

Sample Degree Progress Plans

For a start in the winter semester:

1) Full-time:

	Semester of study				Total CPs
	1 st	2 nd	3 rd	4 th	
A) Management Knowledge Skills					
Basic modules (mandatory modules)					90
Financial Management: Financing & Investment & Controlling	9				
Accounting & Legal Environment of International Business	6				
Leadership & Human Resource Management	6				
Marketing & Sales/Procurement & Business Development	9				
Strategic Management & Hot Topics (Crisis Management)		6			
Management Skills & Negotiations		6			
Digital Transformation & Business Process Management & Entrepreneurship		9			
International Management & Intercultural Communication & Design Thinking		9			
Project Module			30		
B) Final Thesis					30
Master's thesis				30	
Total CPs	30	30	30	30	120

2) Part-time:

	Semester of study						Total CPs
	1 st	2 nd	3 rd	4 th	5 th	6 th	
A) Management Knowledge Skills							
Basic modules (mandatory modules)							90
Financial Management: Financing & Investment & Controlling	9						
Leadership & Human Resource Management	6						
Management Skills & Negotiations		6					
Digital Transformation & Business Process Management & Entrepreneurship		9					
Marketing & Sales/Procurement & Business Development			9				
Accounting & Legal Environment of International Business			6				
Strategic Management & Hot Topics (Crisis Management)				6			
International Management & Intercultural Communication & Design Thinking				9			
Project Module					30		
B) Final Thesis							30
Master's thesis						30	
Total CPs	15	15	15	15	30		120

For a start in the summer semester

1) Full-time:

	Semester of study				Total CPs
	1 st	2 nd	3 rd	4 th	
A) Management Knowledge Skills					
Basic modules (mandatory modules)					90
International Management & Intercultural Communication & Design Thinking	9				
Digital Transformation & Business Process Management & Entrepreneurship	9				
Management Skills & Negotiations	6				
Strategic Management & Hot Topics (Crisis Management)	6				
Accounting & Legal Environment of International Business		6			
Leadership & Human Resource Management		6			
Financial Management: Financing & Investment & Controlling		9			
Marketing & Sales/Procurement & Business Development		9			
Project Module			30		
B) Final Thesis					30
Master's thesis				30	
Total CPs	30	30	30	30	120

2) Part-time:

	Semester of study						Total CPs
	1 st	2 nd	3 rd	4 th	5 th	6 th	
A) Management Knowledge Skills							
Basic modules (mandatory modules)							90
Digital Transformation & Business Process Management & Entrepreneurship	9						
Management Skills & Negotiations	6						
Leadership & Human Resource Management		6					
Financial Management: Financing & Investment & Controlling		9					
International Management & Intercultural Communication & Design Thinking			9				
Strategic Management & Hot Topics (Crisis Management)			6				
Accounting & Legal Environment of International Business				6			
Marketing & Sales/Procurement & Business Development				9			
Project Module					30		
B) Final Thesis							30
Master's thesis						30	
Total CPs	15	15	15	15	30		120

Module Catalog

Financial Management: Financing & Investment & Controlling		Number of credit points (CPs): 9		
Module type (mandatory or elective module):	Mandatory module			
Content and objectives of the module:	<p>The students</p> <ul style="list-style-type: none"> - know the methods, levels, and processes of controlling and are able to contextualize controlling within the areas of business administration and corporate management, - are able to apply important theoretical models of controlling to decisions in the company, i.e. to create plans and target/performance analyses for strategic, tactical, and operational levels as well as project planning and project costing, - are familiar with the basic concepts and overarching contexts of the finance sector, - can analyze selected financial tools with regard to their suitability for different financing situations, - are able to make fundamental decisions on corporate financial management with the help of scientific analyses, - know static and dynamic methods of capital budgeting, - are familiar with investment and financing programs, - are able to carry out basic calculations for capital budgeting, - can work on a given problem using the scientific methods of the discipline, - can present their point of view in writing, - can present and defend their work in front of seminar participants using suitable presentation media, - are able to work in a team and address a problem together, - are able to acquire new knowledge and skills independently. <p>The language of instruction is English. Students will also research, prepare, and discuss English texts and media.</p>			
Module (sub-)examination(s) (number, form, scope):	One examination of the following formats: Written exam (90 minutes) Term paper (max. 20 pages)			
Independent study time (in hours (h)):	222			
Courses (teaching formats)	Contact time (in h)	Secondary examinations (number, form, scope)		Course-accompanying module (sub-)examination(s) (number, form, scope)
		For completing the module	For admission to the module examination	
Seminar Financing & Investment & Controlling	32	none	none	none
Seminar and recitation course (Controlling)	16	none	none	none
Frequency at which the module is offered:		Winter semester		
Prerequisite for taking the module:		none		

