/SWS:	2	
Self-study Hours:	128 h	
Didactical Tools:	Literature, Lecture notes, International Business Game „cesim Global Challenge“	
Contents:	<ol style="list-style-type: none"> 1. The Nature of Strategic Management 2. The Business Vision and Mission 3. The External and Internal Assessment 4. Strategy Analysis and Choice 5. Strategy Implementation 6. Strategy Evaluation, Review and Control 7. Strategy for the digital economy 8. Global Strategies and international advantage 9. Case study – Handheld Mobile Company - Mobilé Inc Business Simulation “cesim Global Challenge”	
Literature:	Ball, Donald A. / Geringer, J. Michael / Minor Michael S. / McNett, Jeanne M., International Business: The Challenge of Global Competition with Other: The Challenge of Global Competition, 12ed., New York McGraw Hill Higher Education 2009. David, Fred, Strategic Management: Concepts & Cases, 12ed., New York, Pearson Education 2008. Hitt, Michael / Ireland, R. Duane / Hoskisson, Robert E., The Management of Strategy, Concepts and Cases, 8ed., Stamford, Cengage 2008. McGee, John / Wilson, David / Thomas, Howard, Strategy: Analysis and Practice, 2ed. New York McGraw Hill Higher Education 2010. Business Simulation “cesim Global Challenge” – case study Mobilé Inc. http://globalchallenge.cesim.com/	

Module: 9005 Human Resource Management		ECTS-CPs 5
Module Responsibility:	Prof. Dr. Späth	
Lecturers:	Prof. Dr. Späth	
Intended Learning outcomes:		
<p>The Students:</p> <ul style="list-style-type: none"> • have knowledge of contemporary strategies of procurement, deployment, development and release of staff; • think about the changed role of HR functions in a company und are able to recognize the consequences and actions in die area of Human Resource. 		
Module contents:		
<ul style="list-style-type: none"> • 2051 Human Resources Management 		
Semester Hours SWS:	2	
Self-study Hours:	128 h	
Prerequisites:		
Duration:	1 Semester	
Course Attribution:	2. Fachsemester	
Compulsory/Elective	Compulsory	
Type of Assessment	Examl	

Information to the Lectures

Whithin module 9005 Human Resource Management:

Unit: (to Module 9005)	2051 Human Resources Management	ECTS-CP 5
Prerequisites:	-	
Compulsory/Elective:	Compulsory	
Semester:	2.semester	
Teaching and Learning Methods:	Lecture with integrated exercises (Case Studies, Group Work, Project Work)	
Type of Assessment:	Exam, 90 Minutes	
Course Language:	German	
Weekly Hours/SWS:	2	
Self-study Hours:	128 h	
Didactical Tools:	Script	
Contents:	<p>Strategic issues of Human Resources Management:</p> <ul style="list-style-type: none"> • Organizational Concepts for Human Resources Management • flexible workforce through temporary work • forms of socially responsible staff release • International Assignments • Management of employee representation 	
Literature:	<ul style="list-style-type: none"> • Andrzejewski, L., Trennungs-Kultur. Neuwied 2008. • Bolder, A., Naevecke, S., Schulte, S., Türöffner Zeitarbeit? Kompetenz und Erwerbsverlauf in der Praxis der Leiharbeit, Wiesbaden 2005 • Böhm, W., Zusammenarbeit mit dem Betriebsrat, in: L. v. Rosenstiel, E. Regnet, M. Domsch (Hrsg.), Führung von Mitarbeitern, Stuttgart 2009. • Cascio, W. F., Aguinis, H.: Applied Psychology in Human Resource Management, Prentice Hall 2010 • Kenton, B., Yarnall, J., HR – The Business Partner. Shaping a new direction. Oxford 2005. • Kühlmann, K., Auslandseinsatz von Mitarbeitern, Göttingen 2004. • Lohaus, D., Outplacement. Göttingen 2010. • Meyer-Ferreira, P., Human Capital strategisch einsetzen, Neuwied 2010. • Noe, R., Hollenbeck, J., Gerhart, B. & Wright, P., Human Resources Management: Gaining a competitive advantage. McGraw-Hill 2010. • Schwaab, M.-O., Durian, A., Zeitarbeit: Chancen – Erfahrungen – Herausforderungen, Wiesbaden 2009 	

