

Module Catalogue Bachelor



October 1st 2011 till
September 30th 2012

University of Cologne
Faculty of Management, Economics and Social Sciences



Table of Contents

I. Academics overview Bachelor of Science	1
Main and subsidiary subjects	1
Main subject Business Administration	1
Subsidiary subjects Business Administration	2
Main and subsidiary subjects Economics	3
Main subject Social Sciences	4
Subsidiary subject Social Sciences	7
Main subject Foundations in Health Economics and Medicine	8
Subject area Information Systems	9
Subject area Mathematics and Computer Science	9
Subsidiary subject Social Psychology	10
Subsidiary subject Economic foundations	10
II. Methods & related subjects	11
Methods & related subjects in Business Administration	11
Methods & related subjects in Economics	11
Methods & related subjects in Social Sciences	12
Methods & related subjects in Health Economics	12
III. Electives	13
Specialisation in Business Administration	13
Specialisation Personal and Corporate Income Taxes und Accounting	13
Specialisation Corporate Taxes	13
Specialisation Finance I und II	13
Specialisation Marketing	14
Specialisation Media Management	15
Specialisation Trade Fair Management	16
Specialisation Supply Chain Management	17
Specialisation Business Policy, Organisation and Human Resources	17
Specialisation International Accounting and Taxation	18
Specialisation in Economics	19
Specialisation Selected Topics in Microeconomics	19
Specialisation Energy Economics	19
Specialisation Media Economics	19
Specialisation Transport Economics	20
Specialisation Economic and Business History	20
Specialisation Macroeconomics and Public Economics	20
Specialisation Economic Policy and Public Finance	21
Specialisation Institution Economics and Economic Political Consulting	21

II

Specialisation in Social Sciences _____	22
Specialisation Co-Operative Economics _____	22
Specialisation Sociology of the Media _____	22
Specialisation Political Science _____	23
This specialisation can only be chosen if Political Science isn't part of the main subject Social Sciences or if the subsidiary subject is not Social Sciences. _____	23
Specialisation Social Policy _____	23
Specialisation Sociology _____	24
Specialisation Economic Geography _____	24
Specialisation in Health Economics _____	24
Specialisation Evidence-based Medicine/Health Technology Assessment _____	24
Specialisation in Mathematics and Computer Science _____	25
Specialisation Mathematics _____	25
Specialisation Theoretical Computer Science _____	25
Interdisciplinary and further Specialisations _____	26
Specialisation Vocational Education _____	26
This specialisation can only be chosen in combination with the main subject Business Administration. _____	26
Specialisation Health Economics _____	26
Specialisation Information Systems – Development _____	26
Specialisation Information Systems – Management _____	27
Specialisation International Management _____	27
Specialisation Special Aspects of Economics _____	28
Specialisation Special Aspects of Political Science _____	28
Specialisation Special Aspects of Sociology _____	28
Specialisation Quantitative Methods in Economics and Social Sciences _____	29
Specialisation Economic Psychology _____	29
Specialisation Current Issues in Economic and Social Research _____	30
Specialisation Information Systems Quality _____	30
Specialisation The German Economic and Social System _____	30
Module descriptions _____	31
Modules A _____	31
Modules B _____	33
Modules C _____	35
Modules E _____	58
Modules G _____	62
Modules H _____	63
Modules I _____	64
Modules L _____	74
Modules M _____	75
Modules O _____	81

III

Modules P	82
Modules R	87
Modules S	88
Modules T	100
Modules V	107

This Module Catalogue is giving an first overview over the modules and their corresponding courses of the academic year winter term 2011/12 and summer term 2012.
Term specific information you will find in KLIPS: <https://klips.uni-koeln.de> .

This course catalogue contains the descriptions of modules taught in English and additionally a few English descriptions of modules taught in German.