Accounting & Legal Environment of International Business		Number of credit points (CPs): 6		
Module type (mandatory or elective module):	Mandatory module			
Content and objectives of the module:	<p>The students</p> <ul style="list-style-type: none"> - have an overview of the various legal forms of companies and corporate law, - know the basics of company acquisition and venture capital investment, - have basic knowledge of contract law and contract drafting, - are able to position themselves in negotiations of a warranty catalog in the context of a company acquisition, - are sensitized to industry- and company-endemic success factors, especially in the innovation and technology dimension, - know the basic concepts of management accounting and financial reporting, the principles of accounting in accordance with the German Commercial Code (HGB), accounting for intangible assets, tangible assets and inventory, balance sheet analysis and accounting for equity and debt capital, - are able to use accounting entries for the most important business transactions, - have an overview of international accounting standards, - know the terminology and content of all key areas of reorganization tax law and international tax law, - are able to contextualize corporate restructuring from a tax perspective, including the transfer of international facts of the case, and derive the legal consequences of these facts with regard to taxes, - are able to compare the legal consequences of alternative stylings of facts and formulate statements regarding advantageousness, - are able to develop their own research questions and can work on them using the appropriate scientific methods of the discipline - can present their point of view in writing, - can present and defend their work in front of seminar participants using suitable presentation media, <p>The language of instruction is English. Students will also research, prepare, and discuss English texts and media.</p>			
Module (sub-)examination(s) (number, form, scope):	One examination of the following formats: Written exam (90 minutes) Term paper (max. 20 pages)			
Independent study time (in hours (h)):	148			
Courses (teaching formats)	Contact time (in h)	Secondary examinations (number, form, scope)		Course-accompanying module (sub-)examination(s) (number, form, scope)
		For completing the module	For admission to the module examination	
Seminar (Legal Environment of International Business)	16	none	none	none
Seminar (Accounting)	16	none	none	none
Frequency at which the module is offered:		Winter semester		
Prerequisite for taking the module:		none		

Leadership & Human Ressource Management		Number of credit points (CPs): 6		
Module type (mandatory or elective module):	Mandatory module			
Content and objectives of the module:	<p>The students</p> <ul style="list-style-type: none"> - know the starting points and success factors for successful HR management, - know the most important leadership theories and apply them in practice as appropriate to the situation, - know the relevant terms, players, and processes of HR management, - know the situational framework conditions, success factors, and building blocks of an integrated HR management concept, - are able to apply their knowledge and problem-solving skills in new and unfamiliar situations, - can present their point of view in writing, - can present and defend their work in front of seminar participants using suitable presentation media, - are able to work in a team and address a problem together, <p>The language of instruction is English. Students will also research, prepare, and discuss English texts and media.</p>			
Module (sub-)examination(s) (number, form, scope):	<p>One examination of the following formats:</p> <p>Written exam (90 minutes) Term paper (max. 20 pages) In-class presentation (max. 45 minutes)</p>			
Independent study time (in hours (h)):	148			
Courses (teaching formats)	Contact time (in h)	Secondary examinations (number, form, scope)		Course-accompanying module (sub-)examination(s) (number, form, scope)
		For completing the module	For admission to the module examination	
Seminar (Human Ressource Management)	16	none	none	none
Seminar (Leadership)	16	none	none	none
Frequency at which the module is offered:		Winter semester		
Prerequisite for taking the module:		none		

Marketing & Sales/Procurement & Business Development		Number of credit points (CPs): 9		
Module type (mandatory or elective module):	Mandatory module			
Content and objectives of the module:	<p>The students</p> <ul style="list-style-type: none"> - know marketing as a leadership philosophy and as an operational task, - can independently develop a marketing concept, - can differentiate between marketing and sales tasks, - know approaches to managing various sales organizations, - know the tasks of operational and strategic purchasing, - know the components of a purchasing management system; can work on a given problem using the scientific methods of the discipline, - are able to apply their knowledge and problem-solving skills in new and unfamiliar situations, - can present their point of view in writing, - can present and defend their work in front of seminar participants using suitable presentation media, - are able to work in a team and address a problem together, <p>The language of instruction is English. Students will also research, prepare, and discuss English texts and media.</p>			
Module (sub-)examination(s) (number, form, scope):	<p>One examination of the following formats: Written exam (90 minutes) Portfolio examination consisting of: In-class presentation (30 minutes) and written elaboration on the presentation (10-15 pages)</p>			
Independent study time (in hours (h)):	222			
Courses (teaching formats)	Contact time (in h)	Secondary examinations (number, form, scope)		Course-accompanying module (sub-)examination(s) (number, form, scope)
		For completing the module	For admission to the module examination	
Seminar (Marketing & Sales)	24	none	none	none
Seminar (Procurement & Business Development)	24	none	none	none
Frequency at which the module is offered:		Winter semester		
Prerequisite for taking the module:		none		

