

Module Handbook

Internationales Finanzmanagement Bachelor

Valid: Sommersemester 2018

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Description of Module

Code 102-001	Title of Module Introduction to Finance
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Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p>Students will gain an understanding of the significant questions and problems posed towards the financial sector. They will learn about important facts pertaining to the financial sector including methods to solve these questions including solutions to the major problems, which will prove to be invaluable for a qualified position in the finance industry. Students will become familiar with the context and framework of different financial markets and develop basic knowledge and understanding of the financial sphere of organizations (investment, financing and liquidity).</p>
<p>Content</p> <p>Important aspects and insights relating to operational financial management. Insight into all relevant financial markets.</p>
<p>Teaching Forms</p>

Requirements for Participation

Knowledge, Skills, Competencies	Formal prerequisites for participation do not exist.
Preparation for the Module	See literature references for each individual course.

Practicability of Module

Relationship to other Modules within this Study Course	<p>Module 102-006 especially Micro- and Macroeconomics/Financial sector</p> <p>Module 102-027 especially Portfolio Theory</p> <p>Module 102-009 especially Business Planning</p>
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

<p>Content</p> <p>Applying fundamental aspects of finance are considered when identifying economical, ecological and social aspects relating to sustainable development.</p>

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (90 Minuten)	90 %

Referat/Präsentation (keine Einheit gewählt)	10 %
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Organization of Course

Responsible for Module		
Prof. Dr. Frank-Andreas Schittenhelm		
Further Persons Responsible for Module		
Type of Module	Recurrence	Duration
Pflicht: 1. Semester	jedes Semester	1 Semester
Admission Criteria	ECTS Points	Weekly Attendance
	6,00	5,00
Workload		
6,00 x 25 Stunden = 150,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours	Preparation/Homework/Self-Study	Time for Exercises/Group Work
56,2 Std. / 37,5 %		

Content Structure

Code	Title of the Module Element
102-001-01	Theorie und Praxis der Finanzwirtschaft / Press Review
102-001-02	Finanzmärkte

Description of the Module Element

Code	Title of the Module Element
102-001-01	Theorie und Praxis der Finanzwirtschaft / Press Review

Content Structure

Qualification Goals

Knowledge of the course

Students will learn approaches to answering main questions about operational finance management. They will learn fundamental technical terms (also in English) and develop an understanding of the theoretical mindset and reasoning behind decisions made in the international finance sector.

Knowledge and skills applied

Students will be able to understand and interpret financial literature, including publications in business news, facilitating evaluation of the theoretical environment and global context.

Knowledge about self-organization

Students will independently interpret contents of current financial articles in trade newspapers and magazines.

Knowledge and skills regarding interaction with others

Students will discuss current challenges of the market, as well as possibilities and decisions that can be made to receive an optimal fiscal result, conducted in small or large groups.

Wissen	Knowledge	Skills	Competencies
Fach	X		
System	X	X	
Selbst	X		
Sozial	X	X	

Content

1. Enterprise in an international environment
2. Payments, cash flows and stock sizes
3. Equity vs. debt
4. Objectives of the operational finance sector
5. Profitability of a theoretical concept
6. Risk in theory and practice
7. Determining capital costs
8. Risk and indebtedness: Leverage-Effect
9. Optimal capital structure

Evaluation of current contributions of (English-speaking) financial press.
Teaching Forms , Practicals
Teaching Methods Lecture; preparation and revision; preparation of a term paper (evaluation of a current press article) in small groups to strengthen team-building skills. Presentation of gained knowledge to an audience.
Literature/Learning Materials 1. Däumler, K.-D., Betriebliche Finanzwirtschaft, NWB-Verlag, Herne/Berlin, 2007 2. Maier, K. M.: Risikomanagement im Immobilien- und Finanzwesen, Frankfurt, 2004 3. Perridon, L./Steiner, M., Finanzwirtschaft der Unternehmung, 16. Aufl., Vahlen, München 2012 4. Schäfer, H., Unternehmensfinanzen, Grundzüge in Theorie und Management, Springer, Heidelberg, 2002 5. Gropelli, A.A., Nikbakht, E., Finance, Barron's Business Review, Barrons, New York, 2002 Study of current trade press: Handelsblatt, Financial Times, Wirtschaftswoche etc.
Specifics Central introductory events of the course of study 'International Finance' with guest lectures of fellow professors and representatives of the practice.

Organization of Course

Weekly Attendance 3,00	Division into Groups nein	Recommended Semester 1 Semester	Language Deutsch oder Englisch
Attendance / Contact Hours 33,8 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code 102-001-02	Title of the Module Element Finanzmärkte
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences in this lecture</u></p> <p>Students will become capable of understanding the economic terms of the ‘market’ and its features. Students will learn characteristics of financial markets and their various structures, along with traded products and how to evaluate them. Through utilizing fundamental theory, participants will learn approaches to assessing current market developments.</p> <p><u>Knowledge and skills applied</u></p> <p>Students will become capable of describing, comparing and taking a critical view of different markets but will also gain knowledge to classify them in a theoretical context.</p> <p><u>Knowledge about self-organization</u></p> <p>Students will independently learn and revise contents of the lecture and undertake practical application of the knowledge gained from the literature.</p> <p><u>Knowledge and skills concerning interaction with others</u></p> <p>Students will discuss circumstances of current challenges facing the market, as well as possibilities and decisions that can be made to receive an optimal fiscal result, conducted in small or large groups. Additionally, participants will develop approaches to dealing with current issues such as ‘Ethics of the Financial Markets’ and ‘Sustainability of Investment’.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X		
Sozial	X	X	
<p>Content</p> <ol style="list-style-type: none"> 1. Theoretical basics: markets and pricing 2. Finance market at a glance 3. Money market versus capital market 4. Stock market: products and their analysis 5. Bond market: evaluation of bonds 6. Futures markets: options and futures markets 7. International finance market: meaning and features 8. Other financial intermediaries 			
<p>Teaching Forms</p>			

Lectures, Practicals
Teaching Methods Presentations, discussion, exercise.
Literature/Learning Materials Basic finance literature, e.g. <ul style="list-style-type: none"> • Perridon, L./Steiner, M./Rathgeber A., Finanzwirtschaft der Unternehmung, 16. Aufl., Vahlen, München, 2007 • Steiner, M./Bruns, C./Stöckl, S., Wertpapiermanagement, Schaeffer-Pöschel, Stuttgart 2012 • Spremann, K./Gantenbein, P., Finanzmärkte, UVK, Konstanz u. München 2013 • Sharpe, W.F., Märkte und Investoren, FinanzbuchVerlag, München 2008 Different publications
Specifics Central introductory events to 'International Finance'. Students are made familiar with theory and practice in the Financial Markets.

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 1 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of Module

Code 102-002	Title of Module Business and Law
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Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p>Students will build an understanding of different task areas and principle tools of business studies. Students will develop capabilities in ordering and assessing corresponding problems and using appropriate methods to gain suitable solutions. Additionally, recognition of the dependencies between enterprise and law will be covered. This will allow students to develop an ability to order and recognize principle aspects in their respective fields.</p>
<p>Content</p> <p>Insight into major aspects of business studies. Introduction to important theoretical and practical methods of the respective areas of enterprise and law. General fundamentals of common law rules and legal acts will also be covered.</p>
<p>Teaching Forms</p>

Requirements for Participation

Knowledge, Skills, Competencies	Formal prerequisites for participation do not exist.
Preparation for the Module	See literature references for each individual course.

Practicability of Module

Relationship to other Modules within this Study Course	The contents of this module form the basis of all business studies and juridical modules of this study course.
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

<p>Content</p> <p>Undertaking business studies assists in building fundamental and strong knowledge of economical, ecological and social aspects.</p>
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Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (90 Minuten)	100 %

Organization of Course

Responsible for Module Prof. Dr. Frank-Andreas Schittenhelm		
Further Persons Responsible for Module		
Type of Module Pflicht: 1. Semester	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria	ECTS Points 5,00	Weekly Attendance 5,00
Workload 5,00 x 25 Stunden = 125,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 56,2 Std. / 45,0 %	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
102-002-01	Einführung in die Betriebswirtschaftslehre
102-002-02	Rechtsgeschäftslehre

Description of the Module Element

Code 102-002-01	Title of the Module Element Einführung in die Betriebswirtschaftslehre
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Content Structure

Qualification Goals

Students will become capable of understanding and using content relating to corporate entities. In this process you will expand your:

Knowledge and skills

Students will gain insight into different areas of business studies and gain knowledge of technical terms used. Understanding of each question and what it addresses will be clarified. Important approaches to finding a solution will be discussed and applied to basic questions.

Knowledge and skills applied

Students will become capable of understanding the complex relationship between business studies, economics and business law.

Knowledge about self-organization

Students will independently interpret contents of basic literature relating to business studies. This will develop an ability for evaluating and assessing different opinions.

Knowledge and skills concerning interaction with others

Students will discuss business questions with group members.

Wissen	Knowledge	Skills	Competencies
Fach	X	X	
System	X		
Selbst	X		
Sozial	X		

Content

1. Accounting and Finance

1.1 External Accounting

1.2 Internal Accounting

1.3 Finance Management

2. Corporate Management

2.1 Controlling

2.2 Organization

2.3 Human Resources

3. Operating Profit

<p>3.1 Innovation Management</p> <p>3.2 Material Management</p> <p>3.3 Production Management</p> <p>3.4 Marketing and Distributive Trade</p>
<p>Teaching Forms</p> <p>Lectures and Practicals</p>
<p>Teaching Methods</p> <p>Lectures and exercises. Students will receive exercises and business cases, in order to strengthen their skills in understanding complex question structure and obtaining the appropriate solutions.</p>
<p>Literature/Learning Materials</p> <p>1. Bea, F. X., Friedl, B., E., Schweizer, M. (Hrsg.): Allgemeine Betriebswirtschaftslehre, 3 Bände., Stuttgart 2009, 2011, 2006</p> <p>2. Ernst, D., Sailer, U. (Hrsg): Nachhaltige Betriebswirtschaftslehre, UTB, Stuttgart</p> <p>3. Thommen, J.-P., Achleitner, A.-K.: Allgemeine Betriebswirtschaftslehre, Wiesbaden</p> <p>4. Vahs, D., Schäfer-Kunz, J. Einführung in die Betriebswirtschaftslehre, Stuttgart.</p> <p>5. Wöhe, G.: Einführung in die Betriebswirtschaftslehre, München.</p>
<p>Specifics</p>

Organization of Course

<p>Weekly Attendance</p> <p>2,00</p>	<p>Division into Groups</p> <p>nein</p>	<p>Recommended Semester</p> <p>1 Semester</p>	<p>Language</p> <p>Deutsch oder Englisch</p>
<p>Attendance / Contact Hours</p> <p>22,5 Std.</p>	<p>Preparation/Homework/Self-Study</p>		<p>Time for Exercises/ Group Work</p>

Description of the Module Element

Code 102-002-02	Title of the Module Element Rechtsgeschäftslehre
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Content Structure

Qualification Goals

Knowledge and skills

This course will provide students with knowledge in general basics of law (including general contract law) and fundamentals of business law in a professional and methodical context. This knowledge can then be applied in future to practical and new questions.

Knowledge and skills applied

Students will develop an understanding of the dependence and relationship of interactions between law and practice of financial activities, as well as business decisions. They will be able to distinguish important legal aspects in their respective fields and to act accordingly.

Knowledge about self-organization

Students will be encouraged to make contributions to the class discussion and to ask questions. Many case studies from practice will be presented and compiled by students, either in pairs or in small groups. Student participation and revision in this course will facilitate an in-depth understanding of the course content and assist with student self-organization.

Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X	X	
Sozial			

Content

1. Foundations of law; Sources of law; Distinction of public and private law; Development of BGB
2. Techniques of legal case studies
3. Contracting parties and characteristics of the merchant
4. Contract objects
5. The contract and fundamentals of the contract
 - a) Accomplishments of contracts
 - b) Declaration of intent
 - c) Contract conclusion on the Internet
 - d) Contract conclusion in commercial transactions
 - e) Failure of intent

<p>f) Repudiation</p> <p>g) Representation</p> <p>h) Legal contracts/transactions</p> <p>6. Defaults</p> <p>7. Faulty transactions</p> <p>8. Deadlines and limitations</p> <p>9. Termination of contracts</p>
<p>Teaching Forms</p> <p>Lectures and Practicals</p>
<p>Teaching Methods</p> <p>Presentation and various active teaching methods, discussions, case analysis, group work.</p>
<p>Literature/Learning Materials</p> <p>1. Bürgerliches Gesetzbuch BGB, Beck-Texte im dtv, 72. Aufl. München, 2013</p> <p>2. Müssig, P., Wirtschaftsprivatrecht, 16. Aufl., C.F. Müller, Heidelberg, 2013</p> <p>3. Förchler, P., Privat- und Prozessrecht, Holzmann Medien, Bad Wörishofen, 2007</p> <p>4. Deckenbrock, C./Höpfner, C.: Bürgerliches Vermögensrecht, UTB, Stuttgart 2012</p> <p>5. Schwab, D./Löhnig, M., Falltraining im Zivilrecht 1, C.F. Müller, Heidelberg 2012</p> <p>Lecture slides (will be made available for students during the semester)</p>
<p>Specifics</p> <p>This course will act as a foundation for courses in the following semester (law of contract), including all other courses with legal references. Gaining an understanding for the unfamiliar legal thinking and comprehension for the unusual legal language is a huge challenge for students. Therefore, it is recommended to prepare for this course and revise and strengthen what is learned.</p>

Organization of Course

<p>Weekly Attendance</p> <p>3,00</p>	<p>Division into Groups</p> <p>nein</p>	<p>Recommended Semester</p> <p>1 Semester</p>	<p>Language</p> <p>Deutsch</p>
<p>Attendance / Contact Hours</p> <p>33,8 Std.</p>	<p>Preparation/Homework/Self-Study</p>		<p>Time for Exercises/ Group Work</p>

Description of Module

Code 102-003	Title of Module Accounting
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Significance of Module for the Goals of the Study Course

Qualification Goals Students will learn basics about external and internal accounting. Students will learn to read and interpret annual financial statements, including how the financial statements are compiled and created.
Content Fundamental knowledge about cost types, cost centers and cost unit accounting.
Teaching Forms

Requirements for Participation

Knowledge, Skills, Competencies	Formal prerequisites for participation do not exist.
Preparation for the Module	1. Barth, T./Barth, D., Kosten- und Erfolgsrechnung für Industrie und Handel, Stuttgart 2006 2. Coenenberg, A., Kostenrechnung und Kostenanalyse, 7. Auflage, Landsberg am Lech, 2009

Practicability of Module

Relationship to other Modules within this Study Course	Controlling and Annual Financial Statement Analysis
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content Discussion of economic goals will be covered extensively. Additionally, functions of internal accounting, e.g. offsetting of emissions on cost centers or the calculation of sustainable products will be addressed.
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Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (90 Minuten)	100 %

Organization of Course

Responsible for Module Prof. Dr. Thomas Barth		
Further Persons Responsible for Module		
Type of Module Pflicht: 1. Semester	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria	ECTS Points 5,00	Weekly Attendance 4,00
Workload 5,00 x 25 Stunden = 125,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 45,0 Std. / 36,0 %	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
102-003-01	Buchführung und Bilanzierung
102-003-02	Kosten- und Erfolgsrechnung

Description of the Module Element

Code 102-003-01	Title of the Module Element Buchführung und Bilanzierung
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences of the course</u></p> <p>Students will develop approaches to addressing important questions about accounting. Students will understand the meaning and various purposes of external accounting, especially from the perspective of a finance manager. Students will become able to interpret annual financial statements and correctly record and transfer business events to create their own basic annual financial statements.</p> <p><u>Knowledge and skills applied</u></p> <p>Students will gain an understanding of the rules and limits of external accounting. They will learn how to read and interpret a real annual financial statement. They will learn about different systems of accounting and develop comprehension for the use of EDP-Systems.</p> <p><u>Knowledge about self-organization</u></p> <p>Students will independently utilize the methods taught in the lecture on completing assigned work. Special cases from literature should be used to gain further understanding.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X		
Sozial			
<p>Content</p> <p>Basics of accounting, basics of balancing, accounting policy and balance sheet analysis</p>			
<p>Teaching Forms</p> <p>, Lectures and Practicals</p>			
<p>Teaching Methods</p> <p>Course contents include standard lectures, interactive teaching sessions, and various case studies that employ practical examples.</p> <p>Lecture, preparation and revision. Exercises such as balance sheet analysis of case studies may be either individual or group work.</p>			
<p>Literature/Learning Materials</p> <p>1. Bähr, G./Fischer-Winkelmann, W., Buchführung und Jahresabschluss, 8. Auflage, München 2003</p>			

2. Coenenberg, A., Jahresabschluss und Jahresabschlussanalyse, 19. Auflage, Landsberg am Lech, 2003
3. Eisele, W., Technik des betrieblichen Rechnungswesens, 7. Auflage, München 2002
4. Diverse Geschäftsberichte und Jahresabschlussunterlagen

Specifics

Introductory event with extended exercises. Establishment of a strong foundation of knowledge in accounting in consideration of and in addition to prior knowledge of students.

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 1 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code 102-003-02	Title of the Module Element Kosten- und Erfolgsrechnung
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences in this lecture</u></p> <p>Students will understand the main questions addressed in internal accounting, including the meaning and different functions of Cost Accounting and the Income Statement, especially from the perspective of decision-makers at the company level. They will become capable of calculating costs to lenders/creditors using various methods. Most importantly, they will learn how to support business decisions with calculated information.</p> <p><u>Knowledge and skills applied</u></p> <p>Students will understand the limits of internal accounting and be able to make various calculations depending on the conditions of each question asked. Students will learn the different cost accounting methods and develop their comprehension of accounting operational activities for practical use.</p> <p><u>Knowledge and skills concerning interaction with others</u></p> <p>Students will independently utilize the methods taught in the lecture on completing assigned work. Special cases from literature should be used to gain further understanding.</p> <table border="1"> <thead> <tr> <th>Wissen</th> <th>Knowledge</th> <th>Skills</th> <th>Competencies</th> </tr> </thead> <tbody> <tr> <td>Fach</td> <td>X</td> <td>X</td> <td>X</td> </tr> <tr> <td>System</td> <td>X</td> <td>X</td> <td></td> </tr> <tr> <td>Selbst</td> <td>X</td> <td>X</td> <td></td> </tr> <tr> <td>Sozial</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>				Wissen	Knowledge	Skills	Competencies	Fach	X	X	X	System	X	X		Selbst	X	X		Sozial			
Wissen	Knowledge	Skills	Competencies																				
Fach	X	X	X																				
System	X	X																					
Selbst	X	X																					
Sozial																							
<p>Content</p> <p>Goals and functions of internal accounting, cost-type accounting, cost-center accounting, cost-unit accounting, cost-unit period accounting, systems of cost accounting, break-even analysis, program optimization, make-or-buy-decision, process selection.</p>																							
<p>Teaching Forms</p> <p>, Lectures and Practicals</p>																							
<p>Teaching Methods</p> <p>Course contents include standard lectures, interactive teaching sessions, and various case studies that utilize practical examples.</p> <p>Lecture, preparation and revision. Exercises such as summarized case studies may be either individual or group work.</p>																							
<p>Literature/Learning Materials</p>																							

1. Barth, T./Barth, D., Kosten- und Erfolgsrechnung für Industrie und Handel, 2. Auflage, Stuttgart, 2013
2. Coenenberg, A., Kostenrechnung und Kostenanalyse, 7. Auflage, Landsberg am Lech, 2009
3. Däumler, K.-D./Grabe, J., Kostenrechnung 1, Grundlagen, 10. Auflage, Berlin/Herne 2008
4. Däumler, K.-D./Grabe, J., Kostenrechnung 2, Deckungsbeitragsrechnung, 9. Auflage, Berlin/Herne 2008
5. Eisele, W., Technik des betrieblichen Rechnungswesens, 7. Auflage, München 2002
6. Heinhold, M., Kosten-, Erlös- und Erfolgsrechnung, 5. Auflage, Stuttgart 2010

Specifics

Introductory event with extended exercises. Establishment of a strong foundation of knowledge in accounting in consideration of and in addition to prior knowledge of students.

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 1 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of Module

Code 102-004	Title of Module Financial Management
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Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p>Students will understand the goals, strategies and instruments of all types of planning, management and control of operational cash flows. They will become able to describe, analyze and solve appropriate problems with suitable methods and accurately interpret the results. They will understand the context and purpose of fundraising (financing) and application of funds (investment). This module will allow students to broaden their knowledge base, to be used in co-operation with the skills that they acquire from modules of business studies and accounting.</p>
<p>Content</p> <p>This module will give a detailed insight into the very important forms of business finance. Additionally, you will learn to apply essential theories and methods from the investment appraisal that is used in practice in the industry.</p>
<p>Teaching Forms</p>

Requirements for Participation

Knowledge, Skills, Competencies	Formal prerequisites for participation do not exist.
Preparation for the Module	See literature references for each individual course

Practicability of Module

Relationship to other Modules within this Study Course	Module 2.1 Export Economy Module 2.3 Portfolio Theory Module 2.4 Business Planning
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

<p>Content</p> <p>The valuation of each investment plan is determined on the basis of economical, ecological and social aspects.</p>

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (90 Minuten)	100 %

Organization of Course

Responsible for Module Prof. Dr. rer. nat. Anja Bettina Blatter		
Further Persons Responsible for Module		
Type of Module Pflicht: 1. Semester	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria	ECTS Points 5,00	Weekly Attendance 4,00
Workload 5,00 x 25 Stunden = 125,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 45,0 Std. / 36,0 %	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
102-004-01	Finanzierung
102-004-02	Investition

Description of the Module Element

Code 102-004-01	Title of the Module Element Finanzierung
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences of the course</u></p> <p>Students will learn various approaches to solving important questions by utilizing financial theory models and applying them to numerous illustrated examples. In relation to these approaches, different measures of fund-raising, repayment and understanding of the components of each payment, coupled with information regarding control and hedging relationships between enterprises and capital providers will be introduced.</p> <p><u>Knowledge, skills and competences applied</u></p> <p>Methodological procedures will be explained including approaches to investment and financial accounts in specific decision-making situations to achieve an optimal solution. Students will therefore be able to comprehend the theoretical background of the financing decision.</p> <p><u>Knowledge about self-organization</u></p> <p>Students will independently study and revise course content to develop basic knowledge in topics such as external and internal financing.</p> <p><u>Knowledge and skills regarding interaction with others</u></p> <p>Students will be invited to make constructive discussion in groups regarding the knowledge they have attained from the course.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X		
Sozial	X		
<p>Content</p> <ol style="list-style-type: none"> 1. Fundamentals of the dynamic finance planning 2. Type of financing 3. Financing decisions 4. Debt Financing 5. Equity Financing 6. Interaction with the taxation of investment and financing decisions (tax planning) 7. Arbitrage 8. Foreign Trade Financing 			
<p>Teaching Forms</p>			

Lectures and Practicals
<p>Teaching Methods</p> <p>Lecture with exercises.</p> <p>Students will learn the structure of common practical questions in financial planning including how to obtain an appropriate solution, and will therefore develop an ability critically assess decision models. (preliminary criticism, questioning practical relevance, alternative model approaches etc.).</p>
<p>Literature/Learning Materials</p> <ol style="list-style-type: none"> 1. Brealey, R.A./Myers, S.C./Allen, F., Principles of Corporate Finance, McGraw Hill, New York, 2002 2. Drukarczyk, J., Finanzierung, 10. Aufl. UTB, Stuttgart, 2008. 3. Franke, G./Hax, H., Finanzwirtschaft des Unternehmens und Kapitalmarkt, 6. Aufl., Springer, Heidelberg/Berlin, 2009 4. Kruschwitz, L./Husmann, S., Finanzierung und Investition, Oldenbourg, München, 2009 5. Kruschwitz, L., Investitionsrechnung, Oldenbourg, München, 2011 6. Kruschwitz, L./Decker, R./Röhrs, M., Übungsbuch zur betrieblichen Finanzwirtschaft, Oldenbourg, München, 2007 7. Schmidt, R.H./Terberger, E., Grundzüge der Investitions- und Finanzierungstheorie, Gabler, Wiesbaden, 1997
Specifics

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 1 Semester	Language Deutsch oder Englisch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code 102-004-02	Title of the Module Element Investition
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Content Structure

Qualification Goals

Students will become capable of understanding and applying the course material listed below, broadening their:

knowledge, skills and competences in this lecture

Students will gain insight into methods of investment appraisal. Students will develop an understanding for which input parameters are required for calculating key figures, giving students the ability to accurately interpret the resulting key figures. Students will learn how to construct a budgeted balance sheet and a statement of income, allowing them to independently transfer their general methods of investment appraisal to real investment projects.

knowledge and skills applied

Students will gain knowledge on classifying investment appraisals as a part of financial management. They will understand the connection between investment projects and the associated costs of financing.

knowledge about self-organization

Students will read basic literature on investment appraisal giving them an ability to assess different approaches.

knowledge and skills concerning interaction with others

Students will discuss and form meaningful solutions to practical business cases with group members.

Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X		
Sozial	X		

Content

- 1 Financial Planning
 - 1.1 Balance and Statement of Income projections
 - 2.2 Cash Flow Identity
- 2 Methods of Investment Appraisal
 - 2.1 Present Value
 - 2.2 Interest Rate

<p>2.3 Annuities</p> <p>2.4 Payback Period</p> <p>3. Project Analysis and Assessment</p> <p>3.1 Cost of Capital</p> <p>3.2 Risk Measures</p>
<p>Teaching Forms</p> <p>Lectures and Practicals</p>
<p>Teaching Methods</p> <p>Lecture with exercises.</p> <p>Students will receive exercises and business case studies to strengthen their skills and develop their methods for solving complex questions.</p>
<p>Literature/Learning Materials</p> <p>1. Arnold, G., Corporate Financial Management, 5. Aufl., Pearson, Harrow, UK 2012</p> <p>2. Flad, M./Günther, P./Schittenhelm, F.A., Finanzmanagement, Pro Business, Berlin 2012</p> <p>3. Günther, P./Schittenhelm, F.A., Investition und Finanzierung, Schaeffer-Poeschel, Stuttgart, 2003</p> <p>4. Maier, K.M., Risikomanagement im Immobilien- und Finanzwesen, Fritz Knapp, Frankfurt/Main, 2007</p> <p>5. Megginson, W.L./Smart, S.B./Lucey: Introduction to corporate finance, Cengage Learning, Mason, Ohio 2008</p> <p>6. Ross, S./Westerfield, R./Jordan, B., Fundamentals of Corporate Finance, 9th edition, McGraw-Hill, Irwin, New York, 2009</p>
<p>Specifics</p>

Organization of Course

<p>Weekly Attendance</p> <p>2,00</p>	<p>Division into Groups</p> <p>nein</p>	<p>Recommended Semester</p> <p>1 Semester</p>	<p>Language</p> <p>Deutsch</p>
<p>Attendance / Contact Hours</p> <p>22,5 Std.</p>	<p>Preparation/Homework/Self-Study</p>		<p>Time for Exercises/ Group Work</p>

Description of Module

Code 102-005	Title of Module Quantitative Methods
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Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p><u>Contents and Methods:</u></p> <p>Students will understand the methods of assessing cash flows and how to effectively use them in their respective situations. Students will become capable of applying methods to operational figures in statistical analysis of data through calculation and interpretation.</p> <p><u>Systematic Skill:</u></p> <p>Students will learn to translate economic and financial problems in an appropriate manner to the formal language of mathematics, therefore enabling mathematical analysis. Additionally, students will learn how to apply mathematical procedures to problems of the economy and finance as well as describing limitations of these procedures. These mathematical procedures will be implemented in applications in order to accurately interpret computed results.</p> <p><u>Social Skills:</u></p> <p>Students will be expected to discuss their respective solutions with each other to work out assigned tasks in groups.</p>
<p>Content</p> <ul style="list-style-type: none"> • Fundamentals of mathematics and financial mathematics • Methods and key figures of descriptive statistics
<p>Teaching Forms</p>

Requirements for Participation

Knowledge, Skills, Competencies	Intermediate mathematics (high school level)
Preparation for the Module	See literature references for each individual course.