Module: 9008 Financial Accounting and Taxation		ECTS-CPs 6
Module Responsibility:	Prof. Dr. Melanie Mühlberger	
Lecturers:	Prof. Dr. Melanie Mühlberger	
Intended Learning Outcomes:		
<p>2081 International Financial Reporting: The students:</p> <ul style="list-style-type: none"> • understand and define the basics accounting policy of an financial statement analysis according to IFRS • describe and apply the assessment criteria of accounting policy as well as its limits • can assess selected facts of accounting policy according to IFRS and are able to deal with them • describe and apply methods of financial statement analysis 		
Module Contents:		
<ul style="list-style-type: none"> • 2081 International Financial Reporting 		
Semester Hours SWS:	4	
Self-Study Hours:	134 h	
Prerequisites:	-	
Duration:	1 semester	
Course Attribution:	2nd semester	
Compulsory/Elective	Compulsory	
Type of Assessment	Assignment	
Usability of the module for other courses of study:	Only usable for the MA General Management Connections to module 9111 Advanced Financial Reporting & Taxation	

Information to Lectures

Within module 9008 Financial Accounting and Taxation:

Unit: (to module 9008)	2081 International Financial Reporting	ECTS-CP 3
Prerequisites:		
Compulsory/Elective:	Compulsory	
Semester:	2nd semester	
Teaching and Learning Methods:	Lecture with integrated exercise	
Type of Assessment:	Seminar paper together with 2082	
Course Language:	English	
Weekly Hours/SWS:	2	
Self-study Hours:	67 h	
Didactical Tools:	Literature, Lecture notes, Case Studies with answers	
Contents	<p>1 Introduction to Accounting Policy (Definition, Aims, Instruments, Optimal combination of Instruments)</p> <p>2 Assessment Criteria of Accounting Policy (Transparency, Binding effects, Suspensibility, Divisibility)</p> <p>3 Thresholds of Accounting Policy (Accounting Principles, Disclosures, Enforcement)</p> <p>4 Selected Accounting Issues according to IFRS (e.g. Property, Plant and Equipment (IAS 16), Inventories (IAS 2), Impairment of Assets (IAS 36), Revenue Recognition (IAS 18), Construction Contracts (IAS 11), Intangible Assets (IAS 38), Financial Instruments (IAS 39), Hedge Accounting (IAS 39), Provisions (IAS 37), Tax Differences (IAS 12), Cash Flows Statement (IAS 7), Segment Reporting (IFRS 8))</p> <p>5 Aims and Methods of Financial Statement Analysis (Definition of Aims, Information Quality, Equity Analyses, Earnings Analysis, Cash flow Analysis, Traditional Performance Measures)</p>	
Literature:	<p>Laws and standards (current editions)</p> <ul style="list-style-type: none"> - <i>IFRS 2013</i>, Wiley Text, EU standards, Englisch-Deutsch, English-German, 2013. - Free Download of laws/IFRS: www.gesetze-im-Internet.de ; www.iasb.org <p>Textbooks/monographs/comments:</p> <ul style="list-style-type: none"> - <i>Grünberger, David</i>, IFRS 2013, Ein systematischer Praxisleitfaden, 11. Auflage, 2012. - <i>Maynard, Jennifer</i>, Financial Accounting, Reporting and Analysis, Oxford University Press 2013. - <i>Pellens, Bernhard/Fülbier, Rolf Uwe / Gassen, Joachim / Sellhorn, Thorsten</i>: Internationale Rechnungslegung, 8. Auflage, 2011. - <i>Petersen Drake, Pamela/Fabozzi, Frank</i>, Analysis of Financial Statements, Wiley&Sons, 2012. 	