List of Abbreviations

AN	credit points acquired at an university abroad (ECTS)
FS	Case Study (or Business Game)
HA	Paper
KL	Written Exam
CP	Credit Points
max.	Students can obtain at most the number of credit points indicated
min.	Students must obtain at least the number of credit points required
MP	Oral Exam
PO	Examination Regulations
PR	Project
RE	Presentation
so	Other Examination Requirements
ST	Practical Studies

Further references:

The "Prerequisites for Admission" are recommended knowledge for visiting the course and passing the exam.

I. Academics overview Bachelor of Science

Main and subsidiary subjects

Main subject Business Administration

Modul	Type of exam	CP of the Module	compulsory / elective	Must CP
Financial Accounting	written exam (60)	8 CP	compulsory	8 CP
Cost Accounting	written exam (60)	8 CP	compulsory	8 CP
Channel Management	written exam (60)	8 CP	elective	56 CP
Decision Analysis	written exam (60)	8 CP	elective	
Financial Management	written exam (60)	8 CP	elective	
Capital Investment and Financing	written exam (60)	8 CP	elective	
Marketing	written exam (60)	8 CP	elective	
Operations Management	written exam (60)	8 CP	elective	
Organisation and Human Resources	written exam (60)	8 CP	elective	
Production and Logistics	written exam (60)	8 CP	elective	
Corporate Management and International Management	written exam (60)	8 CP	elective	
Seminar in Business Administration	Paper/Presentation/Case Study	8 CP	elective	

Subsidiary subjects Business Administration

Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Financial Accounting	written exam (60)	8 CP	compulsory	8 CP
Cost Accounting	written exam (60)	8 CP	compulsory	8 CP
Channel Management	written exam (60)	8 CP	elective	16 CP
Decision Analysis	written exam (60)	8 CP	elective	
Financial Management	written exam (60)	8 CP	elective	
Capital Investment and Financing	written exam (60)	8 CP	elective	
Marketing	written exam (60)	8 CP	elective	
Operations Management	written exam (60)	8 CP	elective	
Organisation and Human Resources	written exam (60)	8 CP	elective	
Production and Logistics	written exam (60)	8 CP	elective	
Corporate Management and International Management	written exam (60)	8 CP	elective	

The subsidiary subject Business Administration within the Bachelor Information Systems contains the following modules:

Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Financial Accounting	written exam (60)	8 CP	compulsory	8 CP
Cost Accounting	written exam (60)	8 CP	compulsory	8 CP
Fundamentals of Accounting	written exam (60)	4 CP	compulsory	4 CP
Channel Management	written exam (60)	8 CP	elective	max. 32 CP
Decision Analysis	written exam (60)	8 CP	elective	
Financial Management	written exam (60)	8 CP	elective	
Capital Investment and Financing	written exam (60)	8 CP	elective	
Marketing	written exam (60)	8 CP	elective	

Operations Management	written exam (60)	8 CP	elective	
Organisation and Human Resources	written exam (60)	8 CP	elective	
Production and Logistics	written exam (60)	8 CP	elective	
Corporate Management and International Management	written exam (60)	8 CP	elective	
Information Systems in Practice: Internship with scientific Guidance	Paper	8 CP	elective	max. 8 CP
Introductory Microeconomics	written exam (90)	8 CP	elective	
Civil Property Law	written exam (60)	4 CP	elective	
Commercial and Corporate Law	written exam (60)	4 CP	elective	

Main and subsidiary subjects Economics

Modul	Type of exam	CP of the Module	compulsory / elective	Must CP	
				Main subject	Subsidiary subject
Introductory Microeconomics	written exam (90)	8 CP	compulsory	8 CP	8 CP
Principals of Macroeconomics	written exam (90)	8 CP	compulsory	8 CP	8 CP
Economic Policy	written exam (90)	8 CP	elective	56 CP	16 CP
Labour Economics	written exam (90)	8 CP	elective		
International Economics	written exam (90)	8 CP	elective		
Monetary Theory and Policy	written exam (90)	8 CP	elective		
The Modern Economy - History and Theories	written exam (90)	8 CP	elective		
Industrial Organisation and Competition	written exam (90)	8 CP	elective		
Managerial Economics	written exam (90)	8 CP	elective		
Fiscal Policy	written exam (90)	8 CP	elective		
Taxes and Public Goods	written exam (90)	8 CP	elective		
Growth and Employment	written exam (90)	8 CP	elective		