Practicability of Module

Relationship to other Modules within this Study Course	102-001 Financial Management 102-004 Financial Management 102-027 Investment Analysis and Management
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content

Quantitative Methods are relevant in assessing sustainable financial products. This module will discuss this relevance.

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (120 Minuten)	80 %
Schriftliche Arbeit (keine Einheit gewählt)	20 %

Organization of Course

Responsible for Module		
Prof. Dr. rer. nat. Anja Bettina Blatter		
Further Persons Responsible for Module		
Type of Module	Recurrence	Duration
Pflicht: 1. Semester	jedes Semester	1 Semester
Admission Criteria	ECTS Points	Weekly Attendance
	9,00	7,00
Workload		
9,00 x 25 Stunden = 225,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours	Preparation/Homework/Self-Study	Time for Exercises/Group Work
78,8 Std. / 35,0 %		

Content Structure

Code	Title of the Module Element
102-005-01	Finanzmathematik
102-005-02	Beschreibende Statistik

Description of the Module Element

Code 102-005-01	Title of the Module Element Finanzmathematik
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Content Structure

Qualification Goals

Knowledge, skills and competences in this course

Students will gain an understanding for different types of interest rates, allowing them to use suitable mathematical formulae to achieve correct resulting calculations. Students will gain knowledge of basic mathematical functions and their features, which they can apply in financial mathematics and on economical cases. Knowledge of applying different methods in appropriate cases when determining the valuation of cash flows in consideration of the interest rate will also be facilitated in this course. Students will also become able to apply differential calculus when describing changes in behavior and be able to apply this theory in financial mathematics and economical questions. Students will develop their ability to deconstruct complex questions into parts and apply suitable methods to yield a clear solution. Comparison of different financing options and determination of which is most suitable based on the assigned criteria will also be focused on.

Knowledge and skills applied

Students will become adept in setting conditions for mathematical modeling in financial management cases and presenting this in mathematical technical language.

Knowledge about self-organization

Students will be expected to independently revise and practice the methods taught in class from the given tasks. Some additional understanding may be gained from literature.

Knowledge and skills regarding interaction with others

Students will discuss and explain solutions in groups, where they have an opportunity to present and prove their approaches, including asking questions about the validity of their solutions.

Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X	X	
Sozial	X	X	

Content

1. Calculation of interest
2. Principle of equivalence and actual yield
3. Investment calculation
4. Pension calculation

5. Repayment calculation

6. Functions with one or multiple variables; differential calculus

Teaching Forms

Lectures

Teaching Methods

The lecture follows a constructive didactic approach meaning that students are encouraged to participate in class and study independently in order to receive the most benefit.

In addition to the class discussion, exercises that require individual and group work will also be included. Students are encouraged to work using the aid of suitable computer programs when undertaking practical work (EXCEL; GEOGEBRA).

Students will receive weekly tasks to be completed independently, submitted, and corrected. These tasks will account for 20% of the course total. Groups of approximately 2-3 students will present and explain their solutions to these tasks a week later. The following discussion in class on these solutions will help students gain greater understanding of the given topics.

Literature/Learning Materials

Learning Materials:

Several course materials will be supplied in addition to the lecture.

A course script will be provided containing explanatory and theory sections and assignments. Students will be expected to write compiled derivations learned in the course into the blank pages of the script. A collection of exercises with solutions, homework sheets, and a formula sheet, will also be provided.

Literature:

Luderer, B., Starthilfe Finanzmathematik, Teubner, Stuttgart, Leipzig, 2002.

Pfeifer, A., Praktische Finanzmathematik, Verlag Harri Deutsch, Thun/Frankfurt/Main, 2000

Purkert, W., Brückenkurs Mathematik für Wirtschaftswissenschaftler, Teubner, Stuttgart, Leipzig, 2005

Sydsæter, K./Hammond, P., Essential Mathematics for Economic Analysis, Pearson Education, Harlow, 2002.

Tietze, J., Einführung in die Finanzmathematik, Vieweg, Braunschweig/Wiesbaden, 2003 (or later).

Specifics

Each week there will be a tutorial, separate from the lecture, where additional questions and assignments are worked through and explained with the guidance of a tutor. Through regular meetings with the professor and the tutor, effective and constructive feedback will be provided to the learning group during the semester.

The tutors employed at HfWU also take part in a tutor qualification program.

Organization of Course

Weekly Attendance 4,00	Division into Groups nein	Recommended Semester 1 Semester	Language Deutsch
Attendance / Contact Hours 45,0 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code 102-005-02	Title of the Module Element Beschreibende Statistik
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences in this lecture</u></p> <p>Students will understand the methods used in the statistical process of data usage for generating key figures and be able to apply these methods to assignments. Students will also learn how to determine the most effective analysis for a prescribed data series and use suitable programs for processing large data series. Additionally, students will become able to analyze connections between many components of data including making appropriate statements about dependence.</p> <p><u>Knowledge, skills and competences applied</u></p> <p>Students will understand the limits of statistical analysis.</p> <p><u>Knowledge about self-organization</u></p> <p>Students will independently study and revise the contents of the course and apply practical methods in assignments. Some additional understanding may be gained from literature.</p> <p><u>Knowledge and skills concerning interaction with others</u></p> <p>Students will discuss solutions in groups, in the interest of proving their procedures through structured arguments, including asking or answering questions about solutions.</p>																							
<table border="1"> <thead> <tr> <th>Wissen</th> <th>Knowledge</th> <th>Skills</th> <th>Competencies</th> </tr> </thead> <tbody> <tr> <td>Fach</td> <td>X</td> <td>X</td> <td>X</td> </tr> <tr> <td>System</td> <td>X</td> <td></td> <td></td> </tr> <tr> <td>Selbst</td> <td>X</td> <td>X</td> <td></td> </tr> <tr> <td>Sozial</td> <td>X</td> <td>X</td> <td></td> </tr> </tbody> </table>				Wissen	Knowledge	Skills	Competencies	Fach	X	X	X	System	X			Selbst	X	X		Sozial	X	X	
Wissen	Knowledge	Skills	Competencies																				
Fach	X	X	X																				
System	X																						
Selbst	X	X																					
Sozial	X	X																					
<p>Content</p> <ol style="list-style-type: none"> 1. Fundamentals of descriptive statistics 2. One-dimensional and two-dimensional frequency distribution 3. Forecasting procedures (regression analysis, time series analysis) 4. Indices 																							
<p>Teaching Forms</p> <p>Lectures and Practicals</p>																							
<p>Teaching Methods</p> <p>Lectures</p> <p>Individual exercises or group work</p>																							

Descriptive Statistics is a methodology, characterized by a wealth of concepts and methods. This course is designed to introduce reasoning and facilitate application of terms or methods through case studies, before these terms become standard and generalized. Part of this module will be used to illustrate mathematical symbolic language and vocally express it in terms of financial mathematics.

Real problems that are faced in world practice will be discussed and different terms and methods will be applied to further assignments where students can work individually or in groups.

Students will receive weekly individual assignments in the interest of supporting and expanding their knowledge.

Using suitable problems, students will become familiar with conducting data analysis in EXCEL.

Required reading for this course is the textbook of Max C. Wewel mentioned below.

Literature/Learning Materials

Bleymüller, J./Gehlert, G./Gülicher, H.: Statistik für Wirtschaftswissenschaftler, 12. Aufl., Vahlen, München 2000

Fahrmeir, L./Künstler, R./Pigeot, I./Tutz, G.: Statistik – Der Weg zur Datenanalyse, 3. Auflage, Springer, Berlin 2001

Keller, G./Warrack, B., Statistics for Management and Economics, Fourth Edition, Brooks/Cole Publishing Company: 1997.

Kobelt, H./Steinhausen, D., Wirtschaftsstatistik für Studium und Praxis, 6. Auflage, Schäffer-Poeschel: Stuttgart, 2000

McClave, J.T./Benson, P.G., Statistics for Business and Economics, Prentice-Hall: Englewood Cliffs 1994

Wewel, M.C., Statistik im Bachelor-Studium der BWL und VWL - Methoden, Anwendung, Interpretation. 2. Aufl., Pearson Studium, München/Boston 2011.

Specifics

Each week there will be a tutorial, separate from the lecture, where additional questions and assignments are worked on and explained with the guidance of a tutor. Through regular meetings with the professor and the tutor, effective and constructive feedback will be provided to the learning group during the semester.

The tutors employed at HfWU also take part in a tutor qualification program.

Organization of Course

Weekly Attendance 3,00	Division into Groups nein	Recommended Semester 1 Semester	Language Deutsch
Attendance / Contact Hours	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

33,8 Std.		
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Description of Module

Code 102-025	Title of Module Economics
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Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p>Students will understand the main questions, technical terms and concepts presented in macroeconomics. Students will become capable of collecting, describing and classifying the details of macroeconomic situations and become adept in their practical application. Students will gain knowledge and become able to apply the techniques and instruments used in export financing and international payments in practical examples and will gain a solid understanding of the pros and cons of each method or instrument used.</p>
<p>Content</p> <ol style="list-style-type: none"> 1. Fundamentals, tasks and methods of macroeconomics 2. National accounts 3. Micro- and Macroeconomics 4. Fiscal- and Monetary Policy / Finance 5. Export financing and international payments
<p>Teaching Forms</p>

Requirements for Participation

Knowledge, Skills, Competencies	Students will have fulfilled the basic study requirements necessary for undertaking a Bachelor degree of this level. After completion of the first semester, students enrolled in this module should already have basic knowledge and structured thinking in respect to the field of economic sciences.
Preparation for the Module	Recommended reading in preparation for this module: Sperber, H.: VWL Grundwissen, 2. Auflage, Stuttgart 2012

Practicability of Module

Relationship to other Modules within this Study Course	102-001 Financial Management and Economics in the 3th and 4th Semester (study abroad)
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

<p>Content</p> <p>Students will gain insight into the importance of economic problems and processes relating to sustainability, specifically in consideration of the consequences of using public debt for future</p>
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generations and the impact on welfare as a result of inflation. Additionally, students will become aware of the existing goal conflicts between economic growth and the conservation of resources in the interests of environmental protection. Students will also become capable of critically assessing and illustrating possible solutions to the demographic development in the German social system in the future.

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (90 Minuten)	100 %

Organization of Course

Responsible for Module Prof. Dr. Herbert Sperber		
Further Persons Responsible for Module		
Type of Module Pflicht: 2. Semester	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria	ECTS Points 5,00	Weekly Attendance 4,00
Workload 5,00 x 25 Stunden = 125,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 22,5 Std. / 18,0 %	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
102-025	Mikro- und Makroökonomik / Finanzwissenschaft

Description of the Module Element

Code 102-025	Title of the Module Element Mikro- und Makroökonomik / Finanzwissenschaft
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences in this course</u></p> <p>Students will gain knowledge and understanding of the fundamental questions and problems faced in macroeconomics. Students will become familiar with terms of micro- and macroeconomics and will gain an in-depth understanding of economic accounting, business cycle analysis and monetary and fiscal policies. The role of the state, including the effects of the taxation system and issues concerning national debt will also be covered.</p> <p><u>Knowledge and skills applied</u></p> <p>Students will be capable of recording and interpreting a range of economic realities and policies.</p> <p><u>Knowledge about self-organization</u></p> <p>Students will work independently with fundamental literature about economic theory and therefore become able to assess different policies.</p> <p><u>Knowledge and skills regarding interaction with others</u></p> <p>Students will discuss the consequences of modern macroeconomics with other group members in this lecture.</p>																							
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Wissen	Knowledge	Skills	Competencies																				
Fach	X	X																					
System	X	X																					
Selbst	X																						
Sozial	X																						
<p>Content</p> <ol style="list-style-type: none"> 1. Fundamentals, tasks and methods of macroeconomics 2. National Accounts 3. Micro- and Macroeconomics 4. Fiscal and Monetary policies/ Financial Management 																							
<p>Teaching Forms</p> <p>Lectures and Practicals</p>																							
<p>Teaching Methods</p> <p>Lecture and discussion, case studies and exercises, control questions with solutions, group work.</p>																							
<p>Literature/Learning Materials</p> <p>· Hohlstein, M., Sperber, H. et al: Lexikon der Volkswirtschaftslehre, 3. Auflage, München 2009</p>																							

- Mankiw, G.: Grundzüge der Volkswirtschaftslehre, 4. Auflage, Stuttgart 2008
- Baßeler, U., Heinrich, j., Utrecht, B.: Grundlagen und Probleme der Volkswirtschaft, 19. Auflage, Stuttgart 2010
- Sperber, H.: Wirtschaft verstehen, 4. Auflage, Stuttgart 2012

As learning material for students, the economics textbook by Prof. Sperber provides supplementary exercises with sample solutions and case studies on national accounts and micro- and macroeconomic theory and financial science.

Specifics

Subject contents are demonstrated with the help of selected practical examples under special consideration of current economic procedures.

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 2 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of Module

Code 102-026	Title of Module Legal and Fiscal Frameworks
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Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p>The primary goal of this module is that students will gain an understanding of the legal framework, including methods utilized in the specific operation of enterprises and the fundamentals of financial operations. Transferring this knowledge will allow students to answer each practical question with appropriate foundation and structure to their solution.</p> <p>In addition to the methods and knowledge that will be taught, the merging of legal aspects of general business and the financial sector will assist each student's understanding of this module. Skills based on self-organization will be acquired by individual practice of each method learned. The exercises in groups (obligation to joint decision-making) will be focused on promoting students' social skills.</p>
<p>Content</p> <p>Aspects of Finance Law</p> <p>Principles of Accounts Receivable Management</p> <p>Principles of International Tax Law</p>
<p>Teaching Forms</p>

Requirements for Participation

Knowledge, Skills, Competencies	Successful completion of the Business Law module, including appropriate knowledge, skills and competences gained from the aforementioned module is required.
Preparation for the Module	See literature references for each individual course.

Practicability of Module

Relationship to other Modules within this Study Course	Business Law, partially Real Estate Law
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content	None
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Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (90 Minuten)	100 %

Organization of Course

Responsible for Module Prof. Dr. Stefan Marx		
Further Persons Responsible for Module		
Type of Module Pflicht: 2. Semester	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria	ECTS Points 5,00	Weekly Attendance 5,00
Workload 5,00 x 25 Stunden = 125,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 56,2 Std. / 45,0 %	Preparation/Homework/Self-Study 68,8 Std. / 55,0 %	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
102-026-01	Recht der Schuldverhältnisse und finanzspezifische Rechtsgeschäfte
102-026-02	Internationales Steuerrecht

Description of the Module Element

Code 102-026-01	Title of the Module Element Recht der Schuldverhältnisse und finanzspezifische Rechtsgeschäfte
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences in this course</u></p> <p>Students will learn the significant methodological general law foundations of obligations, finance and investment and will become capable of transferring this knowledge to real questions and utilize it in new practical cases.</p> <p><u>Knowledge and skills applied</u></p> <p>Students will be able to recognize the interdependency between different type of companies or industries and the importance of law as an integrated component of any entrepreneurial activities. Additionally, students will become capable of considering legal demarcations when developing entrepreneurial decisions and be able to adjust their actions accordingly.</p> <p><u>Knowledge about self-organization</u></p> <p>Students will be expected to independently revise knowledge gained in lectures and practice methods on given tasks using issued course material.</p> <table border="1"> <thead> <tr> <th>Wissen</th> <th>Knowledge</th> <th>Skills</th> <th>Competencies</th> </tr> </thead> <tbody> <tr> <td>Fach</td> <td>X</td> <td>X</td> <td>X</td> </tr> <tr> <td>System</td> <td>X</td> <td>X</td> <td></td> </tr> <tr> <td>Selbst</td> <td>X</td> <td>X</td> <td></td> </tr> <tr> <td>Sozial</td> <td>X</td> <td>X</td> <td></td> </tr> </tbody> </table>				Wissen	Knowledge	Skills	Competencies	Fach	X	X	X	System	X	X		Selbst	X	X		Sozial	X	X	
Wissen	Knowledge	Skills	Competencies																				
Fach	X	X	X																				
System	X	X																					
Selbst	X	X																					
Sozial	X	X																					
<p>Content</p> <ul style="list-style-type: none"> • Different forms of financing including Credit Security Instruments and their effectiveness • Legal basis of national and international contractual relations, company-specific contract types and distributions types, arrangement of terms through contractual agreements and AGB, disruptions of performance and its subsequent avoidance • Tort Law 																							
<p>Teaching Forms</p> <p>Lectures and Practicals</p>																							
<p>Teaching Methods</p> <p>Interactive Lecture (including development of circumstances through in-depth discussions) using practical case studies and models. Development of methods through solving questions.</p>																							
<p>Literature/Learning Materials</p> <ul style="list-style-type: none"> • Lecture notes (Course structure) • Förschler, Peter: Privat- und Prozessrecht, 13. Aufl. Bad Wörishofen 2011 																							

- Förschler, Peter: Privat- und Prozessrecht, Übungsfälle, 8. Aufl. Bad Wörishofen, 2010-
- Deckenbrock/Höpfner: Bürgerliches Vermögensrecht, Baden-Baden 2012

Specifics

Organization of Course

Weekly Attendance 3,00	Division into Groups nein	Recommended Semester 2 Semester	Language Deutsch
Attendance / Contact Hours 33,8 Std.	Preparation/Homework/Self-Study 45,8 Std.		Time for Exercises/ Group Work

Description of the Module Element

Code 102-026-02	Title of the Module Element Internationales Steuerrecht
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Content Structure

Qualification Goals

Knowledge, skills and competences in this course

Students will learn through discussion the fundamentals of national and international tax law, facilitating an ability to use this knowledge in real-life situations.

Knowledge and skills applied

Students will be made aware of the significant influence that tax considerations have on the entrepreneurial decisions and business structures in the global economy. Students will learn tax-related considerations from practical cases and how to transfer those considerations to solve similar cases.

Knowledge about self-organization

Students will be expected to independently revise the lecture contents and apply their theoretical knowledge and methods to assigned tasks.

Knowledge and skills regarding interaction with others

Social skills will be promoted through tax-related debates and finding solutions to problems in groups.

Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst		X	
Sozial		X	X

Content

Fundamentals of national tax law including the various legal forms of companies and their taxation of earnings. Fundamentals of national and international taxation of earnings. Case-studies of cross-border taxation.

Teaching Forms

Lectures and Practicals

Teaching Methods

Interactive lecture (solving of cases through in-depth discussions) using practical cases and models. Development of methods through solving questions.

Literature/Learning Materials

- Lecture notes (Course structure), including case studies.

- Bächle/Knies/Ott/Rupp, Internationales Steuerrecht, 2. Aufl. 2010
- Stobbe, Steuern kompakt, 11. Aufl. 2012
- Tipke/Lang, Steuerrecht, 20. Aufl. 2010
- Any additional references will be given in the lecture

Specifics

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 2 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study 23,0 Std.		Time for Exercises/ Group Work

Description of Module

Code 102-027	Title of Module Investment Analysis and Management
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Significance of Module for the Goals of the Study Course

Qualification Goals Students will learn capital market theory concepts and will be able to practice their newly gained knowledge. Students will gain an understanding of the conceptual differences between statistical and dynamic methods of investment calculation and modern Portfolio Theory.
Content This module will provide insight into modern portfolio theory including covering key issues in theory and methods of risk management used in practice.
Teaching Forms

Requirements for Participation

Knowledge, Skills, Competencies	Formal prerequisites for participation do not exist.
Preparation for the Module	See literature references for each individual course.

Practicability of Module

Relationship to other Modules within this Study Course	Quantitative Methods serves as a foundation for this course.
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content The evaluation techniques used in modern portfolio theory will be questioned critically in relation to economical, ecological and social aspects.

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (45 Minuten)	30 %
Studienarbeit (keine Einheit gewählt)	70 %

Organization of Course

Responsible for Module Prof. Dr. Holger Fink
--

Further Persons Responsible for Module		
Type of Module Pflicht: 2. Semester	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria	ECTS Points 5,00	Weekly Attendance 4,00
Workload 5,00 x 25 Stunden = 125,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 45,0 Std. / 36,0 %	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
102-027-01	Portfoliotheorie und Asset Allocation
102-027-02	Seminar: Investments

Description of the Module Element

Code 102-027-01	Title of the Module Element Portfoliotheorie und Asset Allocation
---------------------------	---

Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences of the course</u></p> <p>Students will learn to describe and explain the applied input parameters under modern portfolio theory and how they are essential for calculating key figures. Students will become capable of interpreting these key figures and will therefore be able to apply independent portfolio theory to real questions encountered in Asset Allocation.</p> <p><u>Knowledge and skills applied</u></p> <p>Students will be able to clearly classify modern portfolio theory as a part of financial management and describe the differences between portfolio theory and other dynamic methods of investment including how to use each appropriately.</p> <p><u>Knowledge about self-organization</u></p> <p>Students will develop their knowledge through studying key literature on portfolio theory, increasing their capability of assessing different principles and methods.</p> <p><u>Knowledge and skills regarding interaction with others</u></p> <p>Students will have group discussions within the lecture relating to the consequences of modern portfolio theory.</p> <table border="1" data-bbox="156 1258 1067 1494"> <thead> <tr> <th>Wissen</th> <th>Knowledge</th> <th>Skills</th> <th>Competencies</th> </tr> </thead> <tbody> <tr> <td>Fach</td> <td>X</td> <td>X</td> <td>X</td> </tr> <tr> <td>System</td> <td>X</td> <td>X</td> <td></td> </tr> <tr> <td>Selbst</td> <td>X</td> <td></td> <td></td> </tr> <tr> <td>Sozial</td> <td>X</td> <td></td> <td></td> </tr> </tbody> </table>				Wissen	Knowledge	Skills	Competencies	Fach	X	X	X	System	X	X		Selbst	X			Sozial	X		
Wissen	Knowledge	Skills	Competencies																				
Fach	X	X	X																				
System	X	X																					
Selbst	X																						
Sozial	X																						
<p>Content</p> <p>Capital market theory (capital market and arbitrage, efficient market hypothesis), valuation of bonds (yield curve, convexity, duration), valuation of stocks, portfolio theory (portfolio model of Markowitz), capital asset pricing model (market model, systematic/unsystematic risk, Sharpe Ratio), fundamentals of risk management (Value-at-Risk, Expected Shortfall).</p>																							
<p>Teaching Forms</p> <p>Lectures and Practicals</p>																							
<p>Teaching Methods</p> <p>Lectures including exercises, preparation of a semester research paper, involved discussions regarding examples of current market developments.</p>																							
<p>Literature/Learning Materials</p>																							

- McNeil/Frey/Embrechts: Quantitative Risk Management, Princeton University Press
- Flad/Günther/Schittenhelm: Investments, Berlin
- Keown, Arthur J. u.a.: Basic Financial Management, Prentice-Hall
- Maier, Kurt M.: Risikomanagement im Finanz- und Immobilienwesen, Frankfurt
- Perridon, Louis, Steiner, Manfred: Finanzwirtschaft der Unternehmung, München
- Steiner, M., Bruns, Christoph: Wertpapiermanagement, Stuttgart
- Current topic-related articles and publications

Specifics

Strong relationship to the other courses in this module (integrative teaching approach).

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 2 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code 102-027-02	Title of the Module Element Seminar: Investments
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences in this course</u></p> <p>Students will gain an understanding of the most significant investment strategies and will become capable of using and critically assessing techniques and methods associated with Asset Allocation and standard financial practice.</p> <p><u>Knowledge and skills applied</u></p> <p>Students will be able to classify theoretical fundamentals of Asset Allocation into an overall economical context.</p> <p><u>Knowledge about self-organization</u></p> <p>Students will independently study and assess advanced issues and methods of investment.</p> <p><u>Knowledge and skills concerning interaction with others</u></p> <p>Students will be expected to discuss different subject-specific issues in a presentation context.</p> <table border="1"> <thead> <tr> <th>Wissen</th> <th>Knowledge</th> <th>Skills</th> <th>Competencies</th> </tr> </thead> <tbody> <tr> <td>Fach</td> <td>X</td> <td>X</td> <td>X</td> </tr> <tr> <td>System</td> <td>X</td> <td>X</td> <td></td> </tr> <tr> <td>Selbst</td> <td>X</td> <td></td> <td></td> </tr> <tr> <td>Sozial</td> <td>X</td> <td></td> <td></td> </tr> </tbody> </table>				Wissen	Knowledge	Skills	Competencies	Fach	X	X	X	System	X	X		Selbst	X			Sozial	X		
Wissen	Knowledge	Skills	Competencies																				
Fach	X	X	X																				
System	X	X																					
Selbst	X																						
Sozial	X																						
<p>Content</p> <p>Specialization regarding one of the subsections of Asset Allocation from the course 'Portfolio Theory and Asset Allocation'</p>																							
<p>Teaching Forms</p> <p>Seminar</p>																							
<p>Teaching Methods</p> <p>Discussions, presentations.</p>																							
<p>Literature/Learning Materials</p> <p>Current topic-related articles and publications.</p>																							
<p>Specifics</p> <p>Closely associated with other courses in this module (integrative teaching approach).</p>																							

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 2 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of Module

Code 102-009	Title of Module Business in a Global Environment
------------------------	--

Significance of Module for the Goals of the Study Course

Qualification Goals The modules will expand on business knowledge and skills gained from the first semester. It will be conducted entirely in English and is therefore good preparation for study abroad.
Content All business subsections with a focus on Financial Management and Marketing.
Teaching Forms

Requirements for Participation

Knowledge, Skills, Competencies	Knowledge, skills and competences gained from Introduction to Business Studies in Module 102-002 and all the courses contained in Module 102-004.
Preparation for the Module	See literature references for each individual course.