	<ul style="list-style-type: none">- <i>Tanski, Joachim S.</i>: Bilanzpolitik und Bilanzanalyse nach IFRS, 2006.- <i>Wohlgemuth, Franz</i>: IFRS: Bilanzpolitik und Bilanzanalyse, Gestaltung und Vergleichbarkeit von Jahresabschlüssen, 2007.- <i>Thiele, Stefan/Keitz, Isabel von/Brücks, Michael</i>: Internationales Bilanzrecht, Rechnungslegung nach IFRS, 1. Auflage, Bonn 2008 (Loseblattsammlung).
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Module: 9009 Management Accounting		ECTS-CPs 5
Module Responsibility:	Prof. Dr. Georg Hauer	
Lecturers:	Prof. Dr. Georg Hauer	
Intended Learning Outcomes:		
<p>The students:</p> <ul style="list-style-type: none"> • are able to handle with the different instruments of operational and strategic controlling and can apply them in managerial context independently • are able to analyze and evaluate the managerial situation according to the methods of corporate management as well as to develop proposals for solution 		
Module Contents:		
<ul style="list-style-type: none"> • 1091 Management Accounting 		
Semester Hours SWS:	2	
Self-study Hours:	128 h	
Prerequisites:		
Duration:	1 Semester	
Course Attribution:	1. Semester (Fall term)	
Compulsory/Elective	Compulsory	
Type of Assessment	Seminar Paper	

Information to Lectures
Within module 9009 Management Accounting

Unit: (to module 9009)	1091 Management Accounting	ECTS-CP 5
Prerequisites:		
Compulsory/Elective:	Compulsory	
Semester:	1. Semester (Fall term)	
Teaching and Learning Methods:	Case Studies, Group Work, Project Work	
Type of Assessment:	Seminar Paper	
Course Language:	English	
Weekly Hours/SWS:	2	
Self-study Hours:	128 h	
Didactical Tools:	Lecture notes, Case Studies, Project Work	
Contents:	1. Management Accounting <ul style="list-style-type: none"> • Introduction • Accounting for Costs • Planning and Control 2. Business Decisions <ul style="list-style-type: none"> • Short-term decision making • Pricing • Capital investment decisions 3. Performance Measurement <ul style="list-style-type: none"> • Performance Measurement and Management • Accounting for strategic Management 4. Strategic Management Accounting <ul style="list-style-type: none"> • Managing Quality and Time • Information Systems • Managing Change and Challenges 	
Literature:	Burns, John / Quinn, Martin / Warren, Liz / Oliveira, Joao, Management Accounting, 1ed, McGraw-Hill, Maidenhead 2013. Hilton, Ronald W., Managerial Accounting Creating Value in a Dynamic Business Environment, 9ed, McGraw-Hill, New York 2011. Atkinson, Anthony A. / Kaplan Robert S. / Matsumura, Ella Mae / Young, S. Mark, Management Accounting, 5ed, Prentice Hall, New York 2007	

Module: 9010 Finance		ECTS-CPs 5
Module Responsibility:	Prof. Dr. Tobias Popovic	
Lecturers:	Prof. Dr. Tobias Popovic	
Intended Learning Outcomes:		
<p>The students are able to</p> <ul style="list-style-type: none"> • classify the different methodical approaches of financial management and investment theory inclusive risk management • transfer and apply innovative concepts of financial arrangements as well as assessment of investments to managerial situations • create and apply corporate risk management systems 		
Module Contents:		
<ul style="list-style-type: none"> • 1101 Corporate Finance 		
Semester Hours SWS:	2	
Self-study Hours	128 h	
Prerequisites:		
Duration:	1 Semester	
Course Attribution:	1. Semester (Fall term)	
Compulsory/Elective	Compulsory	
Type of Assessment	Seminar Paper	