Management Skills & Negotiations		Number of credit points (CPs): 6		
Module type (mandatory or elective module):	Mandatory module			
Content and objectives of the module:	<p>The students</p> <ul style="list-style-type: none"> - can reflect on and further develop their own management and leadership style, - strengthen their communication and leadership behavior in order to shape management processes in a goal-oriented and efficient manner, - have an overview of the various approaches to negotiation research, - know the process steps of negotiation management, - can measure and analyze the negotiation performance of their own company, - can develop measures to improve their company's negotiation performance, - are able to apply their knowledge and problem-solving skills in new and unfamiliar situations, - can present their point of view in writing, - can present and defend their work in front of seminar participants using suitable presentation media, - are able to work in a team and address a problem together, - are able to acquire new knowledge and skills independently. <p>The language of instruction is English. Students will also research, prepare, and discuss English texts and media.</p>			
Module (sub-)examination(s) (number, form, scope):	One examination of the following formats: Written exam (90 minutes) In-class presentation (max. 45 minutes)			
Independent study time (in hours (h)):	148			
Courses (teaching formats)	Contact time (in h)	Secondary examinations (number, form, scope)		Course-accompanying module (sub-)examination(s) (number, form, scope)
		For completing the module	For admission to the module examination	
Seminar (Management Skills)	16	Compulsory attendance of the in-person class	none	none
Seminar (Negotiations)	16	none	none	none
Frequency at which the module is offered:		Summer semester		
Prerequisite for taking the module:		none		

Strategic Management & Hot Topics (Crises Management)		Number of credit points (CPs): 6		
Module type (mandatory or elective module):	Mandatory module			
Content and objectives of the module:	<p>The students</p> <ul style="list-style-type: none"> - know the positioning and profile of strategic management, - are familiar with strategic management as an application and decision-oriented management and steering concept, - are able to recognize the different needs and interests of those they lead and to motivate and communicate according to requirements, - are able to apply the theoretical frame of reference for strategic management in the context of a technology- and investment-intensive industry, - develop scenarios and strategies for the early detection, prevention, and management of crises in specific cases, - know the main theories and models of crisis communication and are able to contextualize the terms, - are able to apply their knowledge and problem-solving skills in new and unfamiliar situations, - can present their point of view in writing, - can present and defend their work in front of seminar participants using suitable presentation media, - are able to work in a team and address a problem together, - are able to hold discipline-specific and interdisciplinary discussions. <p>The language of instruction is English. Students will also research, prepare, and discuss English texts and media.</p>			
Module (sub-)examination(s) (number, form, scope):	<p>One examination of the following formats: Term paper (max. 20 pages) In-class presentation (max. 45 minutes)</p>			
Independent study time (in hours (h)):	148			
Courses (teaching formats)	Contact time (in h)	Secondary examinations (number, form, scope)		Course-accompanying module (sub-)examination(s) (number, form, scope)
		For completing the module	For admission to the module examination	
Seminar (Strategic Management)	16	none	none	none
Seminar (Hot Topics & Crisis Management)	16	none	none	none
Frequency at which the module is offered:		Summer semester		
Prerequisite for taking the module:		none		