Practicability of Module

Relationship to other Modules within this Study Course	Module 102-002 Business and Legal Environment Module 102-004 Financial Management
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content The created Business Plan evaluates the company as a whole so that economical, ecological and social aspects are considered.
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Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Referat/Präsentation (keine Einheit gewählt)	100 %

Organization of Course

Responsible for Module Prof. Dr. Frank-Andreas Schittenhelm
Further Persons Responsible for Module Süleyman Torasan

Type of Module Pflicht: 2. Semester	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria	ECTS Points 6,00	Weekly Attendance 5,00
Workload 6,00 x 25 Stunden = 150,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 56,2 Std. / 37,5 %	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
109-009-01	Seminar: Business Planning
102-009-02	Marketing and International Business

Description of the Module Element

Code 109-009-01	Title of the Module Element Seminar: Business Planning
---------------------------	--

Content Structure

Qualification Goals

Knowledge, Skills and Competences of the Course

Students will gain knowledge about English technical terms in business studies and learn to apply this technical knowledge to theoretical and practical approaches in a real Business Plan.

Knowledge and skills applied

Students will understand the connection between single subsections of Business Studies, such as Financial Management, Marketing and Human Resources Management.

Knowledge about self-organization

Students will independently develop their own Business Plan and learn what components are most important and require more attention.

Knowledge and skills regarding interaction with others

Students will develop a Business Plan in a group, allowing them to create the subsequent required Project Organization based on this Business Plan.

Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	
Sozial	X	X	

Content

Business Plan with the following contents:

- Financial Planning
- Investment Evaluation
- Marketing Strategy
- HR-Planning
- Internationalization Strategy
- Project Planning

Teaching Forms

Teaching Methods

Business Plan Presentation (50%)

The presentation of the Business Plan will involve interactive discussion as all of the lecturers in this module will be present.

Literature/Learning Materials

1. Arnold: Corporate Financial Management, Prentice Hall
2. Flad/Günther/Schittenhelm: Finanzmanagement, Pro Business
3. Megginson/Smart/Lucey: Introduction to corporate finance, South-Western
4. Ross/Westerfield/Jordan: Fundamentals of Corporate Finance, Irwin McGraw-Hill

Specifics

The Business Plan utilizes the contents of the lectures conducted in English on business topics.

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 2 Semester	Language Englisch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study 15,0 Std.		Time for Exercises/ Group Work 35,0 Std.

Description of the Module Element

Code 102-009-02	Title of the Module Element Marketing and International Business
---------------------------	--

Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, Skills and Competences of the Course</u></p> <p>Students will gain insight to English technical terms of business studies. Students will become capable of transferring and using essential theoretical and practical approaches in business studies on a practical Business Plan.</p> <p><u>Knowledge and skills applied</u></p> <p>Students will understand the connection between single subsections of Business Studies, such as Financial Management, Marketing and Human Resources Management.</p> <p>Students will become capable of analyzing questions and generating complex solutions.</p> <p><u>Knowledge about self-organization</u></p> <p>Students will independently develop their own Business Plan and learn what components are most important and require additional attention.</p> <p><u>Knowledge and skills concerning interaction with others</u></p> <p>Students will develop a Business Plan in a group, allowing them to create the subsequent required Project Organization based on this Business Plan.</p> <p>Many fundamental aspects will be introduced in Marketing. Appropriate business strategy will allow students to develop their own Marketing Plan, which will include a special focus on the impact of changes in information and communication technology on marketing and the questions faced in sustainable marketing. Additionally, students will gain an understanding for the cultural differences experienced between various countries and their related communication methods. Students will gain insight on special features of operations abroad (Expatriate Management) and related strategic, personal questions of a globally active enterprise.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	
Sozial	X	X	
<p>Content</p> <ul style="list-style-type: none"> • Corporate Planning • Project Management • Marketing • Intercultural Management 			

<ul style="list-style-type: none"> • International Human Resource Management
Teaching Forms
Teaching Methods Lectures, discussion, group work, Business Plan
Literature/Learning Materials Lecture notes Ernst, D., Sailer, U. (Hrsg): Nachhaltige Betriebswirtschaftslehre, UTB, Stuttgart Marketing: Armstrong, Gary/Kotler, Philip (2012): Marketing: An Introduction, 11th ed. Harlow: Pearson Education. Gaspar, Julian et al. (2006): Introduction to Business: Boston/New York: Houghton Mifflin Intercultural Management: Hofstede, Geert H. & Hofstede, Gert J. (2005). Cultures and Organizations: software of the mind (revised and expanded 2nd ed.). New York: McGraw-Hill. Trompenaars, Fons & Hampden-Turner, Charles (2012). Riding the waves of culture: Understanding Diversity in Global Business (revised and updated 3rd ed.). London & Boston: Nicholas Brealey Publishing. Ting-Toomey, Stella (1999). Communicating across cultures. New York & London: Guilford Press. International Human Resource Management: Dowling, P., Festing, M. & Engle A. D. (2013). International Human Resource Management (sixth ed.). Hampshire: Cengage Learning.
Specifics Content and knowledge will be assessed in the Business Plan presentation.

Organization of Course

Weekly Attendance 3,00	Division into Groups nein	Recommended Semester 2 Semester	Language Englisch
Attendance / Contact Hours 33,8 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of Module

Code 102-028	Title of Module Statistics and ICT
------------------------	--

Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p>Content and Methods:</p> <p>The students will gain an understanding of the methods for cash flow valuation and will learn to apply them to practical scenarios. Students will learn the methods and key figures used in statistical data analysis in addition to being able to apply the methods and calculate and interpret the key figures.</p> <p>Systematic Competence:</p> <p>Students will learn to transfer economic and financial problems into the formal language of mathematics, enabling subsequent mathematical analysis.</p> <p>Likewise, students will learn to transfer mathematical approaches to economic and financial problems including being able to describe their limitations in application and interpret the resulting calculations in a practical scenario.</p> <p>Social Skills:</p> <p>Students will discuss their respective solutions with each other in addition to learning to communicate effectively and work in groups on results-oriented tasks.</p>
<p>Content</p> <p>Mathematical and financially mathematical fundamental knowledge</p> <p>Methods and key figures in descriptive statistics</p>
<p>Teaching Forms</p>

Requirements for Participation

Knowledge, Skills, Competencies	Knowledge of school mathematics, basic knowledge of Windows and MS Office
Preparation for the Module	Please see the recommended literature for each individual course.

Practicability of Module

Relationship to other Modules within this Study Course	102-001 Introduction to Finance 102-004 Financial Management 102-027 Investment Analysis and Management
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content

The applied quantitative methods are relevant in the evaluation of sustainable financial products. This topic will be addressed in classes throughout the module.

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (90 Minuten)	70 %
Schriftliche Arbeit (keine Einheit gewählt)	30 %

Organization of Course

Responsible for Module Prof. Dr. Mathias Engel		
Further Persons Responsible for Module		
Type of Module Pflicht: 2. Semester	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria	ECTS Points 9,00	Weekly Attendance 7,00
Workload 9,00 x 25 Stunden = 225,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 78,8 Std. / 35,0 %	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
102-028-01	Statistik
102-028-02	Informationstechnologie (ICT)

Description of the Module Element

Code 102-028-01	Title of the Module Element Statistik
---------------------------	---

Content Structure

Qualification Goals

Knowledge, skills and competences in this course

Students will become able to describe and differentiate between the different types of interest, including applying the appropriate mathematical formulas to calculate the correct solutions. Students will gain comprehension of basic mathematical functions and their components and will therefore be able to utilize them to describe financial and economic facts. Students will be able to apply different methods of cash flow assessment with consideration of interest rates to practical cases and prove the significance of their application. Students will gain an understanding of differential calculus methods used for describing change behavior and how these methods can be applied to financial and economic questions, assisting in interpretation of the results. Students will be able break down complex questions in manageable steps, selecting appropriate methods for reaching a solution. As a result, students will be able to compare different funding options when assessing the criteria of each option.

Knowledge and skills applied

Students will be able to define the components of mathematical modeling of practical scenarios from the finance industry and apply this modeling using the correct mathematical terminology.

Knowledge about self-organization

Students will be expected to independently study the lecture material and apply the learned methods on assigned tasks. Students should read the provided literature to expand their knowledge on some aspects of the course material and specialized cases.

Knowledge and skills regarding interaction with others

Students will discuss solutions as a group, providing justification for their approaches in addition to asking about solutions to questions and explaining these solutions to one another.

Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X	X	
Sozial	X	X	

Content

1. Interest Calculation
2. Equivalence Principle and Effective Interest Rate
3. Investment Appraisal

- 4. Annuity Calculation
- 5. Repayment Simulation
- 6. Functions using one or several variables; Differential calculus

Teaching Forms

Lectures and Practicals

Teaching Methods

The didactic concept used in class will follow a constructivist approach. In particular, this means that students will be able to actively participate and independently acquire and comprehend new knowledge with the use of this teaching approach.

In addition to the class discussion, appropriate active teaching-learning methods will be used. For example, many forms of independent study in addition to working with a partner or in a small group will be supported. Students will also be encouraged to experiment with specific practical applications using suitable computer programs (EXCEL; GEOGEBRA).

Students will be given tasks each week to be completed independently for revision and further comprehension of the lecture material. These exercises will be expected to be submitted and will be consequentially corrected. Over the duration of the semester, these tasks will account for a maximum of 20% of the final examination grade. Students in groups of 2-3 will prepare presentations including an explanation of the solutions in the following week. The resultant detailed discussion of these exercises will contribute to the students' potential for success in this subject.

Literature/Learning Materials

Learning material:

Lecture notes that include both theory and exercises will be used in accompaniment to the lecture. Students will be expected to make derivations and calculate solutions in the lecture.

Further materials for the lecture will consist of a range of exercises with solutions and a compilation of useful formulas and worksheets relating to their respective term papers.

Literature:

Luderer, B., Starthilfe Finanzmathematik, Teubner, Stuttgart, Leipzig, 2002.

Pfeifer, A., Praktische Finanzmathematik, Verlag Harri Deutsch, Thun/Frankfurt/Main, 2000

Purkert, W., Brückenkurs Mathematik für Wirtschaftswissenschaftler, Teubner, Stuttgart, Leipzig, 2005

Sydsæter, K./Hammond, P., Essential Mathematics for Economic Analysis, Pearson Education, Harlow, 2002.

Tietze, J., Einführung in die Finanzmathematik, Vieweg, Braunschweig/Wiesbaden, 2003 (or later).

Specifics

In addition to the lecture, a weekly tutorial will be offered in which further tasks will be worked on and discussed under the guidance of a tutor. As a result of regular meetings with the lecturer and tutors, the study group will be able to receive effective and timely feedback during the semester. The tutors usually participate in the qualification program for tutors at HfWU.

Organization of Course

Weekly Attendance 4,00	Division into Groups nein	Recommended Semester 2 Semester	Language Deutsch
Attendance / Contact Hours 45,0 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code 102-028-02	Title of the Module Element Informationstechnologie (ICT)
---------------------------	---

Content Structure

<p>Qualification Goals</p> <p>In today's information society, data, information and knowledge are critical intangible resources of a business.</p> <p><u>Knowledge, skills and competences in this course</u></p> <p>Students will receive an introduction of possible IT support tools and programming basics in finance and controlling. Continuing on from this introduction, students will gain insight into standard financial mathematical tools such as Matlab, R and Excel. Students' knowledge will be developed through group work on case studies throughout the semester.</p> <p><u>Knowledge and skills applied</u></p> <p>Students will learn the basics of data research and preparation through using IT tools (MATLAB, Bloomberg, Excel).</p> <p><u>Knowledge about self-organization</u></p> <p>Students will be expected to independently study the lecture material and apply the learned methods on assigned tasks. Students should read the provided literature to expand their knowledge on some aspects of the course material and specialized cases. The solutions to the assigned tasks will be presented later in class.</p> <p><u>Knowledge and skills regarding interaction with others</u></p> <p>Students will discuss solutions as a group, providing justification for their approaches in addition to asking about solutions to questions and explaining these solutions to one another.</p> <table border="1"> <thead> <tr> <th>Wissen</th> <th>Knowledge</th> <th>Skills</th> <th>Competencies</th> </tr> </thead> <tbody> <tr> <td>Fach</td> <td>X</td> <td>X</td> <td>X</td> </tr> <tr> <td>System</td> <td>X</td> <td></td> <td></td> </tr> <tr> <td>Selbst</td> <td>X</td> <td>X</td> <td></td> </tr> <tr> <td>Sozial</td> <td>X</td> <td>X</td> <td></td> </tr> </tbody> </table>				Wissen	Knowledge	Skills	Competencies	Fach	X	X	X	System	X			Selbst	X	X		Sozial	X	X	
Wissen	Knowledge	Skills	Competencies																				
Fach	X	X	X																				
System	X																						
Selbst	X	X																					
Sozial	X	X																					
<p>Content</p> <ol style="list-style-type: none"> 1. Introduction to IT and Programming Languages 2. Introduction to MATLAB, R 3. Introduction to MS Excel 																							
<p>Teaching Forms</p> <p>Lectures and Practicals</p>																							
<p>Teaching Methods</p>																							

Descriptive Statistics is a methodology characterized by a wealth of concepts and procedures. The subject is organized so that the introduction and justification for the use of terminology and methods are suitably explained and generalized. In consideration of the language used for mathematical formulas, the financial mathematics subsection will be discussed.

Initially, current practical examples and possible problems from common day practice will be analyzed and discussed. Subsequently, the terminology and methods yielded from these examples will be applied in practice to further tasks to be completed by the students either independently or in a group.

For further revision and expansion of knowledge, students will be given exercises to be completed each week.

Suitable problems will help students familiarize themselves with data analysis possibilities in EXCEL.

Required reading for the lecture is the below-mentioned textbook by Max C. Wewel, which maintains a similar structure to the material presented in the lecture.

Literature/Learning Materials

Bleymüller, J./Gehlert, G./Gülicher, H.: Statistik für Wirtschaftswissenschaftler, 12. Aufl., Vahlen, München 2000

Fahrmeir, L./Künstler, R./Pigeot, I./Tutz, G.: Statistik – Der Weg zur Datenanalyse, 3. Auflage, Springer, Berlin 2001

Keller, G./Warrack, B., Statistics for Management and Economics, Fourth Edition, Brooks/Cole Publishing Company: 1997.

Kobelt, H./Steinhausen, D., Wirtschaftsstatistik für Studium und Praxis, 6. Auflage, Schäffer-Poeschel: Stuttgart, 2000

McClave, J.T./Benson, P.G., Statistics for Business and Economics, Prentice-Hall: Englewood Cliffs 1994

Wewel, M.C., Statistik im Bachelor-Studium der BWL und VWL - Methoden, Anwendung, Interpretation. 2. Aufl., Pearson Studium, München/Boston 2011.

Specifics

In addition to the lecture, a weekly tutorial will be offered in which further tasks will be worked on and discussed under the guidance of a tutor. As a result of regular meetings with the lecturer and tutors, the study group will be able to receive effective and timely feedback during the semester. The tutors usually participate in the qualification program for tutors at HfWU.

Organization of Course

Weekly Attendance	Division into Groups	Recommended Semester	Language
3,00	nein	2 Semester	Deutsch

Attendance / Contact Hours 33,8 Std.	Preparation/Homework/Self-Study	Time for Exercises/ Group Work
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Description of Module

Code 102-010	Title of Module Business and Finance
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Significance of Module for the Goals of the Study Course

Qualification Goals
Content
Teaching Forms

Requirements for Participation

Knowledge, Skills, Competencies	
Preparation for the Module	

Practicability of Module

Relationship to other Modules within this Study Course	
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %

Organization of Course

Responsible for Module N.N.		
Further Persons Responsible for Module		
Type of Module Pflicht: 3. und 4. Semester - Ausland	Recurrence keine Angabe	Duration 1 Semester
Admission Criteria	ECTS Points 21,00	Weekly Attendance

Workload 21,00 x 25 Stunden = 525,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
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Description of Module

Code 102-011	Title of Module Economics and ICT
------------------------	---

Significance of Module for the Goals of the Study Course

Qualification Goals
Content
Teaching Forms

Requirements for Participation

Knowledge, Skills, Competencies	
Preparation for the Module	

Practicability of Module

Relationship to other Modules within this Study Course	
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %

Organization of Course

Responsible for Module N.N.		
Further Persons Responsible for Module		
Type of Module Pflicht: 3. und 4. Semester - Ausland	Recurrence keine Angabe	Duration 1 Semester
Admission Criteria	ECTS Points 24,00	Weekly Attendance

Workload 24,00 x 25 Stunden = 600,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
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Description of Module

Code 102-012	Title of Module Sociocultural Studies
------------------------	---

Significance of Module for the Goals of the Study Course

Qualification Goals
Content
Teaching Forms

Requirements for Participation

Knowledge, Skills, Competencies	
Preparation for the Module	

Practicability of Module

Relationship to other Modules within this Study Course	
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %

Organization of Course

Responsible for Module N.N.		
Further Persons Responsible for Module		
Type of Module Pflicht: 3. und 4. Semester - Ausland	Recurrence keine Angabe	Duration 1 Semester
Admission Criteria	ECTS Points 15,00	Weekly Attendance

Workload 15,00 x 25 Stunden = 375,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
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Description of Module

Code 102-013	Title of Module Corporate Finance
------------------------	---

Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p><u>Contents and Methods:</u></p> <p>Students will become capable of summarizing, critically discussing and interpreting the motives and factors required for achieving success in Corporate Finance. Additionally, students will gain knowledge in analysis and assessment of the following methods: Value-Oriented Corporate Management, Valuation of a Company, and Financial Modeling. Students will also become familiar with the challenges faced in Corporate Finance in practice and how to effectively find solutions to those challenges.</p> <p><u>Systematic Competence:</u></p> <p>Students will learn to describe and analyze problems of Corporate Finance using the correct terminology, including utilizing appropriate techniques and assessing company value.</p>
<p>Content</p> <p>Students will be instructed on the financial flows pertaining to the company with special attention paid to: optimal capital structure, company dividend policy, valuation of investment decisions and the determination of company value.</p>
<p>Teaching Forms</p>

Requirements for Participation

Knowledge, Skills, Competencies	Acquired knowledge of previous semesters, skills and competences: Excel and VBA.
Preparation for the Module	See literature references.

Practicability of Module

Relationship to other Modules within this Study Course	Students will acquire some fundamental knowledge for lectures taken in the seventh semester.
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

<p>Content</p> <p>Corporate Finance illustrates the appropriate instruments used in maintaining sustainable corporate management and value of a company. Sustainable development requires that activities of companies must be sustainably financed and that appropriate valuation of the respective risks</p>

involved must be made. Additionally, sustainable development of Corporate Finance will be considered on both corporate and macroeconomic levels.

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (120 Minuten)	80 %
Referat/Präsentation (keine Einheit gewählt)	20 %

Organization of Course

Responsible for Module Prof. Dr. Dr. Dietmar Ernst		
Further Persons Responsible for Module		
Type of Module Pflicht: 5. Semester	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria	ECTS Points 7,00	Weekly Attendance 6,00
Workload 7,00 x 25 Stunden = 175,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 67,5 Std. / 38,6 %	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
102-013-01	Wertorientierte Unternehmensführung
102-013-02	Unternehmensbewertung
102-013-03	Workshop Modeling

Description of the Module Element

Code	Title of the Module Element
102-013-01	Wertorientierte Unternehmensführung

Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences of the course:</u></p> <p>Students will be introduced to significant questions faced in value-oriented corporate management, including the importance of recognizing the risks involved. Additionally, development of sustainability will be defined through the discussion of sustainability indicators and reports, explanation of the fundamentals of sustainability ratings and discussion of the created relationship between sustainability and capital investment.</p> <p><u>Knowledge and skills applied:</u></p> <p>Students will be able to identify and work through relevant subjects relating to value-oriented corporate management, including using principles of professional and modern sustainability management to relate this subject to issues such as valuation of a company. An ability to independently draw necessary and valid conclusions in the field of value-oriented corporate management in relation to real companies will be facilitated.</p> <p><u>Knowledge about self-organization:</u></p> <p>Students will develop their own understanding of value-oriented corporate management and will become capable of acquiring relevant information relating to the creation and recognition of a sustainability rating.</p> <p><u>Knowledge and skills regarding interaction with others:</u></p> <p>Students will discuss, solve and present papers in groups to other groups and become capable of proving their paper through appropriate reasoning. Additionally, students will address questions in relation to the papers and learn to reply with an explanation of the information included within each paper. Students will learn to manage a project in the field of value-oriented corporate management, including working in a group with sustainability specialists in the interest of presenting findings and results to clients.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System			
Selbst			
Sozial			
Content			
Teaching Forms			
Teaching Methods			

Lectures, self-study/preparation and revision, preparation of two papers in groups of 3 or 4 students in the interest of increasing team values, presentation of the aforementioned paper with results to an audience.

Literature/Learning Materials

- Häring, R.: Steuerungskonzepte der wertorientierten Unternehmensführung, Saarbrücken 2015
- Stern, J./ Shiely, J.: Wertorientierte Unternehmensführung mit Economic Value Added, München 2002
- A selection of diverse essays and documents from companies

Specifics

Support for independent problem solving of practice-related cases. Processing of practical cases through preparation of two papers and presentation of the results.

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 5 Semester	Language Deutsch oder Englisch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code 102-013-02	Title of the Module Element Unternehmensbewertung
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences of the course:</u></p> <p>Students will learn an overview of the most important valuation methods and will address the theoretical and empirical challenges of company valuation. Students will be instructed in creating a professional standard model for company valuation by using principles of Financial Modeling. Students will become capable of transferring solutions found in company valuation to other topics such as Financial Management, Financial Analysis and Portfolio Management and applying them in combination to these aforementioned topics. Adapting real valuation situations and applying acquired knowledge to given valuation objects will also be facilitated, allowing students to critically question the assumptions, algorithms and results of each valuation approach.</p> <p><u>Knowledge and skills applied:</u></p> <p>Students will use principles of professional Financial Modeling to assist in following the process and structure used in company valuation. Students will therefore become able to interpret and present results of company valuation and draw conclusions for Corporate Finance transactions. Additionally, this subject will be related to other subjects included in Corporate Finance such as Mergers and Acquisitions, Going Public and Private Equity/Venture Capital.</p> <p><u>Knowledge about self-organization:</u></p> <p>Students will learn to acquire and comprehend information from Bloomberg, including necessary data used in company valuation and establishment of transparent documentation of assumptions and methods of given valuation projects.</p> <p><u>Knowledge and skills concerning interaction with others:</u></p> <p>Students will discuss solutions in groups, proving their approaches through reasoning, asking or replying to questions and explanation of solutions. Students will become capable of managing a project in the field of company valuation and working in a group with valuation specialists. Results of the valuation will be presented to the clients.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X	X	
Sozial	X	X	
Content			

Overview of methods used in company valuation, determination of cash flows, calculation of capital costs, delivery of company valuation through different approaches.
Teaching Forms
<p>Teaching Methods</p> <p>Lecture and case study for provision of company valuation. This course is linked to methods of company valuation including simultaneous application through case studies learned in class. The textbook “Unternehmensbewertungen erstellen und verstehen” is available for students wishing to expand their knowledge on this topic. Furthermore, students must bring a laptop to lectures to work on the included Excel case study, where the data collection and inputs will be critically discussed and resolved.</p>
<p>Literature/Learning Materials</p> <ul style="list-style-type: none"> • Ernst, D., Heyd, R.: Unternehmensbewertung nach IFRS. • Amann, T., Ernst, D., Großmann, M., Lump: Internationale Unternehmensbewertung, Pearson, München. • Ernst, D., Schneider, S., Thielen, B.: Unternehmensbewertungen erstellen und nachvollziehen: Ein Praxisleitfaden, München. • Eayrs, W., E., Ernst, D., Prexl, S.: Corporate Finance Training, Stuttgart. • Ernst, D., Häcker, J.: Applied International Corporate Finance - The Practical Guide to Corporate Finance for Professionals and Academics, München.
<p>Specifics</p> <p>Solving a company valuation case study; including addressing its association with company planning and capital market theory; solving practically relevant questions of company valuation from data collection through methodical questioning.</p>

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 5 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code 102-013-03	Title of the Module Element Workshop Modeling
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences of the course:</u></p> <p>Students will gain an understanding of the philosophy of Financial Modeling and be able to describe what it encompasses. Students will learn to solve financial problems through objective assessment with the aid of differing applied models in Financial Modeling. Additionally, students will become capable of creating their own solutions to new financial problems by combining knowledge gained from various fields of Finance with the aid of Financial Modeling Instruments.</p> <p><u>Knowledge and skills applied:</u></p> <p>Students will learn to correctly structure a solution to a financial problem with different components by using various Excel and VBA functions with the assistance of examination of Financial Models created by other users.</p> <p><u>Knowledge about self-organization:</u></p> <p>Students will be expected to make scientifically-based decisions within a limited time-frame.</p> <p><u>Knowledge and skills concerning interaction with others:</u></p> <p>Students will discuss principles of Financial Modeling and present and discuss results and conclusions to an audience of professional background.</p> <table border="1"> <thead> <tr> <th>Wissen</th> <th>Knowledge</th> <th>Skills</th> <th>Competencies</th> </tr> </thead> <tbody> <tr> <td>Fach</td> <td>X</td> <td>X</td> <td>X</td> </tr> <tr> <td>System</td> <td></td> <td>X</td> <td></td> </tr> <tr> <td>Selbst</td> <td></td> <td>X</td> <td></td> </tr> <tr> <td>Sozial</td> <td>X</td> <td>X</td> <td></td> </tr> </tbody> </table>				Wissen	Knowledge	Skills	Competencies	Fach	X	X	X	System		X		Selbst		X		Sozial	X	X	
Wissen	Knowledge	Skills	Competencies																				
Fach	X	X	X																				
System		X																					
Selbst		X																					
Sozial	X	X																					
<p>Content</p> <p>Initially, terminology will be explained and defined (what are models and what is Financial Modeling?) as creation of an optimal financial model will be based on these guidelines. The main focus of this lecture is to learn to create and examine the efficiency of financial models from analysis of working requirements and standards. Additionally, any problems within the model will be identified and a prototype model will be created through Excel, resulting in the presentation of a final structure used within Financial Modeling. Sensitivity and scenario analysis will also be included within this course.</p>																							
<p>Teaching Forms</p> <p>Lectures and Practicals</p>																							
<p>Teaching Methods</p>																							

Lectures and a case study of Financial Modeling in Excel. This lecture links principles of Financial Modeling with the parallel application of the material learned through case studies. The textbook “Financial Modeling” will be available for students. Furthermore, an Excel-based case study will be available for students and students are expected to bring a laptop to the lecture to work on this case study. Different modeling possibilities will then be addressed and critically discussed with the aid of the Excel case study.