**Information to Lectures
Within module 9010 Finance**

Unit: (to module 9010)	1101 Corporate Finance	ECTS-CP 5
Prerequisites:		
Compulsory/Elective:	Compulsory	
Semester:	1. Semester (Fall term)	
Teaching and Learning Methods:	Case Studies, Group Work	
Type of Assessment:	Seminar Paper	
Course Language:	English	
Weekly Hours/SWS:	2	
Self-study Hours:	128 h	
Didactical Tools:	Lecture notes (English), Case Studies	
Contents:	<p>Scope of Corporate Finance Risk, Return & the Capital Asset Pricing Model (CAPM) Capital Structure, Cost of Capital & Dividend Policy Bond & Share Valuation Corporate Risk Management Merger & Acquisitions Corporate Governance</p>	
Literature:	<p>Brealey, Richard A. / Myers, Stewart/ Allen, Franklin, Corporate Finance, 8. ed., Boston 2006 Bruner, R. F. (2007): Case Studies in Corporate Finance, Boston et al. 2007 Clayman, M. C. / Fridson, M. S. / Troughton, G. H. (2008): Corporate Finance - A Practical Approach, New Jersey 2008 Hilpisch, Y. (2005): Kapitalmarktorientierte Unternehmensführung, Grundlagen der Finanzierung, Wertorientierung und Corporate Governance, Wiesbaden 2005 Kidwell, D. S. / Blackwell, D. W. / Whidbee, D. A. / Peterson, R. L. (2009): Financial Institutions, Markets, and Money, 10th ed., Hoboken et al. 2009 Madura, J. (2008): Financial Institutions and Markets, 8th Ed., Mason 2008 Megginson, W.L. / Smart, S.B. / Lucey, B.M. (2008): Introduction to Corporate Finance, London 2008 Merna, T. / Al-Thani, F. F. (2008): Corporate Risk Management, New Jersey et al. 2008 Monks, R. A.G. / Minow, N. (2008): Corporate Governance, New Jersey et al. 2008 Spreman, Klaus, Modern Finance. Rendite, Risiko, Wert, 2. Aufl., Stuttgart 2004.</p>	

Module: 9015 International Business Culture & Leadership		ECTS-CPs 12
Module Responsibility:	N.N	
Lecturers:	Prof. Dr. Patrick Chen Anke Schöffel Katja Stamer	
Intended Learning outcomes:		
<p>The students:</p> <ul style="list-style-type: none"> • are familiar with the role of a manager, know their tasks and have tried different alternatives of behavior in enforcement and effect • know methods of planning, initiation and regulation of change processes comprising field of application and potential consequences • know cultural conditions and traditions of foreign economic territories • can successfully apply their foreign language knowledge within specific situations 		
Module Contents:		
<ul style="list-style-type: none"> • 3131 Intercultural Business Skills • 3132 Leadership • 3133 Change Management 		
Semester Hours SWS:	4	
Self-study Hours:	198 h	
Prerequisites:		
Duration:	1 Semester	
Course Attribution:	3. Semester	
Compulsory/Elective	Elective/Compulsory	
Type of Assessment	Presentation	

Information to lectures

Within module 9015 International Business Culture & Leadership:

Unit: (to module 9015)	3131 Intercultural Business Skills	ECTS-CP 4
Prerequisites:		
Compulsory/Elective:	Elective/Compulsory	
Semester:	3. Semester	
Teaching and Learning Methods:	Lecture, Group Work, Case Studies, Role Playing, Presentation	
Type of Assessment:	Presentation	
Course Language:	English	
Weekly Hours/SWS:	2	
Self-study Hours:	99 h	
Didactical Tools:	Lecture notes, literature	
Intended learning outcomes:	<p>The students:</p> <ul style="list-style-type: none"> • are able to deal with specific situations in conversations occurring within other cultural contexts like salutation, small talk, presentations, negotiations, dealing with offers • can successfully apply their foreign language knowledge within role plays 	
Contents:	<ul style="list-style-type: none"> • Meaning of cultural differences within business relationships and international cooperation • Examples of business situations within case studies followed by role plays • Focus on dealing with specific situations within conversations arising in other cultural contexts like salutation, small talk, presentations, negotiations, dealing with offers 	
Literature:	<ul style="list-style-type: none"> • Guildham, M. Communicating across cultures at work, 2005 • Hecht-El Minshawi & Beringhausen, Interkulturelle Kompetenz. Studien zu interkulturellem Management Kompetenz und Diversity, IKO-Verlag, 2007 • Hoffmann, H., Schoper, Y., Fitzsimons, C., Internationales Projektmanagement. Interkulturelle Zusammenarbeit in der Praxis 2004 • Hofstede, G., Lokales Denken, globales Handeln. Interkulturelle Zusammenarbeit und globales Management, 2006 • Hofstede, Gert u.a., Exploring cultures: Excercies, Stories, and synthetic cultures, Nicholas Brealey Publishing • Magala, S., Cross-cultural competence: Theory, tool-kits and application. Taylor & Francis 2005 • Trompenaars, F., Hampden-Turner, Managing people across cultures, Wiley & Sons, 2004 	