Digital Transformation & Business Process Management & Entrepreneurship		Number of credit points (CPs): 9		
Module type (mandatory or elective module):	Mandatory module			
Content and objectives of the module:	<p>The students</p> <ul style="list-style-type: none"> - understand "digitalization", "digital transformation" and "digital convergence", including delimitation and meaning of the terms for the module, - know the implications of digitalization for companies and their organization, processes, and culture, - know the basic procedures, methods, and tools used in the context of new business models (e.g. mobile & digital business) and can explain and assess them independently, - are able to independently analyze and methodically evaluate relevant problems and processes in the context of these new business models; have knowledge and skills in the area of organizational development and quality management, - are able to develop and compare specific recommendations for the mapping of business processes in operational application systems and for process-oriented knowledge management, - are able to model and analyze operational processes, - can present and defend their work in front of seminar participants using suitable presentation media, - are able to work in a team and address a problem together, - know the starting points and success factors for entrepreneurial thinking and actions, - have awareness for sustainable business practices, - are able to develop their own business idea and create a business plan independently, - are able to apply their knowledge and problem-solving skills in new and unfamiliar situations, - can describe their point of view in writing and present and defend their work in front of seminar participants using suitable presentation media, - are able to hold discipline-specific and interdisciplinary discussions. <p>The language of instruction is English. Students will also research, prepare, and discuss English texts and media.</p>			
Module (sub-)examination(s) (number, form, scope):	<p>One examination of the following formats: Written exam (90 minutes) Portfolio examination consisting of: In-class presentation (30 minutes) and written elaboration on the presentation (10-15 pages)</p>			
Independent study time (in hours (h))	222			
Courses (teaching formats)	Contact time (in h)	Secondary examinations (number, form, scope)		Course-accompanying module (sub-)examination(s) (number, form, scope)
		For completing the module	For admission to the module examination	
Seminar (Business Process Management)	16	none	none	none
Seminar (Entrepreneurship)	16	none	none	none
Seminar (Digital Transformation)	16	none	none	none
Frequency at which the module is offered:		Summer semester		
Prerequisite for taking the module:		none		

International Management & Intercultural Communication & Design Thinking		Number of credit points (CPs): 9		
Module type (mandatory or elective module):	Mandatory module			
Content and objectives of the module:	<p>The students</p> <ul style="list-style-type: none"> - have conceptual and practical knowledge of the internationalization of companies, - have the ability to deal with the challenges of internationalization for management, - have awareness for the topic of "Intercultural Management", - have first-hand knowledge of international markets and framework conditions for entrepreneurial action and other management styles, - are able to develop an internationalization concept for a selected business case, for example for their own company/organization, - can develop their own research questions and work on them using appropriate methods, - know the special challenges in intercultural situations, such as differences in negotiation style or in leadership and management culture, - learn about typical negotiation behavior in different cultures, - are able to set up teams tailored to the cultural framework and develop negotiation strategies, - can lead and manage intercultural teams, - are able to apply their knowledge and problem-solving skills in new and unfamiliar situations, - know design thinking methodology, - can formulate a problem within a design challenge, - know techniques for developing ideas as well as methods and principles of prototyping and testing for user feedback, - can describe their point of view in writing and present and defend their work in front of seminar participants using suitable presentation media, - are able to work in a team and address a problem together, <p>The language of instruction is English. Students will also research, prepare, and discuss English texts and media.</p>			
Module (sub-)examination(s) (number, form, scope):	<p>One examination of the following formats:</p> <p>Term paper (max. 20 pages)</p> <p>In-class presentation (max. 45 minutes)</p>			
Independent study time (in hours (h)):	222			
Courses (teaching formats)	Contact time (in h)	Secondary examinations (number, form, scope)		Course-accompanying module (sub-)examination(s) (number, form, scope)
		For completing the module	For admission to the module examination	
Seminar (International Management)	16	none	none	none
Seminar (Design Thinking)	16	none	none	none
Seminar (Intercultural Communication)	16	none	none	none
Frequency at which the module is offered:		Summer semester		
Prerequisite for taking the module:		none		

Project Module		Number of credit points (CPs): 30		
Module type (mandatory or elective module):	Mandatory module			
Content and objectives of the module:	<p>The project module is a module geared towards the practical consolidation of the economic and methodological knowledge acquired during the course. In this module, the contents of the program are applied in a project. It consists of the development of a project idea that is implemented together with or in an external institution or company.</p> <p>The students</p> <ul style="list-style-type: none"> - can independently develop and discuss a project idea in the seminar, - are able to independently create a plan for the implementation of a project, - can apply the theoretical and methodological knowledge they have acquired to a specific project topic, - independently develop solutions for previously unknown problems, taking into account different evaluation standards, - are able to work independently and in a team to address an issue, - are able to hold discipline-specific and interdisciplinary discussions on topics relevant to the project. - are able to analyze and assess issues, document them in writing, and defend their findings. 			
Module (sub-)examination(s) (number, form, scope):	Project documentation, 2,000 to 4,000 words (not graded)			
Independent study time (in hours (h)):	894			
Courses (teaching formats)	Contact time (in h)	Secondary examinations (number, form, scope)		Course-accompanying module (sub-)examination(s) (number, form, scope)
		For completing the module	For admission to the module examination	
Colloquium	6	none	none	none
Frequency at which the module is offered:		Winter and summer semester		
Prerequisite for taking the module:		none		