Literature/Learning Materials

- Benninga, S.: Financial Modeling, MIT Press, 2008
- Prexl, S. et al.: Financial Modeling, Schaeffer-Poechel, 2010

Specifics

Overhead Projector, PowerPoint-Presentation for case studies, Live-Simulations, Excel sheets for case studies.

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 5 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of Module

Code 102-014	Title of Module Portfolio Management I
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Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p><u>Contents and Methods:</u></p> <p>Students will obtain a theoretical basis of understanding of the fundamental and technical procedures of equity analysis, including gaining familiarity of the strengths and weaknesses involved. Students will gain knowledge in different bond structures and the related valuation methods. The primary focus of this module is the analysis and valuation of asset classes of stocks and bonds.</p> <p><u>Systematic Competence:</u></p> <p>Students will become capable of applying their knowledge to unfamiliar scenarios by using comparable systems and methods within the framework of a term paper. Students will learn to recognize through critical assessment the various interactions and transactions between the world of finance and other associated disciplines.</p> <p><u>Social Skills:</u></p> <p>Students will discuss stock and bond market developments and present their term papers to an audience. Students will be expected to rationally discuss and defend the contents and theses of their term paper with other students and the seminar leader, including consideration of any constructive criticism in relation to their paper.</p>
<p>Content</p> <p>The main focus of this module is the analysis and evaluation of asset categories of stocks and bonds within the framework of active Risk- and Portfolio Management. Research in this field is supported by the preparation of a term paper.</p>
<p>Teaching Forms</p>

Requirements for Participation

Knowledge, Skills, Competencies	Knowledge, skills and competences from the first and second semester.
Preparation for the Module	Literature references, prior discussion of the term paper.

Practicability of Module

Relationship to other Modules within this Study Course	Primarily: Module 102-001, 102-004 and 102-027
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Relevance to other Study Courses	
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Contribution of the Module to Sustainable Development

<p>Content</p> <p>In relation to the term paper, students are encouraged to consider aspects of sustainability and ethics.</p>

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (120 Minuten)	70 %
Schriftliche Arbeit (keine Einheit gewählt)	20 %
Referat/Präsentation (keine Einheit gewählt)	10 %

Organization of Course

Responsible for Module		
Prof. Dr. Frank-Andreas Schittenhelm		
Further Persons Responsible for Module		
Type of Module	Recurrence	Duration
Pflicht: 5. Semester	jedes Semester	1 Semester
Admission Criteria	ECTS Points	Weekly Attendance
	8,00	6,00
Workload		
8,00 x 25 Stunden = 200,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours	Preparation/Homework/Self-Study	Time for Exercises/Group Work
67,5 Std. / 33,8 %		

Content Structure

Code	Title of the Module Element
102-014-01	Aktienanalyse und Aktienmanagement
102-014-02	Seminar: Wertpapiermanagement
102-014-03	Bondmanagement und -analyse

Description of the Module Element

Code 102-014-01	Title of the Module Element Aktienanalyse und Aktienmanagement
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Content Structure

Qualification Goals			
<u>Knowledge, skills and competences of the course</u>			
Students will gain an understanding of the theoretical basics of the fundamental and technical procedures of stock analysis, including using methods of evaluation of the current market situation and analysis of each value observed. Students will become familiar with strengths and weaknesses of analysis methods and know important strategies of Risk Management for Share Portfolios.			
<u>Knowledge and skills applied</u>			
Students will become capable of making well founded decisions within stock asset categories. Students will gain knowledge on how to classify each stock by their capital structure, including recognizing various forms of significant international capital markets.			
<u>Knowledge about self-organization</u>			
Students will independently evaluate events and developments in national and international stock markets based on theoretical assumptions of different methods of equity analysis.			
<u>Knowledge and skills regarding interaction with others</u>			
Students will discuss controversial developments and perspectives on stock markets against the background of the political and economic framework.			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X	X	
Sozial	X	X	
Content			
Teaching Forms			
Lectures			
Teaching Methods			
Lectures, preparation and revision, preparation of a term paper (evaluation of a current press article) in small groups to strengthen teamwork. Presentation of gained knowledge to a class audience.			
Literature/Learning Materials			
<ul style="list-style-type: none"> Albrecht, P., Maurer, R.: Investment- und Risikomanagement, Stuttgart 			

- Goldberg, J., von Nitzsch, R.: Behavioral Finance, München
- Perridon, L., Steiner, M.: Finanzwirtschaft der Unternehmung, München
- Steiner M., Bruns, Ch.: Wertpapiermanagement

Specifics

An event with a high focus on current market development including some experts from the industry.

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 5 Semester	Language Deutsch oder Englisch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code 102-014-02	Title of the Module Element Seminar: Wertpapiermanagement
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences in this lecture</u></p> <p>Students will apply knowledge that they gained from their study of financial markets, portfolio management and risk management, to issues faced in security management, including transfer of this knowledge to solving new theoretical and practical questions.</p> <p><u>Knowledge and skills applied</u></p> <p>Students will become capable of applying knowledge gained from their term paper to unfamiliar but comparable systems and scenarios. Students will learn to recognize through critical assessment the various interactions and transactions between the world of finance and other associated disciplines.</p> <p><u>Knowledge about self-organization</u></p> <p>Students will undertake a study of a given topic from the subject of 'Securities Management' for a limited time including independent literature research. Students will be expected to make professional critical assessment of this topic, including a focus on aspects of sustainability and ethics.</p> <p><u>Knowledge and skills concerning interaction with others</u></p> <p>Students will present their term paper to an audience. Students will be expected to rationally discuss and defend the contents and theses of their term paper with other students and the seminar leader, including consideration of any constructive criticism in relation to their paper.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	X
Sozial	X	X	X
<p>Content</p> <p>The subjects for the term paper will be published and assigned from the seminar leader at the beginning of the semester.</p>			
<p>Teaching Forms</p> <p>Seminar</p>			
<p>Teaching Methods</p> <p>Preparation and revision in groups, term paper to be completed individually through research. Presentation of the term paper to an audience, group discussion.</p>			

Literature/Learning Materials

Depending on the given subjects; independent literary research may be required.

Specifics

This term paper prepares students specifically for their preparation of their bachelor thesis.

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 5 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code 102-014-03	Title of the Module Element Bondmanagement und -analyse
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Content Structure

Qualification Goals

Knowledge in this course

Students will become familiar with bond structures offered across different capital markets, including how to assess and determine the resulting cash flows and bond qualities that do not contain derivative instruments.

Knowledge and skills applied

Students will understand the procedure of sensitivity and scenario analysis so that they will be capable of making theoretically based investment decisions in the markets.

Knowledge about self-organization

Students will independently consider events of national and international bond markets and assess their processes based on theoretical assumptions.

Knowledge and skills concerning interaction with others

Students will discuss controversial developments and perspectives on bond markets against the background of the political and economic framework.

Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X	X	
Sozial	X	X	

Content

Bond-Analysis

1. Bond conditions to cash-flows (Straight and zero bonds, money and capital market-floating, specific constructions)
2. Bond-issuers and their creditworthiness, spreads
3. Euro and foreign currency bonds including liquidity

Bond-Management

1. Assessment methods and resulting indicators
2. Sensitivity Analysis
3. Tax optimization of bond investment
4. Decision criteria for capital investment in bonds (money and capital market rates, present-value, implied Yield-to-Maturity, zero rates, Pull-to-Par, securitization and flexibility, scenario analysis)

<p>Teaching Forms</p> <p>Lectures and Practicals</p>
<p>Teaching Methods</p> <p>Lecture with exercises, assigned individual and group case studies based on current capital market data.</p> <p>Lecture: 50%, exercises: 25%, case studies: 25%.</p>
<p>Literature/Learning Materials</p> <ul style="list-style-type: none"> • Maier, K. M.: Risiko-Management im Immobilien- und Finanzwesen, Frankfurt/M. • Steiner, M.; Bruns, C.: Wertpapier-Management, Stuttgart • Wiedemann, A.: Financial Engineering – Bewerten von Finanzinstrumenten, Frankfurt/M. • Schulte, Reinhold: Kursänderungsrisiken festverzinslicher Wertpapiere, Wiesbaden • Steinbrenner, H.-P.: Professionelle Optionsgeschäfte – Moderne Bewertungsmethoden richtig verstehen, Wien, Frankfurt/Main • Current economic press publications on bond markets
<p>Specifics</p> <p>An event with a high regard to the current market situation including attendance of experts from practice.</p>

Organization of Course

<p>Weekly Attendance</p> <p>2,00</p>	<p>Division into Groups</p> <p>nein</p>	<p>Recommended Semester</p> <p>5 Semester</p>	<p>Language</p> <p>Deutsch oder Englisch</p>
<p>Attendance / Contact Hours</p> <p>22,5 Std.</p>	<p>Preparation/Homework/Self-Study</p>		<p>Time for Exercises/ Group Work</p>

Description of Module

Code 102-015	Title of Module Controlling and Financial Reporting
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Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p>Students will understand the instruments used in operational planning, managerial accounting and determination of German and international accounting practice including consolidated accounting.</p>
<p>Content</p> <p>Huge environmental dynamics and complexity in operational companies lead to difficulties in taking rational decisions for decision-makers. Controlling has the task of ensuring rationality within the system. This will be achieved through coordination of the planning and control system within the information-supply-system.</p> <p>This module gives students an insight into the theoretical fundamentals of managerial accounting, where they will learn to assess and use various instruments and methods through extensive case studies and practical examples.</p> <p>Due to the increasing standardization of accounting, fundamentals of international accounting, in particular IFRS, will be studied in this module. IFRS has been specifically designed to support decisions of investors and therefore maintains consistency with Controlling objectives.</p>
<p>Teaching Forms</p>

Requirements for Participation

Knowledge, Skills, Competencies	Formal prerequisites for participation do not exist. However, extensive knowledge in external and internal accounting is strongly recommended for participation in this module.
Preparation for the Module	See literature references for each individual course.

Practicability of Module

Relationship to other Modules within this Study Course	Accounting
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

<p>Content</p> <p>In addition to a focus on economic objectives, social goals for operational management are also addressed, providing clarity in regards to the components of sustainability that can be</p>
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controlled with the aid of managerial accounting and where it is necessary to elaborate on these components.

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (180 Minuten)	100 %

Organization of Course

Responsible for Module Prof. Dr. Thomas Barth		
Further Persons Responsible for Module		
Type of Module Pflicht: 5. Semester	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria	ECTS Points 7,00	Weekly Attendance 6,00
Workload 7,00 x 25 Stunden = 175,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 67,5 Std. / 38,6 %	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
102-015-01	Controlling
102-015-02	Internationale Rechnungslegung
102-015-03	Jahresabschlussanalyse

Description of the Module Element

Code 102-015-01	Title of the Module Element Controlling
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Content Structure

Qualification Goals			
<p>The main focus of this module is to give students an overview of the theoretical concepts of Controlling (which has greatly changed in recent years), the organizational integration of Controlling into the company, and to demonstrate a variety of controlling-instruments for the coordination of management. In this respect, the tasks of Controlling in the field of planning/ budgeting and information supply will be discussed. Additionally, a basic understanding of Controlling will be established, which is necessary for recognizing and comprehending issues of corporate practice, regardless of sector and functional area. Students will learn to solve controlling-tasks with the appropriate controlling-tools.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X		
Sozial	X		
Content			
<p>Huge environmental dynamics and complexity in operational companies lead to difficulties in taking rational decisions for decision-makers. Controlling has the task of ensuring rationality within the system. This will be achieved through coordination of the planning and control system within the information-supply-system.</p> <p>This module gives students an insight into the theoretical fundamentals of managerial accounting, where they will learn to assess and use various instruments and methods through extensive case studies and practical examples.</p> <p>Methods of managerial accounting will be explored and reiterated through extensive case studies and practical examples.</p>			
Teaching Forms			
Teaching Methods			
Lectures with a wide variety of exercises, case studies undertaken in groups.			
Literature/Learning Materials			
<ul style="list-style-type: none"> • Barth, D.; Barth, T.: Controlling, 2. Auflage, München 2008 • Barth, D.; Barth, T.: Kosten- und Erfolgsrechnung für Industrie und Handel, 2. Auflage, Stuttgart 2013 • Horváth, P.: Controlling. 12. Auflage, München 2012 • Weber, J.; Schäffer, U.: Einführung in das Controlling, 14. Auflage, Stuttgart 2014 			

Specifics

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 5 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code 102-015-02	Title of the Module Element Internationale Rechnungslegung
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Content Structure

<p>Qualification Goals</p> <p>The goal of this module is to place students in a position where they must make the correct decisions when assessing annual financial statements from the point of view of capital providers. Within the framework of statistical balance sheet analysis, operating figures are presented for fiscal annual financial statement analysis with the help of a complex case study from the German economy. Additionally, the statistical figures of asset, financial and capital structure of the company and in particular, dynamic flow-oriented financial analysis with the assistance of cash flows and the Cash Flow Statement will be discussed. Furthermore, statistical methods for early warning of insolvency (discriminant analysis) as well as new methods based on neural networks will be examined. Specifics of different accounting standards (HGB, IFRS, US-GAAP) for Annual Financial Statement Analysis will also be discussed in detail.</p> <table border="1"> <thead> <tr> <th>Wissen</th> <th>Knowledge</th> <th>Skills</th> <th>Competencies</th> </tr> </thead> <tbody> <tr> <td>Fach</td> <td>X</td> <td>X</td> <td>X</td> </tr> <tr> <td>System</td> <td>X</td> <td>X</td> <td></td> </tr> <tr> <td>Selbst</td> <td>X</td> <td></td> <td></td> </tr> <tr> <td>Sozial</td> <td>X</td> <td></td> <td></td> </tr> </tbody> </table>				Wissen	Knowledge	Skills	Competencies	Fach	X	X	X	System	X	X		Selbst	X			Sozial	X		
Wissen	Knowledge	Skills	Competencies																				
Fach	X	X	X																				
System	X	X																					
Selbst	X																						
Sozial	X																						
<p>Content</p> <p>Fundamentals of Annual Financial Statement Analysis; methods, instruments and techniques of analysis; profitable Annual Financial Statement Analysis; discriminant analysis; new methods of Annual Financial Statement Analysis.</p>																							
<p>Teaching Forms</p>																							
<p>Teaching Methods</p> <p>Lectures with a wide variety of exercises, case studies undertaken in groups.</p>																							
<p>Literature/Learning Materials</p> <ul style="list-style-type: none"> • Küting, K.; Weber, C.P.: Die Bilanzanalyse, Beurteilung von Jahresabschlüssen nach HGB und IFRS, 11. Auflage, Stuttgart 2015. • Barth, D.; Barth, T.; Nassadil, J., Werner, F. : Jahresabschlussanalyse mit Bilanzkennzahlen, München 2014 																							
<p>Specifics</p>																							

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester	Language Deutsch
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		5 Semester	
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code 102-015-03	Title of the Module Element Jahresabschlussanalyse
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Content Structure

Qualification Goals			
Knowledge will be obtained relating to the creation of annual financial statements under International Financial Reporting Standards (IFRS), including the development of significant differences when observing German accounting standards in comparison to International Financial Reporting Standards.			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X		
Sozial	X		
Content			
Fundamentals and principles of International Accounting; Accounting policies under IFRS; valuation principles under IFRS; Income Statement under IFRS; Cash Flow Statement and statements of changes in equity under IFRS.			
Teaching Forms			
Teaching Methods			
Lectures with a wide variety of exercises, case studies undertaken in groups.			
Literature/Learning Materials			
<ul style="list-style-type: none"> • Bucholz, R.: Internationale Rechnungslegung, Berlin • Coenenberg, A.G.: Jahresabschluss und Jahresabschlussanalyse, Stuttgart • Federmann, R.: Bilanzierung nach handelsrecht und Steuerrecht, Berlin (current versions) 			
Specifics			

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 5 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of Module

Code	Title of Module
102-016	Asset Class - Real Estate

Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p><u>Contents and Methods:</u></p> <p>Students will directly and indirectly learn about real-estate investments as an important asset class in the context of modern portfolio theory including a range of specific yield, risk and liquidity features. They will become familiar with quantitative methods used in valuation of real-estate property, real-estate portfolios and enterprises and will be able to apply these methods in a practical manner to find solutions. Students will learn relevant financing methods for real-estate business and how to apply their knowledge in the structuring and analyzing of real-estate portfolios and transactions.</p> <p><u>Systematic Competence:</u></p> <p>Students will become able to make case-related recommendations, including how these methods are used in practice by institutional investors and financing banks in order to make a well-founded investment or financing decision. Students will become capable of considering and involving influential macro-economic factors and legal framework in their analysis. On this basis, students will become able to situationally assess the individual benefits of different forms of investment in real-estate (directly or indirect) for different investors. Students will gain an understanding of the input of real-estate investment as a contribution towards comprehensive asset allocation based on portfolio-theory.</p> <p><u>Social Skills:</u></p> <p>Students will discuss real issues of real-estate investments/financing and will become able to communicate regarding these issues in a sound and proper manner. Students will work in small results-oriented groups on exercises and will be expected to present their results to the class.</p>
<p>Content</p> <p>Students will learn about the most commonly used methods of rating real-estate, including real-estate portfolios and real-estate enterprises. Students will gain an understanding of the principles of a professional and material-specific evaluation of individual real-estate objects (land and buildings) and portfolios (from Net Asset Value point of view). Through applying existing mathematical knowledge, students will become familiar with property-related methods of payment flow evaluation (earning-capacity value) and the evaluation on the basis of comparative codes. Students will become able to apply interdisciplinary methods including commonly used economic or financial enterprise evaluation methods.</p>
<p>Teaching Forms</p>

Requirements for Participation

Knowledge, Skills, Competencies	General business knowledge, basics of financial mathematics (compound computation of interest) and basics of investment and financial theory.
Preparation for the Module	See literature references for each individual course

Practicability of Module

Relationship to other Modules within this Study Course	Relevant basic knowledge for courses in the 7th semester is applied
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content
Aspects of sustainable development, especially effects of demographic changes on cities or regions and its regional real estate markets are considered, including ecological aspects within the specific context of ecological modernization and development of buildings (e.g. insulation, legal requirements, promotion and their impacts on profitability and rental markets). Students will assess central topics relating to sustainability of the global financial system. Students will learn to make links between the stability of banking systems or specific moral hazard problems and the increase of public debt.

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (120 Minuten)	100 %

Organization of Course

Responsible for Module Prof. Dr. Serge Ragotzky		
Further Persons Responsible for Module		
Type of Module Pflicht: 5. Semester	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria	ECTS Points 8,00	Weekly Attendance 6,00
Workload 8,00 x 25 Stunden = 200,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 67,5 Std. / 33,8 %	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
102-016-01	Real Estate Investments
102-016-02	Immobilienfinanzierung
102-016-03	Immobilienrecht

Description of the Module Element

Code	Title of the Module Element
102-016-01	Real Estate Investments

Content Structure

Qualification Goals			
<u>Knowledge, Skills and Competences of the Course:</u>			
<p>Students will gain knowledge in assessing national and international investment alternatives within the framework of asset class real-estate, including evaluating the attractiveness of the market and its pricing. Students will learn the main differences between direct and indirect real-estate investments (e.g. funds, REITs). Assessment of direct investment possibilities on the basis of different recognized property valuation methods (discounted cash flow, real value and comparative value method) will also be learned. Furthermore, students will become capable of comparing different direct and indirect real-estate/investment possibilities based on liquidity, profitability and risk criteria. In this context, significant awareness about the principle-agent problem will be made apparent to the students. Students will especially be able to explain relevant portfolio-valuation-methods and to apply those appropriately, including making relationships to other investment calculations (e.g. enterprise evaluation). Additionally, students will be able to analyze existing real-estate-portfolios based on real-estate industry criteria (e.g. situation, age, condition, capacity, usage).</p>			
<u>Knowledge and Skills applied:</u>			
<p>Students will be able to classify real-estate investment as an asset class against a portfolio theory background and to compare various real-estate/investment possibilities based on return, risk and liquidity. Students will use analysis parameters of modern portfolio theory, which are tailored to real-estate-investments. Students will become able to describe and explain which input-parameters are used for the calculation of figures and therefore be able to interpret those figures critically. Students will independently transfer general methods of portfolio theory to real questions of asset allocation and become able to build existing real-estate-assets into multi-asset-portfolios.</p>			
<u>Knowledge about Self-Organization:</u>			
<p>Students are expected to independently develop knowledge from basic literature of real-estate law and assess various principles.</p>			
<u>Knowledge and Skills regarding Interaction with others:</u>			
<p>Students will discuss investment alternatives with other group members in the interest of applying the correct valuation methods, making critical findings and valuing relevant macroeconomic/ microeconomic value drivers.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X

System	X	X	
Selbst	X		
Sozial	X		

Content
Basics (e.g. targets and motives of investment decisions, national and international real-estate markets, investment groups), direct investment objects and its valuation, indirect investment objects and its valuation, principle-agent problems with indirect real-estate investments, alternative forms of investment, comparison of direct and indirect real-estate investments, portfolio management with property.

Teaching Forms

Teaching Methods
The main focus of this lecture is the analysis of the respective market situation and the characterization of each investment alternative. Special attention will be paid to current developments of real-estate products in the cash and futures markets.
Lecture with seminar-style elements: 60%, guest lectures: 20%, practical exercises: 20%

Literature/Learning Materials

- Rottke, N. Investitionen mit Real Estate Private Equity, IMV Verlag, Stuttgart
- Schulte, K.-W. et al, Immobilienökonomie Band 1, Oldenbourg, München
- Rehkugler, H. Die Immobilie als Kapitalmarktprodukt, Oldenbourg, München
- Lecture script

Specifics
As part of the lecture, practitioners will present and give insight regarding current market/product developments.

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 5 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code 102-016-02	Title of the Module Element Immobilienfinanzierung
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Content Structure

Qualification Goals

Knowledge, Skills and Competences in this Lecture:

Students will gain an understanding of the sources of finance for real-estate (equity, mezzanine, debt financing) as well as respective products and main combination possibilities. Students will learn about the special features of real-estate collateralization (land register) and special contractual clauses (covenants) in bank financing and bond issues and their consideration in structuring. Students will become able to assess the profitability of individual sources of financing and their combination possibilities on the basis of objective and neutral criteria (especially capital costs and flexibility). Additionally, students will learn to detect the special risks involved in certain financing methods and the required debt-equity ratio for the stability of individual real-estate investments, portfolio-holding real-estate companies, financing banks and financial systems as a whole and be able to consider those in real-estate investments or financing decisions.

Knowledge and Skills applied:

Students will become adept at comparing financing alternatives based on return, risk and liquidity criteria in which regulatory restrictions will be considered. Students will gain an understanding of the connections between central bank policy, capital costs, leverage-use, liability, regulation and price development in real-estate markets. Furthermore, students will learn the process of real-estate-booms/crises and will be able to explain the possible effects of real-estate-crises on developing economies of individual countries taking into account recent economic history. Students will additionally learn essential approaches for the avoidance of real-estate-bubbles/crises, such as bank regulations and control.

Knowledge about Self-Organization:

Students will be expected to independently develop knowledge from literature of financing and real-estate-economy including an ability to assess various principles.

Knowledge and Skills concerning Interaction with others:

Students will participate in group discussions within the lecture relating to financing aspects such as interest rate developments, risk appetite changes of investors (leverage, securities) and trends in the capital markets.

Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X	X	
Sozial	X		

<p>Content</p> <p>Basics: property as an economic commodity and financial instrument, relevant financial mathematical basics, property calculation and capital requirement calculation, traditional types of financing, new and innovative financing instruments, real-estate financing, bubbles and financial crises, regulations of real-estate financing (e.g. Basel II/III).</p>
<p>Teaching Forms</p>
<p>Teaching Methods</p> <p>Lecture, discussions, exercises, case-studies, group work</p> <p>Lecture with seminar-style elements: 60%, guest lectures: 20%, practical exercises: 20%</p>
<p>Literature/Learning Materials</p> <ul style="list-style-type: none"> • Schulte, K.-W. et al, Immobilienökonomie Band 1, Oldenbourg, München • Rehkugler, H. Die Immobilie als Kapitalmarktprodukt, Oldenbourg, München • Lecture script
<p>Specifics</p> <p>As part of the lecture, practitioners from the industry will be used, who will give insight relating to current market/product developments.</p>

Organization of Course

<p>Weekly Attendance</p> <p>2,00</p>	<p>Division into Groups</p> <p>nein</p>	<p>Recommended Semester</p> <p>5 Semester</p>	<p>Language</p> <p>Deutsch</p>
<p>Attendance / Contact Hours</p> <p>22,5 Std.</p>	<p>Preparation/Homework/Self-Study</p>		<p>Time for Exercises/ Group Work</p>

Description of the Module Element

Code 102-016-03	Title of the Module Element Immobilienrecht
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, Skills and Competences in this Lecture:</u></p> <p>Students will gain a well-established overview relating to the basics of real estate law (property, ownership, leasehold and limited material rights), including real-estate transactions and broker law. Students will learn important legal terms and will therefore become able to apply this knowledge in solving basic questions, including evaluating investment alternatives and financial structuring. Furthermore, students will learn to analyze investment decisions, structuring of real-estate financing, and to identify possible legal risks.</p> <p><u>Knowledge and Skills applied:</u></p> <p>Students will gain knowledge in classifying real-estate law within legal sciences and in defining neighboring areas like capital investment law or tax and inheritance law.</p> <p><u>Knowledge about Self-Organization:</u></p> <p>Students will be expected to independently develop their knowledge from basic real-estate law literature.</p> <p><u>Knowledge and Skills concerning Interaction with others:</u></p> <p>Students during the lecture will have group discussions and work on exercises relating to real-estate law topics.</p> <table border="1"> <thead> <tr> <th>Wissen</th> <th>Knowledge</th> <th>Skills</th> <th>Competencies</th> </tr> </thead> <tbody> <tr> <td>Fach</td> <td>X</td> <td>X</td> <td></td> </tr> <tr> <td>System</td> <td>X</td> <td></td> <td></td> </tr> <tr> <td>Selbst</td> <td>X</td> <td></td> <td></td> </tr> <tr> <td>Sozial</td> <td>X</td> <td>X</td> <td></td> </tr> </tbody> </table>				Wissen	Knowledge	Skills	Competencies	Fach	X	X		System	X			Selbst	X			Sozial	X	X	
Wissen	Knowledge	Skills	Competencies																				
Fach	X	X																					
System	X																						
Selbst	X																						
Sozial	X	X																					
<p>Content</p> <p>Important real-estate law and questions will be discussed and solved, based on relevant legal terms; (property, ownership, possession, sole-ownership, co-ownership, leasehold), or process of acquisition of ownership with the purchase of land, other regulatory changes, formal requirements, purchase contract and conveyance. Additionally, encumbrances affecting the property (easements, housing law, usufruct, pre-emptive right, land charge, mortgages, rank, priority notice), land register (fundamentals, structure, formal requirements, publicity of land register, land register reference), and broker law will be covered within this course.</p>																							
<p>Teaching Forms</p>																							
<p>Teaching Methods</p>																							

Lecture with exercises (including additional exercises with solutions in NEO that accompany the lecture material for self-study purposes).