Information to lectures

Within module 9015 International Business Culture & Leadership:

Unit: (to module 9015)	3132 Leadership	ECTS-CP 4
Prerequisites:		
Compulsory/Elective:	Compulsory	
Semester:	3. Semester	
Teaching and Learning Methods:	Lecture, Group Work, Case Studies, Role Playing, Presentations	
Type of Assessment:	Presentation	
Course Language:	English	
Weekly Hours/SWS:	2	
Self-study Hours:	99 h	
Didactical Tools:	Lecture notes, Literature	
Intended Learning Outcomes:	<p>The students:</p> <ul style="list-style-type: none"> • are familiar with the role and dilemma of a manager • know leadership theories and its benefit for practice • know the basics of motivation and behavior • know the tasks of a manager • are able to apply different alternatives in behavior in enforcement and effect • can successfully apply their foreign language knowledge within specific situations 	
Contents:	<ul style="list-style-type: none"> • Basics of leadership: term, criteria of measuring successful leadership, role and power of a manager • Leadership theory: leading by example, character orientated management models, behavior orientated management models, management substitutes • Tasks of a manager • Motivation of personnel • Leading teams • Women and Leadership 	
Literature:	<ul style="list-style-type: none"> • Daft, R. L., The leadership experience, Cengage Learning 2007 • Dubrin, A., Leadership: Research findings, practice and skills, Cengage Learning 2009 • Neuberger, O., Führen und führen lassen. Stuttgart: UTB 2002. • Northouse, P. G., Leadership, Theory and Practice, 4th ed., Sage 2007. • Rosenstiel, L. v., Motivation im Betrieb, Rosenberger 2001. • Rosenstiel, L. v., Regnet, E. & Domsch, M. (Hrsg.). Führung von Mitarbeitern. Handbuch für erfolgreiches Personalmanagement. Stuttgart: Schäffer-Poeschel 2003 • Yukl, G. A. Leadership in Organizations. Englewood Cliffs: Prentice Hall 2001. 	

Information to lectures

Within module 9015 International Business Culture & Leadership:

Unit: (to module 9015)	3133 Change Management	ECTS-CP 4
Prerequisites:		
Compulsory/Elective:	Compulsory	
Semester:	3. Semester (Fall term)	
Teaching and Learning Methods:	Lecture, Group Work, Case Studies, Role Playing, Presentations	
Type of Assessment:	Presentation	
Course Language:	English	
Weekly Hours/SWS:	2	
Self-study Hours:	99 h	
Didactical Tools:	Literature notes, Literature, Video, Case Studies	
Intended Learning Outcomes:	<p>The students:</p> <ul style="list-style-type: none"> • know in which phases changing processes occur and know the causes and aims of organizational change • know methods of planning, initiating and steering of changing processes • know different methods of intervention with application areas and intended effects • recognize the meaning of communication and participation for successful change 	
Contents:	<ul style="list-style-type: none"> • Causes and aims of organizational change • Principles of change of organizations • Need for change/willingness to change/ability to change • Models of development phases of organizations • Diffusions of innovation • Models of promotion • Culture as a factor of context/variable of design in changing processes • Resistance/reactions of resistance and strategies of intervention • Communication as a precise instrument of Change Management • Organizational Learning/Learning Organization 	
Literature:	<ul style="list-style-type: none"> • Bach, N./Steinhaus, H., 2009: Controlling der strategischen Erneuerung. In: Krüger, Wilfried, Excellence in Change. Wege zur strategischen Erneuerung • Bartunek, J. M., 2003: Organizational and Educational Change. The life and role of a change agent group. Mahwah, N.J.: Erlbaum • Doppler, K./Lauterburg, C., 2005: Change Management. Den Unternehmenswandel gestalten. Frankfurt a.M.: Campus Verlag • Hofstede, Geert, 2004: Cultures and Organizations. Software of the Mind. Intercultural Cooperation and its importance for Survival. McGraw Hill • Kieser, A., 2002: Organisationstheorien. Stuttgart • König, E./Volmer, G., 2008: Handbuch systemische Organisationsberatung. Beltz 	