Interactive teaching: 70%, group work: 30%.

Literature/Learning Materials

- Förschler, P.: Privat- und Prozessrecht, Holzmann Buchverlag,
- Grziwotz, H.: Praxis-Handbuch Grundbuch- und Grundstücksrecht, Verlag Dr. Otto Schmidt
- Weber, D., Privates Immobilienrecht, Hammonia-Verlag
- Zantow, R.: Finanzwirtschaft der Unternehmung, Pearson Studium
- Sailer, E./Langemaack, H.-E. Kompendium für Immobilienberufe, Verlag R. Boorberg

Specifics

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 5 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of Module

Code	Title of Module
102-017	Practical Study Semester (Internship)

Significance of Module for the Goals of the Study Course

Qualification Goals

Students will acquire the following knowledge, skills and competences:

1. Competence for direction in gaining employment independently.
 - Ability to reflect on and demonstrate personal skills and strengths
 - Ability to reflect on personal values and their active involvement in personal goal development
 - Ability to develop concrete and realistic goals
 - Knowledge of techniques for the structuring of goals and the development of real action options for the achievement of goals
2. Knowledge about the application process
 - Knowledge of application procedures and criteria of employers in the selection of interns
 - Knowledge of online applications
 - Written and oral skills in the application process
 - Competences for the compilation of good application documents
 - Competences for conducting job interviews (from the applicant's point of view)
3. Competences for successfully starting an internship
4. Competences for applications in an international context
5. Social skills during the practical stage
6. Specialist and practical skills during the practical stage

Content

During the practical study semester, students will gain experience and knowledge to expand on the teaching content from the theoretical study semesters. It is to be completed in the 6th semester including at least 90 days of attendance.

A supplemental seminar will accompany the practical semester, including various lectures that build upon one another in content:

In the Introductory Course, students will learn the legal and organizational conditions of the practical study semester. During the class on *Application and Challenges*, topics such as self-organization, team management, conflict management and intercultural management will be addressed. During the *Exchange of Experiences* class, students undertaking their 7th semester will explain their experiences and expectations to students in their 5th semester.

Schedule:

5. Semester:

<p>1. Introductory Course 2. Application and Challenges 3. Exchange of Experiences 1 6. Semester: Completion of the Practical Study Semester 7. Semester: 4. Exchange of Experiences 2</p>
<p>Teaching Forms Key competence (10+2)</p>

Requirements for Participation

Knowledge, Skills, Competencies	
Preparation for the Module	

Practicability of Module

Relationship to other Modules within this Study Course	
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

<p>Content Questions of social sustainability will be discussed in part (collaboration with colleagues during the practical semester)</p>
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Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %

Organization of Course

Responsible for Module Dipl.-Betriebswirtin (FH) Michaela Binder-Diez		
Further Persons Responsible for Module		
Type of Module Pflicht: Praktikum + Seminar	Recurrence jedes Semester	Duration 3 Semester
Admission Criteria	ECTS Points 30,00	Weekly Attendance

Workload 30,00 x 25 Stunden = 750,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
102-017-01	Praktisches Studiensemester / Begleitseminar

Description of the Module Element

Code	Title of the Module Element
102-017-01	Praktisches Studiensemester / Begleitseminar

Content Structure

Qualification Goals

1. Knowledge pertaining to the application process
 - Knowledge of application procedures and the criteria of employers for selecting interns
 - Knowledge of online applications
 - Written and oral skills in the application process
 - Competence in the compilation of good application documents
 - Competence in conducting job interviews (from the applicant's point of view)
2. Competence in making international applications
3. Competence for successfully starting an internship
4. Professional and practical competence for everyday professional life
5. Social competence, e.g. conflict situations or interaction with colleagues and superiors
6. Intercultural competence, e.g. for applications in an international context or international corporations

Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System			
Selbst	X	X	X
Sozial	X	X	X

Content

Application and Interview

- Selection of possible employers
- Information acquisition and evaluation in advance
- First contact with possible employers
- Implementation of written/online applications
- Preparation for job interviews
- Procedure and success factors in job interviews
- Avoiding typical mistakes in the application process
- Contents of the internship contract
- Preparation for possible conflicts
- Possible conflicts in the internship
- Course of action in the event of dissatisfaction with the internship
- Possible termination of contract and searching for alternative internships

<p>Intercultural Expertise Supervisor and colleague expectations of new employees Organization of the initial work weeks Professional tasks Conflict resolution / Dissatisfaction interview</p>
<p>Teaching Forms Key competence (10+2), Seminar</p>
<p>Teaching Methods</p> <ul style="list-style-type: none"> • Introduction and guidance through lectures • Group discussion • Revision of content and direct practical application by the students
<p>Literature/Learning Materials</p> <p>Bolles, R.: Durchstarten zum Traumjob : das ultimative Handbuch für Ein-, Um- und Aufsteiger. Frankfurt am Main, New York, 2012.</p> <p>Kriz, W./ Nöbauer, B.: Teamkompetenz, Konzepte, Trainingsmethoden, Praxis. 4.Auflage, Göttingen 2008.</p>
<p>Specifics</p> <p>Obtaining long-term benefits from the practical study semester (contacts, in-depth knowledge, connections and networking for working together in the future).</p>

Organization of Course

Weekly Attendance 0,00	Division into Groups ja	Recommended Semester 6 Semester	Language Deutsch
Attendance / Contact Hours 0,0 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of Module

Code 102-029	Title of Module Integrated Risk Management
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Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p>Students will master the fundamentals of International Economics including developing an understanding of the methods of risk and sustainability management in addition to learning to calculate and interpret key figures. Additionally, students will become familiar with the requirements of Corporate Governance and the instrumentation of Corporate Legal, Social and Ethical Compliance.</p>
<p>Content</p> <p>This module will provide insight into the various approaches applied in modern economics in addition to considering qualitative and quantitative methods of risk management and sustainability. Finally, the legal aspects of compliance risk management will be discussed.</p>
<p>Teaching Forms</p>

Requirements for Participation

Knowledge, Skills, Competencies	Formal prerequisites for participation do not exist.
Preparation for the Module	Refer to learning materials for each individual course.

Practicability of Module

Relationship to other Modules within this Study Course	Postgraduate study modules.
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

<p>Content</p> <p>Key sustainability issues are part of the module such as: Risk management, corporate governance and compliance.</p>
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Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (120 Minuten)	100 %

Organization of Course

Responsible for Module Prof. Dr. Robert Gabriel		
Further Persons Responsible for Module		
Type of Module Wahlpflicht: 7. Semester - WPF IF	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria	ECTS Points 8,00	Weekly Attendance 6,00
Workload 8,00 x 25 Stunden = 200,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 67,5 Std. / 33,8 %	Preparation/Homework/Self-Study 132,5 Std. / 66,2 %	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
102-029-01	Risikomanagement
102-029-02	Sustainability & Risk Management
102-029-03	Recht im Risikomanagement

Description of the Module Element

Code 102-029-01	Title of the Module Element Risikomanagement
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Content Structure

<p>Qualification Goals</p> <p>Kenntnisse, Fertigkeiten und Kompetenzen im Fach:</p> <p>Die Studierenden sind in der Lage, die Methoden des Risikomanagements in der finanzwirtschaftlichen Praxis anzuwenden und kritisch zu beurteilen.</p> <p>Kenntnisse, Fertigkeiten und Kompetenzen bezogen auf Systeme:</p> <p>Die Studierenden sind in der Lage, die Aufgaben des modernen Risikomanagements in einen betriebswirtschaftlichen Gesamtkontext einzuordnen. Sie sind in der Lage, die erlernten Inhalte auf konkrete Praxisfälle zu übertragen.</p> <p>Kenntnisse und Fertigkeiten der Selbstorganisation:</p> <p>Die Studierenden befassen sich selbstständig mit vertiefenden Fragestellungen des Risikomanagements. Sie sind in der Lage, unterschiedliche Instrumente zu beurteilen.</p> <p>Kenntnisse im Umgang mit Anderen:</p> <p>Die Studierenden diskutieren im Rahmen der Vorlesung über verschiedene fachspezifische Fragestellungen.</p>																							
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Wissen	Knowledge	Skills	Competencies																				
Fach	X	X	X																				
System	X	X	X																				
Selbst	X	X																					
Sozial	X																						
<p>Content</p> <ol style="list-style-type: none"> 1. International economic relationships 2. Balance of payments and international transfer of economic developments 3. Economic policy across different currency systems 4. Foreign exchange trading, foreign exchange market transactions and exchange rate development 5. Multinational institutions and international financial markets 																							
<p>Teaching Forms</p> <p>Lectures and Practicals</p>																							
<p>Teaching Methods</p>																							

Interactive lectures including discussion, content explanation and clarification of the lecture material through case studies (including exercises with sample solutions), group work with presentation, lecture based revision undertaken individually.

Literature/Learning Materials

- Krugman, P.R., Obstfeld, M.: Theorie und Politik der Außenwirtschaft, neueste Auflage, München
- Rose, K., Sauernheimer, K.: Theorie der Außenwirtschaft, neueste Auflage, München
- Sperber, H., Sprink, J.: Internationale Wirtschaft und Finanzen, neueste Auflage, München

Specifics

Strong fundamental relationship between this course material and the other two courses in this module (integrative teaching approach).

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 7 Semester	Language Deutsch oder Englisch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study 44,5 Std.		Time for Exercises/ Group Work

Description of the Module Element

Code 102-029-02	Title of the Module Element Sustainability & Risk Management
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences in this lecture:</u></p> <p>Students will learn the essential fundamentals of sustainability management.</p> <p><u>Knowledge and skills applied:</u></p> <p>Students will learn to transfer the knowledge and skills acquired through study of selected risk categories both in theory and in practice to designated areas of sustainability in the interest of contributing to building sustainability within the company.</p> <p><u>Knowledge about self-organization:</u></p> <p>Students will independently study the contents of the interactive lecture and apply the appropriate methods to specific tasks, enabling them to apply their knowledge and skills to their own entrepreneurial behavior.</p> <p><u>Knowledge and skills regarding interaction with others:</u></p> <p>Throughout the course of the lecture, students will discuss various subject-specific questions of sustainability.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	
Sozial	X		
<p>Content</p> <ul style="list-style-type: none"> o Introduction to Sustainability – why is it relevant for companies? o Sustainability frameworks (from mission and strategy, through management systems and programs to decision-support tools and data management) o Importance of the value chain: <ul style="list-style-type: none"> • Introduction - why the whole value chain needs to be considered • Product perspective • Company perspective • Supply Chain perspective o Materiality analysis in application examples o Sustainability from the capital market perspective (sustainability rating, Carbon Disclosure Project, SEC guidance, SASB, etc.) 			

- o Business Value Framework - how sustainability can generate business value and how this can be measured
- o Sustainable Leadership - Examples of sustainable leadership, Goleman's leadership styles, and discussions in motivation and communication

Teaching Forms

Lectures and Practicals

Teaching Methods

Interactive lectures including discussion and group work.

Literature/Learning Materials

Lectures including exercises and discussion with guidance from the lecture manuscript.

Specifics

Strong fundamental relationship between this course material and the other two courses in this module (integrative teaching approach).

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 7 Semester	Language Englisch oder Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study 44,0 Std.		Time for Exercises/ Group Work

Description of the Module Element

Code	Title of the Module Element
102-029-03	Recht im Risikomanagement

Content Structure

<p>Qualification Goals</p> <p>Kenntnisse, Fertigkeiten und Kompetenzen im Fach: Die Studierenden lernen und verstehen Good Governance und der <i>Corporate Legal Compliance</i> als Grundlagen eines <i>Risikomanagementsystems für Rechtsrisiken</i> in Unternehmen, sie lernen die Anforderungen an ein Compliance-Managementsystem kennen und sind in der Lage, diese auf konkrete Fragestellungen anzuwenden.</p> <p>Systemische Kenntnisse und Fertigkeiten: Die Studierenden sind in der Lage, die in ausgewählten Compliance-Bereichen erworbenen Kenntnisse und Fertigkeiten in Bezug auf Compliance-Management-Systeme auf andere Compliance-Bereiche in Theorie und Praxis zu übertragen und selbst zum Aufbau von Compliance-Management-Systemen beizutragen.</p> <p>Fertigkeiten bezogen auf Selbstorganisation: Die Studierenden verarbeiten selbständig die Inhalte der Vorlesung und üben die Methoden an vorgegebenen Aufgabenstellungen ein. Sie sind in der Lage, ihre Kenntnisse und Fertigkeiten auf eigenes unternehmerisches Verhalten anzuwenden.</p> <p>Fertigkeiten und Kompetenzen bezüglich des Umgangs mit anderen: Da Compliance in vielen Bereichen den Umgang mit Mitarbeitern und Kollegen im Unternehmen sowie die Übertragung von Compliance-Strukturen auf andere etwa durch Schulungen betrifft, sind sie auch in der Lage, ihre Kompetenzen in Verantwortung für andere wahrzunehmen und an diese weiterzugeben.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	X
Sozial	X	X	
<p>Content</p> <p>Grundlagen der Good Governance und des Stakeholderausgleichs, GRC-Ansatz, Wurzeln und Rechtsgrundlagen der Corporate Compliance, Haftung bei Non-Compliance, Phasen der Implementierung und Elemente von Compliance-Management-Systemen: Einrichten und Verbessern von CMS nach ISO 19600 und IDW PS 980: Compliance Kultur, Compliance Ziele, Compliance Risiken, Compliance-Programm Compliance-Organisation, Compliance Kommunikation, Compliance Kontrolle und Verbesserung.</p> <p>Ausgewählte Themenbereiche: - Anti-Korruptions-Compliance - Kartellrechts-Compliance - Datenschutz-Compliance - Geldwäsche</p>			
<p>Teaching Forms</p>			

Lectures and Practicals
<p>Teaching Methods</p> <p>Interaktive Vorlesung, Selbstarbeits-, Teamphasen, Press-Review, Expertenvorträge. Vorlesung mit fragend-entwickelnder Methode, Fallstudien, Diskussionen mit Brainstorming,...</p>
<p>Literature/Learning Materials</p> <p>Moosmayer, Klaus: Compliance, Praxisleitfaden für Unternehmen, 3. Auflage München 2015 Moosmayer, Klaus: Compliance-Risikoanalyse, München 2015 Bay, Karl-Christian/Hastenrath, Katharina: (Hrsg.), Compliance-Management-Systeme – Praxiserprobte Elemente, Prozesse und Tools, 2. Auflage München 2016 Kark, Andreas: Compliance-Risikomanagement, München 2013</p>
Specifics

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 7 Semester	Language Deutsch oder Englisch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study 44,0 Std.		Time for Exercises/ Group Work

Description of Module

Code	Title of Module
102-019	Financial Services

Significance of Module for the Goals of the Study Course

Qualification Goals

Financial services are at the core of the banking business. They are offered in the context of private and corporate banking by traditional banks, but increasingly also by alternative service providers (for example consultancy firms, family offices and so-called "FinTechs"). From the point of view of financial services, customers are divided into corporate clients (and other institutional customers) and private customers. In addition to the traditional investment and lending business, the focus is increasingly on holistic and / or specialized consulting, an efficient financial product brokerage, and the provision of cost-effective processing. For this reason, the challenges of successful management of banks and other financial service providers, both strategically and operationally, are growing.

This module will require basic knowledge and understanding of the methods utilized throughout various business roles (finance, accounting, taxation) and legal aspects (BGB / HGB). Students will broaden their knowledge in a practical manner regarding balance sheet analysis, investment decisions, company evaluation, management, and contract design.

To be successful within financial consulting, the aforementioned basic knowledge is required to develop a comprehensive understanding of the financial system, including economic connections to capital markets, the relevant analysis tools and legal framework. Students within this module will thereby fortify their understanding of the financial services sector including the increasing demands on the market participants. One such example of these demands is the pressure to rationalize actions, characterized by the internationalization of capital markets (among other things), partially due to the breakthrough of product innovations of FinTechs.

Students will also gain a deeper understanding of the impact of sudden and structural market changes on investment decisions and financing opportunities for companies. They will learn about (often hidden) psychological determinants of behavioral finance ("Behavioral Finance" / "Bounded Rationality") and become able to utilize these findings for operational and strategic decisions. Additionally, students will gain understanding of the consequences for individuals and entire companies when evaluating them during difficult financial conditions, and in turn will learn to consider and make complex investment and financing decisions, including how these decisions can be transferred independently to practical cases.

Students will develop an understanding of the growing importance of regulation implemented by national legislators, global financial institutions and supervisory authorities, including the causes for this regulation (such as financial crises).

Students will be expected to independently consider the opportunities and risks of investment and financing decisions from both the supplier and customer perspective and will thereby be

empowered to continuously make their own decisions in the realm of corporate and private banking, in addition to giving appropriate advice to financial services clients. Students will become able to identify the complex interactions involved in the economic and legal aspects of the financial services sector, including an ability to independently assess considerably complex management decisions.

Content

Bank Management

- Corporate strategy, culture and corporate identity
- Sales strategies
- Risk management
- Quality management
- Knowledge management
- Target Management

Corporate Banking

- Assessing the creditworthiness of corporate clients on the basis of the annual financial statement analysis and financial planning
- Rating according to Basel II and resulting requirements on the controlling system of companies
- Current developments and prospects in the banking business
- Instruments for credit assessment and risk management in the corporate lending business
- Balance sheet analysis in banks' corporate customer advisory services

Private Banking

- The history and function of money and finance
- Strategy, positioning and distribution of financial services providers in private banking
- Tax conditions
- Asset classes
- Portfolio theory: return, risk and diversification, valuation of investments
- Models and unexpected events
- Restricted rationality and behavioral finance
- Financial planning and succession consulting

Teaching Forms

Requirements for Participation

Knowledge, Skills, Competencies	Prerequisites for successful participation in this module are good business and basic legal knowledge from successful foundation studies. In particular, financial, strategic and organizational theories are necessary.
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Preparation for the Module	Compare the literature and relevant reports from economic publications for the two modules to broaden your range of practical examples and observed standards.
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Practicability of Module

Relationship to other Modules within this Study Course	Previous Modules External Accounting Operational Finance
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content
In addition to economic and legal aspects, consideration of social aspects is relevant, such as downsizing of company workforce due to structural change, as well as ethical and ecological aspects (for example: futures market speculation and their effect on food prices). The sustainability of a credit-based financial system geared to perpetual expansion is also addressed.

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (120 Minuten)	100 %

Organization of Course

Responsible for Module Prof. Dr. rer. nat. Anja Bettina Blatter		
Further Persons Responsible for Module		
Type of Module Wahlpflicht: 7. Semester - WPF IF	Recurrence keine Angabe	Duration 1 Semester
Admission Criteria	ECTS Points 8,00	Weekly Attendance 6,00
Workload 8,00 x 25 Stunden = 200,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 67,5 Std. / 33,8 %	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
102-019-01	Bankmanagement
102-019-02	Corporate Banking
102-019-03	Private Banking

Description of the Module Element

Code 102-019-01	Title of the Module Element Bankmanagement
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences in this course:</u></p> <p>The students will gain an understanding of the structure and essential change processes in the market of banks and financial service providers. Students will learn to familiarize themselves with the market positioning and competitive standpoint of financial service providers and will understand the challenge of obtaining and defending customer relationships in an evolving market. Students will become able to identify and comprehend the essential areas of banking management and will broaden their knowledge of relevant management techniques. Students will then apply this knowledge independently to real and existing managerial decisions and therefore will be able to utilize these principles for future cases.</p> <p><u>Knowledge and skills applied:</u></p> <p>Students will become able to recognize, interpret and analyze national and global change processes in the financial sector and will therefore be able to contribute to the development of strategic measures to ensure competitiveness.</p> <p><u>Knowledge about self-organization:</u></p> <p>Students will learn to independently consider the contents of the lecture and apply appropriate methods to given tasks by using associated academic material.</p> <p><u>Knowledge and skills regarding interaction with others:</u></p> <p>Students will prepare and develop solutions to course content as a group to make successful decisions as a team.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X		
Sozial	X	X	
<p>Content</p> <ol style="list-style-type: none"> 1. Corporate Strategy, Culture and Conduct 2. Sales strategies 3. Risk management 4. Quality management 5. Knowledge management 6. Target Management 			
<p>Teaching Forms</p>			

Lectures and Practicals
Teaching Methods Lecture including exercises and group work.
Literature/Learning Materials Selected literature is recommended for participation in this course.
Specifics

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 7 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code	Title of the Module Element
102-019-02	Corporate Banking

Content Structure

Qualification Goals			
<u>Knowledge, skills and competences in this course:</u>			
Students will gain an understanding of the essential professional principles of corporate banking and further their knowledge of the relevant analysis tools (for example: balance sheet analysis, ratings). Students will then have the ability to apply this knowledge in a practical manner to existing cases.			
<u>Knowledge and skills applied:</u>			
Students will learn to recognize the connections between business related questions and the decisions of financial service providers / banks. They will be able to consider legal and regulatory aspects (for example: Basel) and adjust their actions to fit within the bounds of these regulations when conducting lending and financing decisions.			
<u>Knowledge about self-organization:</u>			
Students will learn to independently consider the contents of the lecture and apply appropriate methods to given tasks by using associated academic material.			
<u>Knowledge and skills regarding interaction with others:</u>			
Students will prepare and develop solutions to course content as a group to make successful decisions as a team.			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X		
Sozial	X	X	
Content			
<ol style="list-style-type: none"> 1. Current developments, perspectives and trends in the business policy orientation of the corporate customer business. 2. Basel III / IV - current developments and impacts on banks and medium-sized enterprises - initial findings and assessments. 3. Annual analysis of small and medium-sized enterprises - creditworthiness analysis to assess the economic and financial situation - including relating to banking aspects 4. Establishment of rating procedures - rating analysis and company evaluations of medium-sized companies. 			

5. Investment and financial planning in medium-sized companies in the sense of consulting approaches to the corporate customer business - development and analysis of business plans.
6. Reorganization of small and medium-sized enterprises - early detection of first signs of problematic business developments and credit risks in banks - development and implementation of restructuring concepts.

Teaching Forms

Lectures and Practicals

Teaching Methods

Interactive lectures and practical case studies including discussion. The subject area and structure of the course requires continuous revision throughout the semester to ensure success. Therefore, regular subject-associated tasks will be undertaken to ensure students maintain a high level of academic performance in this course.

Literature/Learning Materials

Biegert/Gönner „Die Bilanzanalyse in der Firmenkundenberatung genossenschaftlicher Banken“, DG-Verlag, 6. vollständig überarbeitete Auflage 2010.

Specifics

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 7 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code	Title of the Module Element
102-019-03	Private Banking

Content Structure

Qualification Goals			
<u>Knowledge, skills and competences in this course:</u>			
<p>Students will gain an understanding of the essential professional principles of private banking and the impact of sudden and structural market changes on investment decisions and financing opportunities for companies. They will learn (often hidden) psychological determinants of behavioral finance ("Behavioral Finance" / "Bounded Rationality") and learn to use these findings for operational and strategic decisions. Students will expand their knowledge of relevant analysis tools utilized in the assessment of investment projects and will therefore be able to transfer and apply this knowledge to both well-established and new practical cases.</p>			
<u>Knowledge and skills applied:</u>			
<p>Students will learn to recognize the connections between investment decisions and / or consulting decisions of financial service providers / banks in each situation. Students will learn the relevance of money in the context of the financial system for the private banking market and for the assessment of investment classes and individual investment opportunities. Students will be empowered to use theoretical knowledge of behavioral finance and the rules and rationality of economics for operational and strategic (investment) decisions. Additionally, students will learn to consider and take appropriate action regarding complex legal, regulatory and tax aspects of investment decisions.</p>			
<u>Knowledge about self-organization:</u>			
<p>Students will learn to independently consider the contents of the lecture and apply appropriate methods to given tasks by using associated academic material.</p>			
<u>Knowledge and skills regarding interaction with others:</u>			
<p>Students will work on course content in groups and will be expected to prepare findings and make successful decisions as a team. Furthermore, through this teamwork students will gain a more comprehensive understanding of the social aspects of structural change in the financial sector, including the economic, social and ecological consequences of trends and sudden changes in the financial markets.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X		
Sozial	X	X	
Content			

<ol style="list-style-type: none"> 1. History and function of money in the financial system 2. Strategy, positioning and distribution of financial services providers in private banking 3. Fiscal conditions 4. Asset classes 5. Portfolio theory: return, risk and diversification, valuation of investments 6. Model Acceptance and Unexpected Events 7. Restricted Rationality and Behavioral Finance 8. Financial planning and succession advice
<p>Teaching Forms</p> <p>Lectures and Practicals</p>
<p>Teaching Methods</p> <p>Interactive lecture with practical presentations supplemented by practical examples including case studies and group work. Students will be provided with lecture notes. Further independent reading is recommended for a broader understanding of the lecture contents.</p>
<p>Literature/Learning Materials</p> <ul style="list-style-type: none"> • M. Rudolf und K. Baedorf (Hrsg.): Private Banking, 2. Aufl., Frankfurt 2011 • Taghizadegan, R. Stöferle und M. Valek, Österreichische Schule für Anleger, München 2014 • Nassim Nicholas Taleb: The Black Swan: The Impact of the Highly Improbable, London 2007 / deutsch: Der Schwarze Schwan: Die Macht höchst unwahrscheinlicher Ereignisse, Hanser 2008 • Current scientific articles and financial articles (updated regularly, see lecture notes)
<p>Specifics</p>

Organization of Course

<p>Weekly Attendance</p> <p>2,00</p>	<p>Division into Groups</p> <p>nein</p>	<p>Recommended Semester</p> <p>7 Semester</p>	<p>Language</p> <p>Deutsch</p>
<p>Attendance / Contact Hours</p> <p>22,5 Std.</p>	<p>Preparation/Homework/Self-Study</p>		<p>Time for Exercises/ Group Work</p>

Description of Module

Code	Title of Module
102-020	Portfolio Management II

Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p>Students will learn to master models and instruments in the field of derivatives, financial engineering and portfolio management, including how to apply them independently and utilize the essential IT techniques, in particular the use of spreadsheets, Matlab and Bloomberg. Students will be expected to combine different fields of securities management to create individual and suitable solutions. Solutions will be developed, presented and discussed in groups.</p>
<p>Content</p> <p>Derivate Management</p> <p>Financial Engineering</p> <p>Portfolio Management</p>
<p>Teaching Forms</p>

Requirements for Participation

Knowledge, Skills, Competencies	Formal prerequisites for participation do not exist.
Preparation for the Module	See literature references for each individual course.

Practicability of Module

Relationship to other Modules within this Study Course	Postgraduate study modules.
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

<p>Content</p> <p>Sustainability in an economic context will be specifically addressed, as securities management is focused on long-term goals in the interest of value maximization. Safe and ethically correct financial derivative trading and applications in securities management will be discussed in addition to compliance.</p>

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
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Klausur (120 Minuten)	100 %
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Organization of Course

Responsible for Module Prof. Dr. Dr. Dietmar Ernst		
Further Persons Responsible for Module		
Type of Module Wahlpflicht: 7. Semester - WPF IF	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria	ECTS Points 8,00	Weekly Attendance 6,00
Workload 8,00 x 25 Stunden = 200,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 67,5 Std. / 33,8 %	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
102-020-01	Derivatemanagement
102-020-02	Financial Engineering
102-020-03	Portfoliomanagement

Description of the Module Element

Code	Title of the Module Element
102-020-01	Derivatemanagement

Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences in this course:</u></p> <p>Students will gain an understanding of exchange traded derivatives (plain vanilla), OTC (over-the-counter) and exotic derivatives and their characteristics including their valuation, quantitative derivation and risk management. Students will learn to safely utilize these derivatives in addition to presenting, evaluating and assessing their features.</p> <p><u>Knowledge and skills applied:</u></p> <p>Students will learn how to undertake safe trading on the Eurex futures exchange, including the specialties and peculiarities of trading on the exchange.</p> <p>Students will also learn about the applications and trading of OTC derivatives.</p> <p><u>Knowledge about self-organization:</u></p> <p>Students will be expected to utilize the content learned in theory to independently assess and draw conclusions. With the assistance of the Eurex trader examination content, topic-specific material on practical use and the related required organization will be illustrated.</p> <p><u>Knowledge and skills regarding interaction with others:</u></p> <p>Safe and ethically correct handling of financial derivatives will be clarified. In addition to compliance relevance, special attention will be paid to undertaking ethically correct applications.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	X
Sozial	X	X	X
<p>Content</p> <ul style="list-style-type: none"> • Transference of knowledge from the Eurex trader's examination incl. Stock exchange approval, exchange guidelines, market-making • Plain Vanilla Derivatives: Options and Futures (symmetrical and asymmetrical derivatives) • Use of financial instruments in daily practice • Assessment and quantitative classification of instruments; Sensitivity analysis • Combinations and strategies including P & L • Risk control of Eurex including margining and CCP (central counterparty) clearing • Non-plain-vanilla derivatives: OTC derivatives and exotic derivatives (symmetrical and asymmetrical derivatives) 			

- OTC instruments, strategies and application
- Assessment and quantitative classification of the instruments
- Quantitative models in derivative management (including power, forecast and short-rate models)
- Physics in Finance and the relevance to finance models
- Construction of securitized derivatives including quantitative classification, hedging and structure (stripping)
- Risk management in connection with OTC derivatives (CCP clearing)

Teaching Forms

Lectures and Practicals

Teaching Methods

Formally conducted lecture followed by interactive discussion of relevant questions and solutions.

Literature/Learning Materials

1. Lecture materials and original model papers
2. Preparatory documents for the Eurex Trader Examination
3. Bloss et al.: Financial Engineering De Gruyter Oldenbourg
4. Hull J.C.: Options, futures and other derivatives

Specifics

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 7 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code 102-020-02	Title of the Module Element Financial Engineering
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences in this course:</u></p> <p>Students will learn to calibrate theoretical financial concepts and to apply them to market data through using MATLAB.</p> <p><u>Knowledge about self-organization:</u></p> <p>This course will provide preparatory knowledge to assist in students' comprehension of complex mathematical models in derivative and portfolio management and will therefore facilitate the students' ability to construct computational models to solve these pricing and optimization problems.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System			
Selbst	X	X	X
Sozial			
<p>Content</p> <p>This course aims to introduce students to computational methods used for equity derivative instrument pricing and portfolio risk management. Calibration methods with direct applications to market data. Students will learn how to implement these models by using MATLAB.</p>			
<p>Teaching Forms</p> <p>Lectures and Practicals</p>			
<p>Teaching Methods</p> <p>Lectures including exercises, E-Learning</p>			
<p>Literature/Learning Materials</p> <p>MATLAB software</p> <p>Paolo Brandimarte (2006) Numerical methods in finance and economics: a MATLAB-based introduction</p> <p>Paul Wilmott (2006), Paul Wilmott on Quantitative Finance</p>			
<p>Specifics</p>			

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester	Language Englisch
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	7 Semester	
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study	Time for Exercises/ Group Work

Description of the Module Element

Code 102-020-03	Title of the Module Element Portfoliomanagement
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Content Structure

<p>Qualification Goals</p> <p><u>Knowledge, skills and competences in this lecture:</u></p> <p>Students will familiarize themselves with the concept of potential risk and return and will learn to calculate and interpret the risk and return results in a case study. Additionally, students will learn to independently solve problems and interpret results relating to active and passive portfolio management in the context of a case study. Students will then be able to further apply these acquired skills, competences and knowledge in other areas of finance.</p> <p><u>Knowledge and skills applied:</u></p> <p>Students will learn to securely work with Excel, including matrix calculation and the optimization of target functions with constraints.</p> <p><u>Knowledge about self-organization:</u></p> <p>Students will independently use, evaluate, and draw conclusions from content learned with the assistance of a case study and therefore will be able to confidently solve problems presented within a given time period.</p> <p><u>Knowledge and skills regarding interaction with others:</u></p> <p>Students will learn to develop and adapt solutions to questions in portfolio management through group work.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	
Sozial	X		
<p>Content</p> <p>1. Return</p> <p>1.1 Discrete returns</p> <p>1.2 Continuous returns</p> <p>1.3 Comparison between continuous and discrete returns</p> <p>1.4 Returns for different periods</p> <p>1.5 Calculation of price values based on different types of return</p> <p>2. Risk</p> <p>2.1 Risk management</p> <p>2.2 How can risk be estimated?</p> <p>2.3 Risk categories</p>			

- 2.4 Volatility
- 2.5 Variance
- 2.6 Standard deviation
- 2.7 Risk factors for different periods
- 2.8 Gliding Volatilities
- 2.9 Covariance
- 2.10 Correlation coefficient
- 2.11 Semivariance
- 2.12 Beta factor
- 2.13 Value at Risk
- 3. Overview of active and passive portfolio management
 - 3.1 Introduction to the subject
 - 3.2 Solving optimization problems with the Excel Solver
 - 3.3 Matrix calculation in Excel
- 4. Active Portfolio Management
 - 4.1 Absolute optimization
 - 4.2 Relative optimization
- 5. Passive portfolio management
 - 5.1 Quadratic optimization
 - 5.2 Regression under constraints
 - 5.3 Linear optimization

Teaching Forms

Lectures and Practicals

Teaching Methods

Interactive lecture including discussion and application of the teaching content based on case studies.

Literature/Learning Materials

Alexander, Carol (2008) Market Risk Analysis, Volume 1, Quantitative Methods in Finance, (Chichester: John Wiley & Sons).

Benninga, S. (2014) Financial Modeling, 4th edn (Cambridge, Massachusetts and London, England: The MIT Press).

Benninga, S. (2011) Principles of Finance with Excel, 2nd edn (New York (US): Oxford University Press).

Bodie, Z., Kane, A., Marcus, A. J. (2014) Investments, 10th edn (McGraw-Hill Education).

Ernst, D., Häcker, J (Hrsg. 2016) Financial Modeling, 2nd edn, Stuttgart.

Fabozzi, F. J. (2012) Encyclopedia of Financial Models (Hoboken (US): Wiley).

Fabozzi, F., Markowitz, H. (2011) The Theory and Practice of Investment Management: Asset Allocation, Valuation, Portfolio Construction, and Strategies, 2nd edn (Hoboken (US): Wiley & Sons, Inc).

Fabozzi, F. et. al. (2010) Quantitative Equity Investing: Techniques and Strategies, (Hoboken (US): Wiley & Sons, Inc).

Markowitz, H. (2008) Portfolio Selection: Efficient Diversification if Investments, 2nd edition, (Basil Blackwell).

Meucci, Attilio (2007) Risk and Asset allocation; (Berlin, Heidelberg: Springer)

Poddig, Th., Brinkmann, U., Seiler, K. (2009) Portfolio Management. Konzepte und Strategien ; Theorie und praxisorientierte Anwendungen mit Excel, 2nd revised edn, (Bad Soden/Ts: Uhlenbruch).

Reilly, F., Brown, K. (2012) Investment Analysis and Portfolio Management, 10th edn (Mason (US): South Western Cengage Learning).

Roll, R. (1992) A Mean / Variance Analysis of Tracking Error, in: The Journal of Portfolio Management, Summer, S. 13-22

Taylor, St. J. (2005) Asset Price Dynamics, Volatility, and Prediction, (Princeton: Princeton University Press).

The lecture is based on the book: Ernst, D., Häcker, J (Hrsg. 2016) Financial Modeling, 2nd edn, Stuttgart.

Specifics

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 7 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of Module

Code	Title of Module
102-021	Law and Economics of Capital Markets

Significance of Module for the Goals of the Study Course

Qualification Goals

Financing and investment projects are mainly carried out through the international capital markets. Companies raise external equity and debt capital through private and institutional investors, which invest their money on the capital markets. Capital markets are at the core of many strategic plans and decisions made by entrepreneurs and managers, including IPOs, strategic acquisitions and divestitures.

Basic knowledge and methods of various business functions (financing, accounting, taxation) and legal aspects (BGB / HGB) are required for this module. Students will expand their knowledge in an application-oriented manner with the assistance of: an overview of company evaluations, transaction structuring and management, regulation (for example; acquisition and competition law, exchange supervision) and contractual arrangements.

Successful action on the capital markets requires, in particular, a sound understanding of economic relationships, analysis tools, and the legal framework. Students will gain an understanding of capital market operations and their regulation by national legislators, global financial institutions and supervisory authorities. Additionally, students will learn to evaluate financial titles and entire companies, including managing takeovers and shareholdings. Students will transfer these skills to practical takeover cases and learn about the successes and mistakes they have made, thereby recognizing the subsequent causes of these undesirable results. Students will therefore be able to develop and elaborate on suggestions for improvement for future cases.

Students will independently assess the opportunities and risks of capital market-related entrepreneurial transactions and will therefore be able to make sustainably viable decisions based on their knowledge of the interaction between the economic and legal aspects involved.

Content

How Capital Markets Work

- Money, credit and currencies
- Monetary policy and asset prices
- Segments, actors, structures of the capital markets
- Capital procurement (equity / debt) on the stock exchange
- Capital market decisions and information
- Capital market decisions and limited rationality

Aspects of capital market regulation, supervision and drafting of contracts

- Selected problem areas of banking law
- Legislation of the financial markets

<ul style="list-style-type: none"> • Banking supervision • Takeover Law • Specific corporate law <p>Preparation and realization of M & A transactions</p> <ul style="list-style-type: none"> • M & A basics • Private equity / capital procurement outside the exchange • Company succession • Growth capital • Buyer and target search • Selected company valuation questions • Transaction structuring • Due Diligence
Teaching Forms

Requirements for Participation

Knowledge, Skills, Competencies	Prerequisites for successful participation are good business knowledge and fundamental legal knowledge from successful core studies. In particular, knowledge of financial, strategic and organizational theory is necessary.
Preparation for the Module	Please see the literature references for each course and read relevant reports on the capital markets and M & A in economic publications, to expand your knowledge of practical examples and historical data.

Practicability of Module

Relationship to other Modules within this Study Course	<p>Preceding Modules</p> <p>External Accounting</p> <p>Operational Finance</p>
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

<p>Content</p> <p>In addition to economic and legal aspects, social aspects are also relevant (e.g. Job losses, tax havens, wage dumping). IPOs and acquisitions can be significantly influenced by public rejection or political interference as they often gain publicity beyond corporate boundaries. Ecological aspects also play a marginal role, for example; in the analysis of environmental loads in the context of due diligence.</p>
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Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (120 Minuten)	100 %

Organization of Course

Responsible for Module Prof. Dr. Serge Ragotzky		
Further Persons Responsible for Module		
Type of Module Wahlpflicht: 7. Semester - WPF IF	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria	ECTS Points 8,00	Weekly Attendance 6,00
Workload 8,00 x 25 Stunden = 200,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 45,0 Std. / 22,5 %	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
102-021-01	Internationale Kapitalmärkte
102-021-02	Recht der Kapitalmärkte
102-021-03	Mergers & Acquisitions

Description of the Module Element

Code	Title of the Module Element
102-021-01	Internationale Kapitalmärkte

Content Structure

Qualification Goals

Students will expand on their economic understanding of the functions and operations of the capital markets in addition to the function and relevance of the monetary policy of the central banks and creation of money in the private banking system. Furthermore, the importance of other financial institutions and their regulation will be addressed.

Students will become familiar with equity capital markets, in particular for the practices and purposes of venture capital procurement through both the stock exchange (equity capital markets) and over the counter markets (private equity). Students will therefore develop their competence to a professional level on how to generate venture capital through assessing the various interests and approaches of the various stakeholders. Students will be able to comprehend and consider the relevance of information asymmetries, behavioral economics and unexpected events. Groups will be organized by the students for the purpose of analyzing and making decisions on companies that are searching for capital, with their findings and conclusions to be presented to the class later in the semester.

Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X		
Sozial	X	X	

Content

1. Money, Credit and Currencies
2. Monetary Policy and Asset Prices
3. Segments, Participants, Capital Market Structure
4. Capital Procurement (Equity/Debt) on the stock exchange
5. Capital Market Decisions and Information Asymmetries
6. Capital Market Decisions and Limited Rationality, Behavioral Finance

Teaching Forms

Lectures and Practicals

Teaching Methods

Lectures, for the purpose of comprehending the operation of capital markets and their related characteristics, such as the interaction of private investors, companies, affiliates, exchanges, banks, and government institutions. Deliberation of relevant economic theories (Keynesianism, Monetarism, Austrian School), applied to institutional framework conditions. Additionally, business

planning knowledge and understanding of capital seeking and strategically investing companies will be discussed together through group work.

Literature/Learning Materials

Students will be given a comprehensive presentation. Additionally, necessary case study documentation will be provided. Relevant textbooks:

- A. Admati und M. Hellwig: Des Bankers neue Kleider, Finanzbuchverlag München 2013, insb. S. 43-81, S. 214 -231 und 299-354
- Huerta de Soto, Jesús: Geld, Bankkredit und Konjunkturzyklen, Stuttgart 2011
- Meyer, Thomas, Die neue Ordnung des Geldes, München 2014
- C. Reinhart und K. Rogoff, Dieses Mal ist alles anders: Acht Jahrhunderte Finanzkrisen, Finanzbuch Verlag/Kulmbach 2010
- K. Spremann/ P. Gantenbein: Finanzmärkte, 2.Auflage, Konstanz und München 2013

Specifics

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 7 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code	Title of the Module Element
102-021-02	Recht der Kapitalmärkte

Content Structure

Qualification Goals

Knowledge, skills and competences in this course:

Students will learn the essential professional principles of banking and capital market law, including the basic principles of banking supervision and securities transfer legislation, and the specific relevant components of company law. Students will then be well-equipped to transfer knowledge acquired from existing practical cases to new cases.

Knowledge and skills applied:

Students will gain an understanding of the interaction between business-related questions and law as an integral part of any entrepreneurial activity, especially in the financial sphere. This knowledge will allow students to consider the legal implications of their future entrepreneurial decisions and will therefore be empowered to take appropriate action.

Knowledge about self-organisation:

Students will learn to independently consider the contents of the lecture and apply appropriate methods to given tasks by using associated academic material.

Knowledge and skills regarding interaction with others:

Students will prepare and develop solutions to course content as a group to make successful decisions as a team.

Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	X
Sozial		X	X

Content

Legal aspects of banking and capital market law. Payments, online banking, transactions using debit/credit cards, and associated liability problems. Active business (lending) and right of withdrawal; Passive business (investment) and behavioral requirements (advising and education, including liability).

Principles of national and European banking supervision and Basel III.

Capital market law: stock exchange, licensing, behavioral requirements (code of conduct), liability, insider trading, legislation against market manipulation.

Law principles applied in the context of a takeover: M&A transactions, German Takeover Act (WpÜG), specific corporate law issues, contractual arrangements for takeover contracts.

Teaching Forms

Lectures and Practicals

Teaching Methods

Students will develop their knowledge and skills during the interactive lectures as a team through the utilization of dynamic and self-initiated case studies assisted by the direction of the lecturer. Undertaking of individual contracting will also be conducted under supervision.

Discussion, exercises, case analysis, development and progress of group work through questions.

Lectures, case studies with exercises and discussion, excursions.

Literature/Learning Materials

- Assmann/Pöltzsch/Schneider: Wertpapiererwerbs- und Übernahmegesetz
- Assmann/Schneider: Wertpapierhandelsgesetz
- Assmann/Schütz: Handbuch des Kapitalanlagerechts
- Claussen: Bank- und Börsenrecht
- Buck-Heeb: Kapitalmarktrecht
- Grunewald/Schlitt: Einführung in das Kapitalmarktrecht
- Habersack/Mülbert: Handbuch der Kapitalmarktinformation
- Kümpel/Wittig: Bank- und Kapitalmarktrecht
- Langenbacher: Aktien- und Kapitalmarktrecht
- Lecture notes

Specifics

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 6/7 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code	Title of the Module Element
102-021-03	Mergers & Acquisitions

Content Structure

<p>Qualification Goals</p> <p>Students will acquire the necessary professional skills and competences required for the successful execution of business mergers and will therefore be able to assess the viability of recommended methods in comparison to the specific characteristics of practical cases. Students will learn to identify the connections between the various business roles that are necessary for M&A and will therefore assess and determine the appropriate approach to be undertaken. Additionally, students will analyze the source material to attain the required knowledge for each specific M&A case. Independently, students will then form project groups, where they will work together to solve specific M&A questions.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X		
Sozial	X	X	
<p>Content</p> <ol style="list-style-type: none"> 1. Basics: M&A Terms, M&A Market, Actors, Transaction Motives, Forms of Acquisition 2. Information Problems in M&A 3. Selected Aspects of Company Valuation 4. M&A Process Preparation 5. Selection and Mandate of Consultants 6. Transaction Structuring 7. Buyer's Market and Market Approach 8. Important Transaction Documents 9. Due Diligence 10. Commercial Aspects of Contract Design and Negotiation 			
<p>Teaching Forms</p> <p>Lectures and Practicals</p>			
<p>Teaching Methods</p> <p>Lectures including exercises for the purpose of undertaking M&A transactions, supplemented by practical examples and case studies. Use of the textbook is recommended for students, as it contains important contents relating to the lecture material. Additionally, further lecture material is provided on special topics. Teamwork will be utilized to assist in discussion and "imitation" of the takeover procedure, including the participation test and other relevant test criteria (e.g. due diligence). Essential commercial content will be depicted through presentation of M&A contracts,</p>			

additionally illustrating the incentives and deterrents for managers. Student groups will be formed for the discussion and assessment of historical business mergers including developing solutions to complex tasks. This group work will assist in preparing students for the examination.

Literature/Learning Materials

Lecture materials and information will be provided to the students. Additionally, different articles relating to their respective chapters will be provided online in neo. Textbooks:

Dreher, M. und Ernst, D. Mergers & Acquisitions, München 2014

Ragotzky, S.: Unternehmensverkauf und asymmetrische Information, Frankfurt a.M. 2003

Specifics

In-depth analysis of a company acquisition case study; linking strategic management, M&A, and selected legal issues (drafting of contracts, due diligence), including addressing practically relevant M&A-related questions.

Organization of Course

Weekly Attendance 0,00	Division into Groups nein	Recommended Semester 7 Semester	Language Deutsch
Attendance / Contact Hours 0,0 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of Module

Code 102-030	Title of Module International Economics
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Significance of Module for the Goals of the Study Course

Qualification Goals
Content
Teaching Forms

Requirements for Participation

Knowledge, Skills, Competencies	
Preparation for the Module	

Practicability of Module

Relationship to other Modules within this Study Course	
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (120 Minuten)	100 %

Organization of Course

Responsible for Module Prof. Dr. Herbert Sperber		
Further Persons Responsible for Module		
Type of Module Wahlpflicht: 7. Semester - WPF IF	Recurrence keine Angabe	Duration Semester
Admission Criteria	ECTS Points 8,00	Weekly Attendance

Workload 8,00 x 25 Stunden = 200,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
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Description of Module

Code 102-031	Title of Module Quantitative Finance and Risk Management
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Significance of Module for the Goals of the Study Course

Qualification Goals Die Studierenden sollen lernen, mithilfe von quantitativen Methoden aktuelle Problemstellungen des Portfolio- und Risikomanagements zu bearbeiten
Content Diverse quantitative Methoden, welche zunehmend unabdingbar werden im Finanzsektor
Teaching Forms

Requirements for Participation

Knowledge, Skills, Competencies	quantitativer Methodenbaukasten des Finanzsektors
Preparation for the Module	Erste Programmierkenntnisse, idealerweise in Matlab sowie Python 3 wären hilfreich. Im Submodul "Predictive Analytics" und "Quantitative Risk Management" wird erwartet, dass die Studierenden ein Notebook (Windows, MacOS, Linux) mit den Entwicklungsumgebungen R (inkl. R Studio), evtl. Matlab und Python 3.X inkl. Jupyter Notebook (Download über Anaconda) in die Veranstaltung mitbringen.

Practicability of Module

Relationship to other Modules within this Study Course	
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Mündliche Prüfung (30 Minuten)	100 %

Organization of Course

Responsible for Module Prof. Dr. Mathias Engel		
Further Persons Responsible for Module Prof. Dr. Blatter, Prof. Dr. Fink		
Type of Module Wahlpflicht: 7. Semester - WPF IF	Recurrence jedes Wintersemester	Duration 1 Semester
Admission Criteria	ECTS Points 8,00	Weekly Attendance 6,00
Workload 8,00 x 25 Stunden = 200,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 67,5 Std. / 33,8 %	Preparation/Homework/Self-Study 75,0 Std. / 37,5 %	Time for Exercises/Group Work 57,5 Std. / 28,7 %

Content Structure

Code	Title of the Module Element
102-031-001	Finanzökonomie
102-031-002	Quantitative Risk Management
102-031-003	Predictive Analytics

Description of the Module Element

Code 102-031-001	Title of the Module Element Finanzökonomie
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Content Structure

Qualification Goals			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	X
Sozial	X	X	X
Content			
Den Studierenden soll das Wissen vermittelt werden, mithilfe von klassischen Methoden der Finanzökonomie (wie ARMA-GARCH-Modellen) Finanzzeitreihen zu bearbeiten und Prognosen für Risikokennzahlen zu erstellen.			
Teaching Forms			
Teaching Methods			
Seminaristischer Unterricht, PC-Übungen			
Literature/Learning Materials			
McNeil, A. J., Frey, R. und Embrechts, P.: Quantitative RiskManagement: Concepts, TechniquesandTools, Princeton University Press, 2015.			
Specifics			

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 6 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study 25,0 Std.		Time for Exercises/ Group Work 29,5 Std.

Description of the Module Element

Code 102-031-002	Title of the Module Element Quantitative Risk Management
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Content Structure

<p>Qualification Goals</p> <p>Die Studierenden beherrschen die zur Messung des Kreditrisikos verwendeten Methoden sowie Ansätze zur Validierung dieser Verfahren. Aufsichtsrechtliche Begriffe nach Basel II/III bzw. Solvency II sind den Studierenden ebenso geläufig wie die finanzmathematischen Grundlagen eines angemessenen Kreditrisikomanagements.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	X
Sozial	X	X	X
<p>Content</p> <ul style="list-style-type: none"> • Diskussion der aktuellen und zukünftigen regulatorischen Rahmenbedingungen für das Kreditrisikomanagement (Basel II / III und Solvency II) • Einführung in R oder Matlab • Einführung in die Risikomessung (Value at Risk, Expected Shortfall, kohärente Risikomaße) • Interne und externe Kreditratings • Überblick über die relevantesten PD (Probability of Default) Modelle: Von Merton's Model, über Moody's KMV-Modell bis CreditMetrics. • Credit Default Swap • Stress Testing 			
<p>Teaching Forms</p>			
<p>Teaching Methods</p> <p>Interaktive Vorlesung mit praktischen Übungen in R/Matlab.</p>			
<p>Literature/Learning Materials</p> <p>Hull, J.C., Risk Management and Financial Institutions, (John Wiley&Sons 2015)</p> <p>McNeil A., Frey R., Embrechts P., Quantitative Risk Management: Concepts, Techniques and Tools (Princeton Series in Finance 2005)</p> <p>Bielecki T., Rutkowski M., Credit Risk: Modeling, Valuation, and Hedging (Springer, 2002).</p>			
<p>Specifics</p> <p>Notebook wird während der Vorlesung benötigt.</p>			

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 6 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study 25,0 Std.		Time for Exercises/ Group Work 12,0 Std.

Description of the Module Element

Code 102-031-003	Title of the Module Element Predictive Analytics
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Content Structure

<p>Qualification Goals</p> <p>Die Studierenden sollen Begriffe wie Machine Learning, Künstliche Intelligenz, Data Mining sowie deren Subbegriffe verstehen und zuordnen können. Auf entsprechende Problemstellungen werden die Studierenden passende Lösungsmethoden des Machine Learning anwenden und deren Lösungen interpretieren können.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	X
Sozial	X	X	X
<p>Content</p> <p>In den ersten Einheiten werden den Studierenden die Grundlagen des Machine Learning, hier genauer des überwachten Lernens vermittelt. Anhand geeigneter Datensätze werden daran anschliessend Begriffe wie Overfitting, Underfitting erklärt. Der typische KDP-Prozess des Datenimports, Aufbereitung, Modellierung und Interpretation rundet den theoretischen Teil ab.</p> <p>Im zweiten Teil der Veranstaltung wird auf die Programmierung in Python 3 eingegangen. Dazu werden die Grundkenntnisse der Programmierung (Bibliotheken, Variablen, Operatoren, Instruktionen und Kontrollstrukturen) vermittelt.</p> <p>Daran anschliessend wird im dritten Teil der Veranstaltung bekannte Machine Learning-Methoden (Lineare Regression, Logistische Regression, Supporte Vector Machine, Decision-Tree-Klassifikator und Neuronale Netze) des Überwachten Lernens theoretisch wie auch an Python-Praxisbeispielen vermittelt.</p> <p>Zur Festigung des erlangten Wissens werden die Teilnehmer in Gruppen aufgeteilt, in denen unter anderem folgende Praxisbeispiele durchgeführt werden:</p> <ul style="list-style-type: none"> • Sentiment Analysis in Twitter • Stock Price Prediction • Recommendation System (Movie Library like Netflix) • Paint Pictures with Neural Nets • Train a chatbot • Train an autonomous car 			
Teaching Forms			
Teaching Methods			

interaktive Vorlesung zu Beginn. ca. ab der Mitte des Semesters wird überwiegend im Seminarstil gearbeitet.