	<ul style="list-style-type: none">• Krüger, W., 2009: Strategische Erneuerung. Programme, Prozesse, Probleme. In: Krüger, Wilfried, Excellence in Change. Wege zur strategischen Erneuerung• Morgan, G., 2002: Bilder der Organisation. Stuttgart: Klett Cotta.• Müller-Stewens, G./Lechner, C., 2005: Strategisches Management, wie strategische Initiativen zum Wandel führen. Stuttgart• Neubauer, W., 2003: Organisationskultur. Stuttgart: Kohlhammer• Rogers, E.M, 2003: Diffusion of Innovations (5th ed.). New York: Free Press• Stolzenberg, K./Heberle, K., 2009: Change Management. Veränderungsprozesse erfolgreich gestalten – Mitarbeiter mobilisieren. Heidelberg: Springer
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Module: 9012 Business English		ECTS-CPs 6
Module Responsibility:	Prof. Dr. Daniela Lohaus	
Lecturers:	Norman Becker	
Intended Learning outcomes:		
<p>The students:</p> <ul style="list-style-type: none"> • have developed their current skills in the chosen language's vocabulary, improved their speech and comprehension skills and deepened their grammar knowledge 		
Module Contents:		
<ul style="list-style-type: none"> • 1121 Business English I • 2121 Business English II 		
Semester Hours SWS:	6	
Self-study Hours:	114 h	
Prerequisites:		
Duration:	2 Semester	
Course Attribution:	1. und 2. Semester	
Compulsory/Elective	Compulsory	
Type of Assessment	Presentation	

Information to lectures

Within module 9012 Business Languages:

Unit: (to module 9012)	1121 Business English I	ECTS-CP 3
Prerequisites:		
Compulsory/Elective:	Compulsory	
Semester:	1. Semester	
Teaching and Learning Methods:	Lecture, group-work, presentations	
Type of Assessment:	Presentation	
Course Language:	English	
Weekly Hours/SWS:	3	
Self-study Hours:	57 h	
Didactical Tools:	Business English student and teacher books, grammar book, newspaper and journal articles, activities downloaded from the Internet, audio CDs.	
Intended Learning Outcomes:	<p>Students will improve:</p> <ul style="list-style-type: none"> ▪ Speaking skills - presentations, mini-presentations, social speaking skills (politeness, small talk, introductions), expressing and asking for opinions ▪ Writing skills - letters, emails, initiating and responding to invitations ▪ Reading skills - reading for gist and for precise meaning on several human resources topics (training and career development) and on public investment; Cambridge Certificate reading practice exercises. ▪ Listening skills - listening comprehension for general and precise meaning, Cambridge Certificate listening practice exercises. ▪ Expression - review of present verb tenses (present simple and present continuous), expressions of contrast, review of verb tenses (future), modal verbs, idiomatic expressions, phrasal verbs, passive voice, question forms, review other grammar topics as needed, Cambridge Certificate grammar and vocabulary practice exercises. <p>Common European Framework of Reference for Languages: C1</p>	
Contents:	<p>Teaching and Learning Methods</p> <ul style="list-style-type: none"> • Role plays and simulations, pair and group conversation, presentations and mini-presentations, listening comprehension, reading for gist and detail, grammar exercises, writing tasks such as business correspondence, vocabulary activities and games. <p>Evaluation Methods</p> <ul style="list-style-type: none"> • Essay (50%), presentation (40%), class contribution (10%). 	
Literature:	<ul style="list-style-type: none"> • Market Leader (Advanced), I. Dubicka, M. O’Keeffe – Units 1-5 • English Grammar in Use (Intermediate), R. Murphy • PASS Cambridge BEC Higher, I. Wood, L. Pile 	

Information to lectures

Within module 9012 Business Languages:

Unit: (to module 9012)	2121 Business English II	ECTS-CP 3
Prerequisites:		
Compulsory/Elective:	Elective	
Semester:	2. Semester (Spring)	
Teaching and Learning Methods:	Lecture, group-work, presentations	
Type of Assessment:	Presentations	
Course Language:	English	
Weekly Hours/SWS:	3	
Self-study Hours:	57 h	
Didactical Tools:	Business English student and teacher books, grammar book, newspaper and journal articles, activities downloaded from the Internet, audio CDs.	
Intended Learning Outcomes:	<p>Students will improve:</p> <ul style="list-style-type: none"> ▪ Speaking skills - explaining graphs and diagrams, describing trends, giving presentations containing detailed information, negotiations. ▪ Writing skills - describing and explaining graphs, writing mission statements, preparing reports. ▪ Reading skills - reading for gist and for precise meaning on finance and banking, corporate finance, and business strategy. ▪ Listening skills - understanding financial reports, listening to presentations containing financial and other numerical data, negotiations tactics. ▪ Expression - banking and financial terms, language to describe trends, review of verb tenses (past and present perfect), review other grammar topics as needed, language for negotiations, Cambridge Certificate grammar and vocabulary practice exercises. <p>Common European Framework of Reference for Languages: C1</p>	
Contents:	<p>Teaching and Learning Methods</p> <ul style="list-style-type: none"> • Role plays and simulations, pair and group conversation, presentations and mini-presentations, listening comprehension, reading for gist and detail, grammar exercises, writing tasks such as business correspondence, vocabulary activities and games. <p>Evaluation Methods</p> <ul style="list-style-type: none"> • Essay (50%), presentation (40%), class contribution (10%). 	
Literature:	<ul style="list-style-type: none"> • Market Leader (Advanced), I. Dubicka, M. O’Keeffe – Units 6-9 • English Grammar in Use (Intermediate), R. Murphy • PASS Cambridge BEC Higher, I. Wood, L. Pile 	

Module: 9016 International Internship		ECTS-CPs 20
Module Responsibility:	Director of Trainee Office	
Lecturers:	Director of Trainee Office and theme-oriented specialist lecturers	
Module Targets:		
<p>Students will</p> <ul style="list-style-type: none"> • have gained understanding of international business management and organisational contexts. • have learned the tasks, contents and meanings of various business functions. • have accomplished tasks that sufficiently comply with business study contents. Professional practice has to support scientific study in order to allow for easier entry into an international career as a business economist. <p>The internship will include three phases:</p> <ul style="list-style-type: none"> • 1. Introduction to the operating structures and processes of the chosen company. • 2. Assistance in various departments of the company. • 3. Acceptance of responsibility for project work. 		
Module Contents:		
<ul style="list-style-type: none"> • 3142 Practical Phase in the Management Sector • 3141 Internship Seminar 		
Weekly Hours SWS:	4	
Independent Studies:	360 h	
Conditions:		
Duration of Study Module:	1 Semester	
Course Attribution:	3. Semester (Fall Term)	

Information to lectures

Within module 9016 Internship:

Unit: (Module 9016)	3142 Practical Phase in the Management Sector	ECTS-CP 16
Conditions for Admission:		
Teaching and Learning Methods:	Practical Cooperation	
Evaluation Methods:		
Course Language:		
Weekly Hours SWS:		
Independent Studies:	360 h	
Didactical Tools:	Script	
Contents:	<ul style="list-style-type: none"> • during their practical semester students should develop as many practical skills of business management functions of a company or business institution as possible • knowledge of the economic and organisational relationships of a company • learning through observation, active involvement and literature study • apply project management techniques 	
Literature:		

Information to lectures

Within module 9016 Internship:

Unit: (Module 9013)	3141 Internship Seminar (Colloquium)	ECTS-CP 4
Conditions for Admission:		
Course Classification:	Mandatory Subject	
Semester:		
Teaching and Learning Methods:	Seminar, Group Work, Use of Business Collaboration Tools	
Evaluation Methods:	Presentation 15 min	
Course Language:	English	
Weekly Hours SWS:	4	
Independent Studies:	120 h	
Didactical Tools:	Script	
Contents:	<ul style="list-style-type: none"> • application strategies, design of application documents, preparation for the interview • aspects of the labour law and social insurance regulations related to internships • technical preparation of virtual meetings • presentation and discussion of expert or professional problems in areas of multidisciplinary practice • involvement of employees with regard to social, organisational and legal aspects • implementation of acquired knowledge and skills and reflection of study contents 	
Literature:		