Literature/Learning Materials

- Rashid, Neuronale Netze selbst programmieren, O`Reilly, 2017
- Wartala, Praxiseinstig Deep Learning, O`Reilly, 2017
- Runkler, Data Mining, Springer, 2015
- Klein, Einführung in Python 3, Hanser
- Suthaharan, Machine Learning Models and Algorithms for Big Data Classification, Springer
- Backhaus et. al., Multivariate Analysemethoden, Springer
- Linge, Langtangen, Programming for Computations - Python, SpringerOpen
- Pilgrim, Wollenschein, Python 3 Intensivkurs, Springer

Specifics

In dieser Veranstaltung wird vorausgesetzt, dass die Teilnehmer einen eigenen Laptop mit installierter Python-Entwicklungsumgebung mitbringen. Diese Veranstaltung wird mit der Veranstaltung "Machine Learning" aus dem 2. Semester Master Organisationsdesign zusammengelegt, da die Inhalte identisch sind.

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 6 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study 25,0 Std.		Time for Exercises/ Group Work 16,0 Std.

Description of Module

Code 102-032	Title of Module Project Innovation
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Significance of Module for the Goals of the Study Course

Qualification Goals
Content
Teaching Forms

Requirements for Participation

Knowledge, Skills, Competencies	
Preparation for the Module	

Practicability of Module

Relationship to other Modules within this Study Course	
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Schriftliche Arbeit (keine Einheit gewählt)	50 %
Referat/Präsentation (keine Einheit gewählt)	50 %

Organization of Course

Responsible for Module Prof. Dr. Frank-Andreas Schittenhelm		
Further Persons Responsible for Module		
Type of Module Wahlpflicht: 7. Semester - WPF IF	Recurrence keine Angabe	Duration Semester
Admission Criteria	ECTS Points 8,00	Weekly Attendance

Workload 8,00 x 25 Stunden = 200,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
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Description of Module

Code 101-074	Title of Module Financial Controlling
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Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p>Die Studierenden entwickeln die Fähigkeit, unternehmerische Entscheidungen mit entscheidungsrelevanten Informationen zu unterstützen. Hierdurch sollen die Entscheidungsträger in den Unternehmen in die Lage versetzt werden, rational zu handeln. Vor diesem Hintergrund nutzen die Studierenden die theoretischen Kenntnisse zur Lösung von betrieblichen Entscheidungsproblemen. Da Entscheidungen immer auf zukünftige Ereignisse gerichtet sind, extrahieren die Studierenden entscheidungsrelevante Informationen. Dabei achten Sie insbesondere auf die Form der Übermittlung der Informationen an den Entscheidungsträger sowie die Vorgehensweise bei der Planung.</p> <p>Die Studierenden kennen die Ziele, Konzeption und Instrumente des operativen Controllings sowie deren organisatorische Implementierung. Sie können entsprechende Problemstellungen mit den jeweils dafür geeigneten Methoden beschreiben, analysieren, lösen und die Ergebnisse interpretieren.</p> <p>Die praktischen Fertigkeiten werden anhand konkreter betrieblicher Probleme in Gruppenarbeit erarbeitet.</p>
<p>Content</p> <p>Die hohe Umweltdynamik und die Komplexität in betrieblichen Unternehmen führen dazu, dass die Entscheidungsträger in den Unternehmen Schwierigkeiten haben, rationale Entscheidungen zu treffen. Das Controlling hat die Aufgabe, die Rationalität im Führungssystem zu sichern. Dies wird durch eine Koordination des Planungs- und Kontrollsystems mit dem Informationsversorgungssystem erreicht.</p> <p>Das Modul „operatives Controlling“ vermittelt den Studierenden zum einen die theoretischen Grundlagen des entscheidungsorientierten Rechnungswesens und zum anderen lernen die Studierenden die Instrumente des entscheidungsorientierten Rechnungswesens einzusetzen.</p> <p>Die Instrumente des entscheidungsorientierten Rechnungswesens werden durch umfangreiche Fallstudien und Praxisbeispielen erarbeitet.</p> <p>Das Modul beinhaltet ein Referat zum Umgang einer Planungs- und Berichtssoftware</p>
<p>Teaching Forms</p> <p>Block course</p>

Requirements for Participation

Knowledge, Skills, Competencies	Formale Voraussetzungen für die Teilnahme existieren nicht. Die im bisherigen Studium erworbenen Kenntnisse und Fertigkeiten im Hinblick auf das externe und interne Rechnungswesen sowie
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	die Inhalte aus dem Modul "Einführung in das Controlling" werden vorausgesetzt.
Preparation for the Module	Vgl. die Literaturangaben zu den einzelnen Lehrveranstaltungen

Practicability of Module

Relationship to other Modules within this Study Course	Das Modul ist der Vorlesung Einführung Management II nachgelagert. Es baut auf den Grundkenntnissen der Module I.4 externes Rechnungswesen und II.5 internes Rechnungswesen auf.
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content	Neben dem Fokus auf die ökonomischen Ziele, werden insbesondere die sozialen Zielsetzungen bei der operativen Steuerung behandelt. Es wird deutlich, welche Inhalte der Nachhaltigkeit mit Hilfe des entscheidungsorientierten Rechnungswesens gesteuert werden können und wo eine Erweiterung des entscheidungsorientierten Rechnungswesens notwendig ist.
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Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (60 Minuten)	75 %
Referat/Präsentation (keine Einheit gewählt)	25 %

Organization of Course

Responsible for Module Prof. Dr. Thomas Barth		
Further Persons Responsible for Module Prof. Dr. Stefan Marx; Prof. Dr. Ulrich Sailer; Heiko Dold		
Type of Module Wahlpflicht: 7. Semester - WPF BW	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria	ECTS Points 8,00	Weekly Attendance 6,00
Workload 8,00 x 25 Stunden = 200,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 67,5 Std. / 33,8 %	Preparation/Homework/Self-Study 52,5 Std. / 26,2 %	Time for Exercises/Group Work 80,0 Std. / 40,0 %

Content Structure

Code	Title of the Module Element
101-074-01	Operatives Controlling
101-074-02	Referat operatives Controlling

Description of the Module Element

Code	Title of the Module Element
101-074-01	Operatives Controlling

Content Structure

Qualification Goals

Die Studierenden wenden die Methoden des entscheidungsorientierten Rechnungswesens an und können die theoretischen Grundlagen auf neue und veränderte praktische Fragestellungen anwenden. Die Studierenden können die Entscheidungsträger in den Unternehmen mit entscheidungsrelevanten Informationen versorgen, so dass betriebswirtschaftlich sinnvolle Entscheidungen getroffen werden können. Anhand von umfangreichen Fallstudien üben die Studierenden die theoretischen Grundlagen.

Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	
Selbst	X		
Sozial	X		

Content

1. Controllingkonzeption
2. Institutionelles Controlling
3. Entscheidungsorientiertes Rechnungswesen und entscheidungsorientierter Kostenbegriff basierend auf den theoretischen Aussagen nach Riebel
4. Grenzplankostenrechnung nach Kilger
5. Prozesskostenrechnung
6. Target Costing nach Horváth
7. Kuppelkalkulation
8. Fixkostenmanagement

Teaching Forms

Lectures and Practicals

Teaching Methods

Die Lerninhalte werden in einer Mischung aus klassischer Vorlesung, aus interaktivem Lehrgespräch, aus Fallstudien sowie aus verschiedenen praktischen Beispielen erarbeitet. Für bestimmte Themen (z.B. Budgetierung, Prozesskostenrechnung, Fixkostenmanagement etc.) werden Referenten aus der Praxis eingeladen.

Literature/Learning Materials

- Umfassendes Vorlesungsskript
- Barth, D.; Barth, T.: Controlling, 2. Auflage, München 2008
- Barth, D.; Barth, T.: Kosten- und Erfolgsrechnung für Industrie und Handel, Stuttgart 2013
- Horváth, P.: Controlling. 12. Auflage, München 2011.

- Küpper, H.-U.: Controlling, 5. Auflage, Stuttgart 2008.
- Trossmann, E.: Controlling als Führungsfunktion: Eine Einführung in die Mechanismen betrieblicher Koordination, München 2014
- Trossmann, E.; Werkmeister, C.; Baumeister, A.: Managementfallstudien im Controlling, 3. Auflage, München 2013
- Däumler, K.-D.; Grabe, J.: Kostenrechnung 3, Plankostenrechnung, 7. Auflage, Berlin/Herne 2004.
- Freidank, C.-C.: Kostenrechnung, 7. Auflage, München, Wien 2001.
- Michel, R.; Torspecken, H.-D.; Jandt, J.: Neuere Formen der Kostenrechnung mit Prozesskostenrechnung. Kostenrechnung II, 4. Auflage, München, Wien 1998.
- Riebel, P.: Einzelkosten- und Deckungsbeitragsrechnung. Grundfragen einer markt und entscheidungsorientierten Unternehmensrechnung, 7. Auflage, Wiesbaden 1994.
- Kilger, W., Vikas, K.; Pampel, J.: Flexible Plankosten- und Deckungsbeitragsrechnung, 13. Auflage, Stuttgart 2012.

Specifics

Für bestimmte Themen (z.B. Budgetierung, Prozesskostenrechnung, Fixkostenmanagement etc.) werden regelmäßig Referenten aus der Praxis eingeladen

Organization of Course

Weekly Attendance 4,00	Division into Groups nein	Recommended Semester 6 Semester	Language Deutsch
Attendance / Contact Hours 45,0 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of the Module Element

Code 101-074-02	Title of the Module Element Referat operatives Controlling
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Content Structure

<p>Qualification Goals</p> <p>Die Studierenden bearbeiten in 3er bzw. 4er Gruppen in mehreren Präsenzterminen und anschließend eigenverantwortlich eine mehrstufige Fallstudie. Sie sind fähig, die stärker theoretisch gewonnenen Erkenntnisse aus den Grundlagenveranstaltungen des Controllings und der Kosten- und Leistungsrechnung mittels einer Controllingsoftware in die unternehmerische Praxis zu transferieren. Dadurch werden die grundlegenden Anforderungen an die Strukturierung und Durchführung einer Unternehmensplanung und die Berichterstattung in Form von Managementreports erworben. Die Bearbeitung in der Gruppe befähigt die Studierenden, systematisch Entscheidungen zu begründen und zu gemeinsamen Lösungen zu finden. Die Studierenden gewinnen einen hervorragenden Einblick in die Praxis des Controllings, der fachlichen Anforderungen sowie der notwendigen Systemkompetenz.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X		
Sozial	X	X	
<p>Content</p> <ul style="list-style-type: none"> • Grundkonzepte von Planungs- und Berichtssystemen • Darstellung von Informationen in Managementreports • Aufbau und Struktur einer Controllingsoftware • Systematischer Aufbau einer Unternehmensplanung im Rahmen einer Fallstudie 			
<p>Teaching Forms</p> <p>Block course</p>			
<p>Teaching Methods</p> <p>Die praxisorientierte Anwendung des operativen Controllings erfolgt anhand einer umfassenden Fallstudie unter Nutzung der Controlling-Software Corporate Planner. Die Ergebnisse werden in Kleingruppen erarbeitet. Dadurch können alternative Lösungswege diskutiert und bewertet werden. Außerhalb der Veranstaltung werden Informationen, Musterlösungen etc. über neo zur Verfügung gestellt.</p>			
<p>Literature/Learning Materials</p> <ul style="list-style-type: none"> • Vorlesungsbegleitendes Skrip • Fallstudie • Zugang zum Controlling-Tool Corporate Planner 			

- Online-Benutzerhandbuch

Specifics

Die Studierenden werden in die grundlegende Nutzung einer Controlling-Software eingewiesen, so dass sie selbständig das erlernte Wissen aus dem Controlling und dem Rechnungswesen anwenden können. Somit bestehen grundlegende Kenntnisse und Erfahrungen im Aufbau und der praktischen Nutzung eines vor allem auf mittelständische Unternehmen zugeschnittenen Controlling-Tools.

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 6 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study		Time for Exercises/ Group Work

Description of Module

Code	Title of Module
101-049	Business Finance

Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p>Ausgehend von der Notwendigkeit zur allgemeinen (externen) Analyse und Bewertung unternehmerischen Handelns, lernen die Studierenden sich über Bilanzkennziffern sowie deren adäquaten Abgrenzung einen ersten bewertenden Eindruck von einem Unternehmen zu verschaffen. Dabei ermöglicht regelmäßiges Hinterfragen der systematischen Bilanzanalysemethoden den Studierenden ein ganzheitlich vernetztes Denken zur eigenständigen Urteilsfindung zu entwickeln. Diese gewonnenen Fähigkeiten werden in den Diskussionen zu Finanzierungsalternativen von Unternehmen konstruktiv und problemorientiert eingesetzt. Durch Selbst- und Gruppenstudium auf Basis des umfangreichen Fragenkatalogs erfolgt die Einübung einer handlungsorientierten Herangehensweise.</p>
<p>Content</p> <p>Unternehmen unterscheiden sich lediglich in der Einzigartigkeit ihrer verfolgten Geschäftsidee. Diese Idee spiegelt sich in der Bilanz (Aktiva) wieder und muß letztendlich durch die Finanzierungsstruktur (Passiva) entsprechend abgesichert werden. Wesentlich für die Unternehmensfinanzierung wird damit die Unternehmensanalyse/Bilanzanalyse auch und vor allem durch unternehmensexterne Know-How-Träger.</p> <p>Es werden studentenseitig Kurzvorträge zu einzelnen Bilanz- und Bonitätsanalysemethoden erstellt und gemeinsam anwendungsorientiert diskutiert. Die Berücksichtigung quantitativer wie qualitativer Aspekte (und auch ethischer Gesichtspunkte) in die Gesamtbewertung eines Unternehmens findet dabei Eingang in die Diskussion mit den Studierenden. Die Studierenden lernen so nicht nur Jahresabschlüsse kritisch zu hinterfragen sondern auch externe Finanzberatung (Corporate Finance / Rating Advisory) aktiv zu begleiten.</p> <p>Die Übernahme von Kurzreferaten (Wiki-Übung) erfolgt in dem Modulelement ohne Note auf freiwilliger Basis. An Hand von Fallstudien (Einzel- und Gruppenarbeit) erhalten die Studierenden praxisorientierte Übung sowie erste Erfahrungen zum Einsatz der Bilanzanalyse und dem Vergleich von Finanzierungsalternativen (Referatsleistung). Referatsleistungen (alternative) zu den Grundzügen des IFRS runden den Modulinhalt ab.</p>
<p>Teaching Forms</p> <p>Lectures, Practicals</p>

Requirements for Participation

Knowledge, Skills, Competencies	Voraussetzung für eine erfolgreiche Teilnahme sind gute betriebswirtschaftliche Grundkenntnisse aus einem erfolgreichen Grundlagenstudium. Es sind insbesondere buchhalterische, finanzwirtschaftliche und strategische Kenntnisse hilfreich.
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Preparation for the Module	Vgl. die Literaturangaben zu den einzelnen Lehrveranstaltungen
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Practicability of Module

Relationship to other Modules within this Study Course	Vorgelagerte Module, insbesondere: I.2 Externes Rechnungswesen III.1. Management II: Finanzen / Controlling Ergänzende Module im Programm Controlling & Finanzen, insbesondere RisikoManagement und Internationale Finanzmärkte
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content
Neben den ökonomischen Aspekten des Controllings, der Finanzierung und der Investition werden auch die spezifischen gesellschaftlichen und ökologischen Anforderungen in Diskussionen thematisiert, wie etwa nachhaltig orientierte Finanzprodukte, ökologische Befindlichkeiten bei Investoren oder an ethischen Standards ausgerichtete Kreditinstitute bzw. Investmentstrategien.

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (60 Minuten)	75 %
Referat/Präsentation (keine Einheit gewählt)	25 %

Organization of Course

Responsible for Module Prof. Dr. Uwe Stehr		
Further Persons Responsible for Module Prof. Barth, Andreas Giannaku		
Type of Module Wahlpflicht: 7. Semester - WPF BW	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria Zulassung zum Vertiefungsstudium	ECTS Points 8,00	Weekly Attendance 6,00
Workload 8,00 x 25 Stunden = 200,0 Stunden, mit der folgenden Aufteilung		

Attendance / Contact Hours 67,5 Std. / 33,8 %	Preparation/Homework/Self-Study 75,0 Std. / 37,5 %	Time for Exercises/Group Work 40,0 Std. / 20,0 %
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Content Structure

Code	Title of the Module Element
101-049-01	Unternehmensfinanzierung
101-049-02	Bilanzanalyse und Finanzierungsoportunitäten (Übungen und Referat)
101-049-03	Grundzüge der Internationalen Rechnungslegung nach IFRS für Controlling und Finanzmanagement (Referat)

Description of the Module Element

Code 101-049-01	Title of the Module Element Unternehmensfinanzierung
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Content Structure

Qualification Goals

Ø **Kenntnisse, Fertigkeiten und Kompetenzen im Fach**

Die Studierenden erlernen den Umgang mit gängigen praxisrelevanten Methoden der Bilanzanalyse und erkennen den jeweiligen Interessenbezug. Sie werden dabei befähigt neuere Methoden aber auch eigene Entwicklungen kritisch zu begleiten und praxisbezogen umzusetzen.

Ø **Kenntnisse und Fertigkeiten bezogen auf Systeme**

Die Studierenden erkennen die Notwendigkeit zur Schaffung vertrauensschaffender Transparenz in der Berichterstattung. Sie erlernen für die eigene Informationsaufbereitung und Analyse gegebene Informationen kritisch zu Hinterfragen und handlungsorientiert - auch in der Beratung zu Finanzierungsalternativen - umzusetzen.

Ø **Fertigkeiten bezogen auf die Selbstorganisation**

Die Studenten verarbeiten und reflektieren selbständig den Stoff durch die Bearbeitung des Fragenkataloges. Dabei wird eine praxisorientierte und strukturierte Vorgehensweise geübt.

Ø **Fertigkeiten und Kompetenzen bezüglich des Umgangs mit Anderen**

Durch Kurzreferate werden die Studierenden wesentlich in die Veranstaltungsgestaltung und deren Lernerfolg einbezogen. In den studentenseitigen Referaten und Diskussionen sollen dabei auch das kritische Hinterfragen sowie die konstruktive Argumentation in der Auseinandersetzung mit anderen Meinungen geübt werden.

Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	
Sozial	X	X	X

Content

- Geschäftsidee im Spiegel der Bilanzstruktur
- Qualitative und quantitative Bilanzanalysemethoden
- Liquiditätsmanagement
- Debitorenmanagement
- Finanzierungsalternativen und deren spezifische Risiken

Teaching Forms

Lectures, Practicals

Teaching Methods

Die didaktische Konzeption der Veranstaltung folgt einem konstruktivistischen Ansatz. Das bedeutet insbesondere, dass den Lernenden eine aktive Teilnahme und eigenständiges Aneignen und Verarbeiten auch in den Präsenzveranstaltungen ermöglicht wird.

Neben dem Unterrichtsgespräch werden entsprechend aktivierende Lehr-Lern-Methoden eingesetzt wie z. B. verschiedene Formen der Eigenarbeit sowie freiwillig der Partner- und Kleingruppenarbeit. Darüber hinaus werden die Studierenden angeregt, konkrete Praxisanwendungen mit Hilfe geeigneter Computer-Programme (EXCEL, GOOGL, WIKIPEDIA) auch eigenständig zu bearbeiten.

Zur Festigung und vertiefenden Bearbeitung erhalten die Studierenden umfangreiche Übungs-Aufgaben zur Verfügung gestellt.

Literature/Learning Materials

Ein Skript paßt nicht in den methodischen Ansatz dieser Veranstaltung!

Stefan Behringer, Cash-flow und Unternehmensbeurteilung, akt. Auflage

Leopold A. Bernstein / John J. Wild, Analysis of Financial Statements, akt. Auflage

Karl Born, Bilanzanalyse international, akt. Auflage

Adolf G. Coenenberg, Jahresabschluß und Jahresabschlußanalyse, akt. Auflage

Karsten Fuser, Intelligentes Scoring und Rating, akt. Auflage

Reinhard Heyd, Rechnungslegung nach IFRS, akt. Auflage

Karlheinz Küting / Claus-Peter Weber, Die Bilanzanalyse, akt. Auflage

Volker H. Peemoller, Bilanzanalyse und Bilanzpolitik, akt. Auflage

Andreas Dahmen / Philipp Jacobi/Peter Roßbach, Corporate Banking, akt. Auflage

Jochen Drukarczyk, Finanzierung, akt. Auflage

Bernd Fahrholz, Neue Formen der Unternehmensfinanzierung, akt. Auflage

Christian Garhammer, Grundlagen der Finanzierungspraxis, akt. Auflage

Alan C. Shapiro/Sheldon D. Balbirer, Modern Corporate Finance, akt. Auflage

Heinz J. Hockmann / Friedrich Thießen (Hrsg.) Investment Banking, akt. Auflage

- Und weitere Spezialliteratur zu den jeweiligen Kapiteln

- sowie allgemein: Wikipedia, Google und Wirtschaftszeitungen (Handelsblatt)

Specifics

Ein umfangreicher Katalog an Übungsfragen (zur vertieften Be- und Erarbeitung des Stoffes durch die Studierenden in Einzel- oder Gruppenarbeit) wird zur Verfügung gestellt. In der Veranstaltung werden regelmäßig externe Referenten in Form von Praktikervorträgen eingebunden. Ein Skript paßt nicht in den methodischen Ansatz dieser Veranstaltung!

Organization of Course

Weekly Attendance 4,00	Division into Groups nein	Recommended Semester 6 Semester	Language Deutsch
Attendance / Contact Hours 45,0 Std.	Preparation/Homework/Self-Study 60,0 Std.		Time for Exercises/ Group Work 30,0 Std.

Description of the Module Element

Code	Title of the Module Element
101-049-02	Bilanzanalyse und Finanzierungsoportunitäten (Übungen und Referat)

Content Structure

<p>Qualification Goals</p> <p>Ø Kenntnisse, Fertigkeiten und Kompetenzen im Fach</p> <p>Die Studierenden erwerben sich die fachlichen Kompetenzen, welche für eine erfolgreiche Durchführung einer Unternehmensanalyse notwendig sind. Sie können allgemein empfohlene Analyse-Methoden sowie (Einzel-)Bilanzinformationen kritisch hinterfragen und mit den spezifischen Besonderheiten entsprechend bewerten.</p> <p>Ø Kenntnisse und Fertigkeiten bezogen auf Systeme</p> <p>Den Studierenden wird durch eigene Referate Möglichkeit gegeben Finanzalternativen sinnvoll sowie Dritten entsprechend beratend zur Seite zu stehen.</p> <p>Ø Fertigkeiten bezogen auf die Selbstorganisation</p> <p>Fertigkeiten bezogen auf Selbstorganisation werden durch individuelle Einübung der Methoden und Ausrichtung des eigenen Handelns in der Veranstaltung sowie danach erworben.</p> <p>Ø Fertigkeiten und Kompetenzen bezüglich des Umgangs mit Anderen</p> <p>Durch die Einzel- sowie Gruppenarbeiten sollen die Studierenden zur konstruktiven Diskussion und gemeinsamen Erarbeitung von praxisrelevanten Handlungsvorschlägen herangeführt werden.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	
Sozial	X	X	X
<p>Content</p> <p>1. Praktische Bilanzanalyse 2. Vergleichende Beurteilung von Finanzierungsalternativen</p>			
<p>Teaching Forms</p> <p>Practicals</p>			
<p>Teaching Methods</p> <p>Die Studierenden wird unter Anleitung und gemeinsamen Diskussionen die Möglichkeit mittels des zur Verfügung gestellten Excel-Tools zur eigenen Bilanzanalyse eines Unternehmens gegeben.</p>			

Unter Zuhilfenahme des Finanzsteckbriefes (Word-Template) erhalten die Studierenden durch Übernahme von Kurz-Referate die Möglichkeiten zur strukturierten Vergleichsanalyse von Finanzierungsalternativen aufgezeigt.

Literature/Learning Materials

In Abhängigkeit von den jeweils ausgegebenen Themen werden zu Semesterbeginn auch die wichtigsten Literaturquellen (siehe dazu auch VI.3.5.1) benannt.

Specifics

Den Studierenden wird ein Excel-Tool zur eigenständigen Bilanzanalyse sowie eine Struktur (Finanzsteckbrief/Word-Template) zur möglichen Analyse und Beurteilung von Finanzierungsalternativen bereitgestellt.

Die Teilnahme an der Veranstaltung Grundzüge der Internationalen Rechnungslegung nach IFRS (101-049-03) ist verpflichtend.

Organization of Course

Weekly Attendance 1,00	Division into Groups nein	Recommended Semester 6 Semester	Language Deutsch
Attendance / Contact Hours 11,2 Std.	Preparation/Homework/Self-Study 7,5 Std.		Time for Exercises/ Group Work 5,0 Std.

Description of the Module Element

Code 101-049-03	Title of the Module Element Grundzüge der Internationalen Rechnungslegung nach IFRS für Controlling und Finanzmanagement (Referat)
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Content Structure

Qualification Goals			
Ø Kenntnisse, Fertigkeiten und Kompetenzen im Fach			
Die Studierenden sind fähig, eine anspruchsvolle Themenstellung der IFRS-Rechnungslegung zu bearbeiten, zu präsentieren und in der Diskussion zu vertreten. Sie erkennen die Zusammenhänge zu anderen IFRS Standards sowie Gemeinsamkeiten und Unterschiede zur HGB-Rechnungslegung.			
Ø Kenntnisse und Fertigkeiten bezogen auf Systeme			
Den Studierenden lernen einen oder mehrere IFRS-Standards zu erarbeiten und vorlesungsgerecht aufzubereiten.			
Ø Fertigkeiten bezogen auf die Selbstorganisation			
Fertigkeiten bezogen auf Selbstorganisation werden durch individuelle Einübung der Methoden und Ausrichtung des eigenen Handelns in der Veranstaltung sowie danach erworben.			
Ø Fertigkeiten und Kompetenzen bezüglich des Umgangs mit Anderen			
Durch den inhaltlichen Vortrag (auch mit Bezug zu einem konkreten Unternehmen) sollen in der anschließenden Fragerunde die Studierenden zur konstruktiven Diskussion herangeführt werden.			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	
Sozial	X	X	X
Content			
Erstellung und Durchführung einer Präsentation zu aktuellen Themen auf dem Gebiet der internationalen Rechnungslegung nach IFRS mit konkretem Bezug auf einen veröffentlichten Unternehmensabschluss. Die Themen der Referate werden jeweils zu Beginn des Semesters ausgegeben			
Teaching Forms			
Teaching Methods			
Die Veranstaltung wird mit einer Kick-Off-Veranstaltung gestartet. Hierbei werden die Themen an die Studierenden ausgegeben. Die Studierenden erhalten wöchentlich die Möglichkeit die Gliederung sowie die Inhalte mit dem Professor zu besprechen. Gegen Semesterende halten die Studierenden die Referate zu ihren Themen.			

Literature/Learning Materials

In Abhängigkeit von den jeweils ausgegebenen Themen werden zu Semesterbeginn auch die wichtigsten Literaturquellen benannt

Specifics

Die Teilnahme an der Veranstaltung Bilanzanalyse und Finanzierungsoportunitäten (101-049-02) ist verpflichtend.

Organization of Course

Weekly Attendance 1,00	Division into Groups nein	Recommended Semester 6 Semester	Language Deutsch
Attendance / Contact Hours 11,2 Std.	Preparation/Homework/Self-Study 7,5 Std.		Time for Exercises/ Group Work 5,0 Std.

Description of Module

Code 101-066	Title of Module International Trade and Finance
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Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p>This class will prepare future internationally active managers & MNC executives in understanding the risks and opportunities of doing business across national borders if not globally.</p> <p>Lectures – styled exclusively on discussions with students - will acquaint them with the basics principles & interdependencies of the complex International Economic System. Students will learn to appreciate and argue the potentials of International Trade as important provider of economic growth & national prosperity as well as threats, e.g., requesting national adjustments and transitions due to increased international competition. Through self- as well group studies on the intensive questionnaire provided, the students will exercise task and advisory oriented approaches towards International affairs.</p>
<p>Content</p> <p>This class will be instructed exclusively in English language and comprises broadly three important aspects of the current international economic system. First, International Trade and Investments (causes and consequences), second, Exchange Rate Determination and International Capital Mobility, and third, different answers in international Payment Methods, Trade and Financing Instruments as ways to mitigate the possible risks within the international environment.</p> <p>Keeping this in mind students will prepare in lecture short presentations as the base for further discussion on theories and implication towards international activities. Recognizing quantitative as well as qualitative aspects in the lectures discussions, students will be enabled to actively form strategies, evaluate aims and setbacks and provide proposals on risk mitigation techniques</p> <p>Through working on short presentations and the financial profiles the students will practice active comparison and advisory in complex matters.</p>
<p>Teaching Forms</p> <p>Lectures and Practicals</p>

Requirements for Participation

Knowledge, Skills, Competencies	<p>Fluent English knowledge for discussions with all fellows undertaking the class.</p> <p>Pre-requisite is a good understanding of business affairs as well economics implications usually provided in the basic bachelor classes. Furthermore it is useful to have interest in strategic and financial considerations.</p>
Preparation for the Module	See list on literature provided below

Practicability of Module

Relationship to other Modules within this Study Course	There will be a strong relationship towards theory and current international affairs; especially the open discussions do reflect approaches and aims of other lectures/modules in International Business & Management as well as Controlling & Finance.
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content
Ethics in International Trade and Financing Matters will be covered throughout the various in-depth discussions with the students

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Referat/Präsentation (keine Einheit gewählt)	25 %
Klausur (60 Minuten)	75 %

Organization of Course

Responsible for Module Prof. Dr. Uwe Stehr		
Further Persons Responsible for Module Ralf Granzer, Commerzbank		
Type of Module Wahlpflicht: 7. Semester - WPF BW	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria Englisch in Wort und Schrift	ECTS Points 8,00	Weekly Attendance 6,00
Workload 8,00 x 25 Stunden = 200,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 67,5 Std. / 33,8 %	Preparation/Homework/Self-Study 75,0 Std. / 37,5 %	Time for Exercises/Group Work 40,0 Std. / 20,0 %

Content Structure

Code	Title of the Module Element
101-066-01	International Trade & Finance
101-066-02	Finance and Risk Mitigation Techniques in International Trade

Description of the Module Element

Code	Title of the Module Element
101-066-01	International Trade & Finance

Content Structure

Qualification Goals			
Ø Subject related Knowledge, Skills and Competencies			
Students will learn and discuss relevant theories in international trade, risks and risk mitigation. Thus they are able to understand and critical evaluate current developments in international trade, with an approach towards advisory of companies going international.			
Ø System related Knowledge, Skills and Competencies			
Students will recognize the necessity of accurate information processing. They will learn to gather relevant information also in primary statistics (likewise the balance of payments) and critically evaluate these information's in order to give well-funded advice for professional uses.			
Ø Knowledge, Skills and Competencies leading to Self-organization			
The students will gather insights on self-organization through discussions, individual assignments and preparation of answers to the questionnaire. Thus they will individually experience and also train intensively a structural approach towards problem solution.			
Ø Knowledge, Skills and Competencies in collaboration in teams			
Through the short presentations and discussions the students will learn constructive forms of discussion with colleagues towards problem solution in a team.			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	
Sozial	X	X	X

Content
- The International Economic Environment
- The Balance of Payments
- International Trade Theories
- Protectionism and Removal of Trade Barriers
- Foreign Direct Investment
- The Role of International Organizations
- The International Monetary System
- Exchange Rate Regimes

<ul style="list-style-type: none"> - Exchange Rate Determination - The International Finance Environment - Political Risk - Finance and Risk Mitigation Techniques in International Trade
<p>Teaching Forms</p> <p>Lectures and Practicals</p>
<p>Teaching Methods</p> <p>The teaching concept follows a self-induced learning process through an approach of extensive discussions in class room. The implication for the students will be that active participation and intensive (home-) work on the questionnaire will essentially contribute to the lectures success.</p> <p>Next to discussions single and group assignments will contribute to the lecture, furthermore students will be encouraged using computer programs (i.e. Google, Wikipedia, Excel) for practical problem-solving issues.</p> <p>For thorough practice and learning the students will be provided with an extensive questionnaire for self-preparation.</p>
<p>Literature/Learning Materials</p> <p>A Script will not fit into the methodological approach of the lecture!</p> <p>Paul R. Krugman / Maurice Obstfeld, International Economics. Theory and Policy, current ed., Dominick Salvatore, International Economics. current ed., Alan C. Shapiro, Multinational Financial Management. current ed.,</p> <p>And any of several other textbooks on International Economics and Trade (many of which are available in the HfWU-library).</p> <ul style="list-style-type: none"> • Further texts will be explicitly recommended at the beginning of lectures. • furthermore: Wikipedia, Google and current Newspapers (Handelsblatt, FT, WSJ)
<p>Specifics</p> <p>This course will make regular use of guest lecturers from practitioners and HfWU partner universities. There will be no Script provided, as it does not correspond with the aim and style of the lecture but there is a lengthy questionnaire for student continued exercises, alone and in groups.</p>

Organization of Course

Weekly Attendance 4,00	Division into Groups nein	Recommended Semester 6 Semester	Language Englisch
Attendance / Contact Hours	Preparation/Homework/Self-Study 60,0 Std.		Time for Exercises/ Group Work

45,0 Std.		30,0 Std.
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Description of the Module Element

Code 101-066-02	Title of the Module Element Finance and Risk Mitigation Techniques in International Trade
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Content Structure

Qualification Goals

Ø Subject related Knowledge, Skills and Competencies

Students will learn to reflect on economic circumstances and necessities which form a prudent path of economic success of a company. Students will thereby take use of total Cost-Return-Risk Considerations in enhancing long term stability of the company's success.

Ø System related Knowledge, Skills and Competencies

In class discussions and through presentations on trade financing products (financial profile) students will be enabled to gather knowledge and information on international financing tools and learn thereby how to structure evaluation and comparison of divergent proposals and opportunities.

Ø Knowledge, Skills and Competencies leading to Self-organization

The students will gather insights on international matters through discussions, individual assignments and preparation of answers to the questionnaire. Thus they will individually induce experience and train intensively a structural approach towards problem solution.

Ø Knowledge, Skills and Competencies in collaboration in teams

Through individual as well group works and class discussions students will learn and practice constructive approaches towards problem solution.

Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	
Sozial	X	X	X

Content

- Current Trends in International Trade
- The Trade Cycle
- Total Risk and Risk Management
- Methods of Payment
- International Financing
- Structured Trade Finance

<p>Teaching Forms</p> <p>Lectures and Practicals</p>
<p>Teaching Methods</p> <p>The practitioner's presentation will guide through out the lecture and the in-depths discussions on current affairs in trade finance. Students will work in groups as well independently on Case Studies in International Trade and Finance. Furthermore students will prepare presentations to several aspects in trade finance in form of a "Finanzsteckbrief" (Financial Profile).</p>
<p>Literature/Learning Materials</p> <p style="text-align: center;">A Script/Presentation Slides will be available in class</p> <p>Paul R. Krugman / Maurice Obstfeld, International Economics. Theory and Policy, current ed., Dominick Salvatore, International Economic. current ed., Alan C. Shapiro, Multinational Financial Management. current ed., And any of several other textbooks on international economics and trade (many of which are available in the HfWU-library). Further texts will be explicitly recommended at the beginning of lectures.</p> <p>Furthermore: Business News, Handelsblatt, Google and Wikipedia</p>
<p>Specifics</p> <p>The lectures receive their special approach and practical implications from the longstanding professional experience of the lecturer in the field of International Trade Finance.</p>

Organization of Course

<p>Weekly Attendance</p> <p>2,00</p>	<p>Division into Groups</p> <p>nein</p>	<p>Recommended Semester</p> <p>6 Semester</p>	<p>Language</p> <p>Englisch</p>
<p>Attendance / Contact Hours</p> <p>22,5 Std.</p>	<p>Preparation/Homework/Self-Study</p> <p>15,0 Std.</p>		<p>Time for Exercises/ Group Work</p> <p>10,0 Std.</p>

Description of Module

Code 101-051	Title of Module Dynamic Controlling
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Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p>Im Controlling sind häufig starre, eher mechanistisch geprägte Modelle und Tools etabliert. In einem dynamischen Umfeld sowie im modernen Rollenverständnis des Business Partners muss das Controlling flexibel, anpassungsfähig, innovativ und resilient werden. Die Studierenden kennen die Grenzen linearer, mechanistisch gestalteter Controllingmodelle. Sie sind fähig, verschiedene an die Komplexität angepasste Methoden und Konzepte anzuwenden und damit praktische Probleme einerseits zu erkennen und andererseits auch Lösungen zu entwickeln. Die Studierenden kennen die Bedeutung von Innovationen und sind fähig, Prozesse zur Entwicklung von Innovationen zu gestalten, Innovationen zu bewerten und umzusetzen. Die Studierenden sind fähig, forschungsbasiert neue Erkenntnisse zu gewinnen und ihre Ergebnisse vor anderen überzeugend zu präsentieren.</p>
<p>Content</p> <p>Erscheinungsformen und Auswirkungen der Komplexität</p> <p>Methoden zum Umgang mit Komplexität</p> <p>Verhaltensorientiertes Controlling</p> <p>Komplexitätscontrolling</p> <p>Bedeutung von Innovationen</p> <p>Innovationsprozess</p> <p>Innovationsmanagement</p>
<p>Teaching Forms</p> <p>, Seminar</p>

Requirements for Participation

Knowledge, Skills, Competencies	<ul style="list-style-type: none"> • Erscheinungsformen und Auswirkungen der Komplexität • Methoden zum Umgang mit Komplexität • Verhaltensorientiertes Controlling • Komplexitätscontrolling • Bedeutung von Innovationen • Innovationsprozess • Innovationsmanagement
Preparation for the Module	Sichtung der im Modulhandbuch aufgeführten Kernliteratur

Practicability of Module

Relationship to other Modules within this Study Course	Nachhaltiger Unternehmenserfolg setzt Innovationsfähigkeit, Flexibilität und Anpassungsfähigkeit voraus. Dies sind die zentralen Inhalte des Moduls.
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content
Nachhaltiger Unternehmenserfolg setzt Innovationsfähigkeit, Flexibilität und Anpassungsfähigkeit voraus. Dies sind die zentralen Inhalte des Moduls.

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Klausur (60 Minuten)	50 %
Referat/Präsentation (Monate)	50 %

Organization of Course

Responsible for Module Prof. Dr. Ulrich Sailer		
Further Persons Responsible for Module Prof. Dr. Thomas Barth, Serge Reit		
Type of Module Wahlpflicht: 7. Semester - WPF BW	Recurrence jedes Semester	Duration 1 Semester
Admission Criteria Es werden keine besonderen Kenntnisse vorausgesetzt, die über die im Grundlagenstudium erworbenen Kompetenzen aus den Managementmodulen I – IV hinausgehen.	ECTS Points 8,00	Weekly Attendance 6,00
Workload 8,00 x 25 Stunden = 200,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours 67,5 Std. / 33,8 %	Preparation/Homework/Self-Study	Time for Exercises/Group Work 102,5 Std. / 51,2 %

Content Structure

Code	Title of the Module Element
101-051-01	Dynamisches Controlling
101-051-02	Innovationsmanagement
101-051-03	Referat

Description of the Module Element

Code	Title of the Module Element
101-051-01	Dynamisches Controlling

Content Structure

<p>Qualification Goals</p> <p>Kenntnisse und Fertigkeiten im Fach: Die Studierenden kennen die wesentlichen Begriffe, Inhalte und Abhängigkeiten des Komplexitätscontrollings. Sie wissen, wie traditionelle Modelle die Denkweisen und die Entscheidungsfindung begrenzen und nachhaltigen Erfolg verhindern. Sie sind fähig, verschiedene an die Komplexität angepasste Methoden und Konzepte im Controlling anzuwenden und damit praktische Probleme einerseits zu erkennen und andererseits auch Lösungen für eine angemessene Unternehmenssteuerung zu entwickeln.</p> <p>Systemische Kenntnisse, Fertigkeiten und Kompetenzen: Das Erkennen von Systemen, die Entdeckung der Funktionsweisen von komplexen Systemen sowie die Entwicklung geeigneter Lösungswege im Controlling sind wesentliche Inhalte der Veranstaltung.</p> <p>Kenntnisse, Fertigkeiten und Kompetenzen bezogen auf die Selbstorganisation: Die Entdeckung komplexer Systeme erlaubt zugleich Einblicke in die eigene Wahrnehmung und das bisherige Entscheidungsverhalten. Die Studierenden erlangen die Kompetenz, dieses unter Berücksichtigung komplexer Systeme weiter zu entwickeln.</p> <p>Kenntnisse, Fertigkeiten und Kompetenzen bezogen auf die Sozialkompetenz: Die Studierenden erkennen die Abhängigkeit der Gruppenergebnisse von der Gestaltung eines Systems anstatt der Einzelleistungen. Sie verstehen, wie gruppenbezogene Bias entstehen, wie diese verhindert werden können und wie Gruppenarbeit zu mehr Erfolg führt.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	
Sozial	X	X	
<p>Content</p> <p>Komplexität erleben</p> <p>Ursachen der Komplexität</p> <p>Komplexität in der Controllerpraxis</p> <p>Methoden zum Umgang mit Komplexität</p> <p>Verhaltensorientiertes Controlling</p> <p>System Dynamics und Modellierung</p>			
<p>Teaching Forms</p>			
<p>Teaching Methods</p>			

<p>Seminaristische Vorlesung</p> <p>Gruppenarbeiten zur systemischen Modellierung</p> <p>Praxisvortrag</p>
<p>Literature/Learning Materials</p> <p>In Neo werden ein umfangreiches Skript und verschiedene Materialien zur Verfügung gestellt. Als Basisliteratur dient: Sailer, U.: Management - Komplexität verstehen: Systemisches Denken, Business Modeling, Handlungsfelder nachhaltigen Erfolgs, Stuttgart 2012</p> <p>Gleich, R.: Komplexitätscontrolling - Komplexität verstehen, reduzieren und beherrschen, Freiburg/ München 2013</p> <p>Honegger, J.: Vernetztes Denken und Handeln in der Praxis, 2008</p>
<p>Specifics</p> <p>Komplexe Situationen werden durch das Beergame selbst erlebt und mit Hilfe des Tools "iModeler" modelliert und einer Lösung zugeführt.</p>

Organization of Course

<p>Weekly Attendance</p> <p>2,00</p>	<p>Division into Groups</p> <p>nein</p>	<p>Recommended Semester</p> <p>6 Semester</p>	<p>Language</p> <p>Deutsch</p>
<p>Attendance / Contact Hours</p> <p>22,5 Std.</p>	<p>Preparation/Homework/Self-Study</p> <p>20,0 Std.</p>		<p>Time for Exercises/ Group Work</p> <p>12,5 Std.</p>

Description of the Module Element

Code 101-051-02	Title of the Module Element Innovationsmanagement
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Content Structure

<p>Qualification Goals</p> <p>Kenntnisse, Fertigkeiten und Kompetenzen im Fach: Studierende können mit den gängigen und neuen praxisrelevanten Methoden im Rahmen des Innovationsmanagements umgehen. Sie sind fähig, Innovationen kritisch zu begleiten und praxisbezogen umzusetzen.</p> <p>Systemische Kenntnisse, Fertigkeiten und Kompetenzen: Studierende erkennen die Bedeutung von Innovationen für Unternehmen und wissen Innovationen unter Berücksichtigung der zur Verfügung stehenden Ressourcen zu fördern. Sie erlernen hierfür Sachverhalte zu hinterfragen und Neuerungen handlungsorientiert umzusetzen.</p> <p>Kenntnisse, Fertigkeiten und Kompetenzen bezogen auf die Selbstorganisation: Studierende verarbeiten und reflektieren selbstständig die Inhalte und Methoden durch Anwendung im Rahmen einer Case Study. Dabei wird eine praxisorientierte und strukturierte Vorgehensweise geübt.</p> <p>Kenntnisse, Fertigkeiten und Kompetenzen bezogen auf die Sozialkompetenz: Durch die Case Study werden Studierende wesentlich in die Veranstaltungsgestaltung und deren Lernerfolg einbezogen. Dabei sollen gelehrte Methoden angewandt und kritisch hinterfragt sowie die konstruktive Argumentation in der Auseinandersetzung mit anderen Meinungen geübt werden.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	
Sozial	X	X	X
<p>Content</p> <p>Innovationsbegriff</p> <p>Innovation in Theorie und Praxis</p> <p>Management von Innovationsprozessen</p> <p>Methoden zur Entwicklung, Bewertung und Umsetzung von Innovationen</p>			
<p>Teaching Forms</p>			
<p>Teaching Methods</p> <p>Vortrag in Form eines interaktiven Lehrgesprächs und praktischen Beispielen. Vertiefung des Stoffs in Form einer Case-Study in Gruppenarbeit. Darüber hinaus wird ein praxisorientierter Einblick in Microsoft Powerpoint gegeben.</p>			
<p>Literature/Learning Materials</p>			

•Dietmar Vahs / Alexander Brem, Innovationsmanagement, akt. Auflage•Jürgen Hauschildt / Sören Salomo, Innovationsmanagement, akt. Auflage•Alexander Osterwalder / Yves Pigneur, Business Model Generation, akt. Auflage
Tim Brown, Change by Design, akt. Auflage
Eric Ries, The Lean Startup, akt. Auflage
Clayton Christensen, The Innovator's Dilemma, akt. Auflage

Specifics

Vorstellung neuer Methoden (Design Thinking, Business Model Generation, Lean Start-up Methodology etc.) und Diskussion derer Akzeptanz sowie Einsatzvielfalt in der Praxis

Organization of Course

Weekly Attendance 2,00	Division into Groups nein	Recommended Semester 6 Semester	Language Deutsch
Attendance / Contact Hours 22,5 Std.	Preparation/Homework/Self-Study 10,0 Std.		Time for Exercises/ Group Work 30,0 Std.

Description of the Module Element

Code	Title of the Module Element
101-051-03	Referat

Content Structure

<p>Qualification Goals</p> <p>Kenntnisse, Fertigkeiten und Kompetenzen im Fach: Studierende kennen die Aufgaben des Managements und die Ansätze des Controlling inkomplexen Systemen sowie die praxisrelevanten Methoden des Innovationsmanagements.</p> <p>Systemische Kenntnisse, Fertigkeiten und Kompetenzen: Die Studierenden besitzen die Fähigkeit, die Auswirkungen von Komplexität auf die Controllingsystemen zu erfassen und diese geeignet weiter zu entwickeln.</p> <p>Kenntnisse, Fertigkeiten und Kompetenzen bezogen auf die Selbstorganisation: Im forschenden Lernen organisieren die Studierenden den Lernprozess in weiten Teilen selber. Der Dozent stellt sicher, dass durch Reflektion Erkenntnisse gewonnen werden, um sie hierzu zu befähigen.</p> <p>Kenntnisse, Fertigkeiten und Kompetenzen bezogen auf die Sozialkompetenz: Die Studierenden erarbeiten die Fragestellungen und Lösungsvorschläge im Rahmen des forschenden Lernens zumeist im Team. Sie sind fähig, die verschiedenen Kompetenzen des Teams zielorientiert und partnerschaftlich zu nutzen.</p>			
Wissen	Knowledge	Skills	Competencies
Fach	X	X	X
System	X	X	X
Selbst	X	X	
Sozial	X	X	
<p>Content</p> <p>Innovationscontrolling</p> <p>Digitalisierung</p> <p>Management in komplexen Systemen</p> <p>Verhaltensorientierung</p> <p>Industrie 4.0 und Controlling</p>			
<p>Teaching Forms</p> <p>Seminar</p>			
<p>Teaching Methods</p> <p>Die Veranstaltung wird in Form des forschenden Lernens gehalten.</p> <p>Seminar in Gruppenarbeit (Größe abhängig von Teilnehmerzahl)</p>			
<p>Literature/Learning Materials</p>			

<p>Sailer, U.: Management – Komplexität verstehen: Systemisches Denken, Business Modeling, Handlungsfelder nachhaltigen Erfolgs, Stuttgart 2012</p> <p>Gleich, R.: Komplexitätscontrolling – Komplexität verstehen, reduzieren und beherrschen, Freiburg/ München 2013</p> <p>Horvath, R, Michel, U. (Hrsg.): Controlling im digitalen Zeitalter: Herausforderungen und Best-Practice-Lösungen, Stuttgart 2015</p> <p>Gleich, R.;Grönke, K.; Kirchmann, M.; Leyk, J. (Hrsg.): Controlling und Big Data, Freiburg 2014</p>
<p>Specifics</p>

Organization of Course

<p>Weekly Attendance 2,00</p>	<p>Division into Groups nein</p>	<p>Recommended Semester 6 Semester</p>	<p>Language Deutsch</p>
<p>Attendance / Contact Hours 22,5 Std.</p>	<p>Preparation/Homework/Self-Study</p>		<p>Time for Exercises/ Group Work 60,0 Std.</p>

Description of Module

Code 102-023	Title of Module Research Methodology Seminar
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Significance of Module for the Goals of the Study Course

Qualification Goals This module will be focused on providing a guideline to assist students in working scientifically on all aspects of their Bachelor thesis.
Content All business areas with a focus on financial management and marketing.
Teaching Forms

Requirements for Participation

Knowledge, Skills, Competencies	In depth lectures, based on the knowledge, skills and competences acquired by students throughout their studies.
Preparation for the Module	Please see references for each individual course.

Practicability of Module

Relationship to other Modules within this Study Course	Bachelor thesis Optional modules
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content Seminar topics will include economic, ecological or social aspects.

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Referat/Präsentation (keine Einheit gewählt)	100 %

Organization of Course

Responsible for Module Prof. Dr. Frank-Andreas Schittenhelm		
Further Persons Responsible for Module		
Type of Module	Recurrence jedes Semester	Duration 1 Semester

Pflicht: Seminar wissenschaftl. Arbeiten		
Admission Criteria	ECTS Points 2,00	Weekly Attendance 2,00
Workload 2,00 x 25 Stunden = 50,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
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Description of Module

Code 102-024	Title of Module Oral Examination
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Significance of Module for the Goals of the Study Course

Qualification Goals
Content
Teaching Forms

Requirements for Participation

Knowledge, Skills, Competencies	
Preparation for the Module	

Practicability of Module

Relationship to other Modules within this Study Course	
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Mündliche Prüfung (20 Minuten)	NaN %

Organization of Course

Responsible for Module Prof. Dr. Frank-Andreas Schittenhelm		
Further Persons Responsible for Module		
Type of Module Pflicht: Mündliche Bachelorprüfung	Recurrence keine Angabe	Duration 1 Semester
Admission Criteria	ECTS Points 2,00	Weekly Attendance

Workload 2,00 x 25 Stunden = 50,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
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Description of Module

Code 102-022	Title of Module Bachelor Thesis
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Significance of Module for the Goals of the Study Course

<p>Qualification Goals</p> <p>In the bachelor thesis, students are expected to demonstrate that they can provide insight into a meaningful topic and complete this task within a limited timeframe. In the case of work based on theoretical or empirical literature, it is particularly important to combine current research with recognized scientific standards that are appropriate to the subject matter and the target audience. Additionally, if the student conducts their own empirical analysis, acceptable data and methods must be used. Working in collaboration with practitioners primarily relates to solving a specific problem by applying scientific evidence.</p> <p>The bachelor thesis can also be completed as group work or in English.</p>
Content
Teaching Forms

Requirements for Participation

Knowledge, Skills, Competencies	
Preparation for the Module	

Practicability of Module

Relationship to other Modules within this Study Course	
Relevance to other Study Courses	

Contribution of the Module to Sustainable Development

Content

Exam Requirements (necessary for the awarding of points)

Type and Duration (min.)	Weighting %
Bachelorarbeit (3 Monate)	NaN %

Organization of Course

Responsible for Module Prof. Dr. Frank-Andreas Schittenhelm		
Further Persons Responsible for Module		
Type of Module Pflicht: Bachelorarbeit	Recurrence keine Angabe	Duration 1 Semester
Admission Criteria	ECTS Points 10,00	Weekly Attendance
Workload 10,00 x 25 Stunden = 250,0 Stunden, mit der folgenden Aufteilung		
Attendance / Contact Hours	Preparation/Homework/Self-Study	Time for Exercises/Group Work

Content Structure

Code	Title of the Module Element
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