Main subject Social Sciences

Within the main subject Social Sciences, three of the four following subgroups have to be chosen:

Group	Module	Type of exam	CP of the Module	compulsory/elective	Must CP
Political Science	Introduction to Political Theory and History of Ideas	written exam (60)	6 CP	elective	24 CP
	Introduction into European Politics	written exam (60)	6 CP	elective	
	Introduction to International Relations	written exam (60)/ Other Examination Requirements	6 CP	elective	
	Introduction to Comparative Politics	written exam (60)	6 CP	elective	
	Seminar on Foreign Policy	Presentat ion/Paper /Other Examination Requirements	4 CP	elective	
	Seminar on International Politics	Presentat ion/Paper / Other Examination Requirements	4 CP	elective	
	Seminar - Political Theory and History of Ideas	Presentat ion/Paper	4 CP	elective	
	Seminar - European Politics	Presentat ion/Paper	4 CP	elective	
	Seminar - Comparative Politics	Presentat ion/Paper	4 CP	elective	
	Current Issues in Political Science	written exam/ Other Examination Requirements	4 CP	elective	

Sociology	Introduction to Sociology: Macrosociology	written exam (90)	4 CP	compulsory	24 CP
	Introduction to Sociology: Microsociology	written exam (90)	4 CP	compulsory	
	Analysis of Social Structures	written exam (90)	4 CP	compulsory	
	Seminar – Sociological Theory	written exam (90) / Other Examination Requirements	6 CP	elective	
	Seminar – Networks and Organisations	Presentation/Paper / Other Examination Requirements	6 CP	elective	
	Seminar – Structure and Change of Societies	Presentation/Paper / Other Examination Requirements	6 CP	elective	
	Current Issues in Sociology	Presentation/Paper / written exam (90)	6 CP	elective	
Empirical Social Research	Project Seminar in Empirical Social Research	Project	16 CP	elective	24 CP
	Project Seminar in Social Sciences	Project	16 CP	elective	
	Preparatory Course: General Methods of Science	written exam (90) / Other Examination Requirements	8 CP	elective	
	Philosophy of Science	written exam (90) / Other Examination Requirements	8 CP	elective	

Group	subgroup ¹	Module	Type of exam	CP of the Module	compulsory/elective	CP of the subgroup /Must CP
Integrative social sciences	Governance and International Relations	Governance and International Relations – A Perspective of Economic Geography	Presentat ion/Paper	6 CP	elective	12 CP
		Global Governance and International Relations	Presentat ion/Paper / Other Examinat ion Requirements	6 CP	elective	
		Transnational Social Policy and International Standards as a Problem of Governance	Presentat ion/Paper	6 CP	elective	
		The Political System of the EU: Governance and Institutions	Presentat ion/Paper	6 CP	elective	
	Culture and Religion	Religion in the Dispute of Sciences	written exam (60)	6 CP	compul sory	12 CP
		Geography of Culture and Religion	Presentat ion/Paper	6 CP	elective	
		Psychology of religion, faith, and superstition	Presentat ion/Paper / written exam	6 CP	elective	
		Religion and Representation: Dominion and Association	Presentat ion/Paper	6 CP	elective	
	electivefors chung	Elections and voters	Presentat ion/Paper / written exam (60)	6 CP	elective	12 CP
		Electoral and Party Systems in Comparative Perspective	Presentat ion/Paper	6 CP	elective	
	Welfare and society	Sociology of welfare state	Presentat ion/Paper / written exam (60)	6 CP	elective	12 CP
		The Psychology of The Welfare State	Presentat ion/Paper / written exam (60)	6 CP	elective	
		Comparative Political Economy	Presentat ion/Paper / written exam (60)	6 CP	elective	

¹ Two subgroups have to be chosen.

Subsidiary subject Social Sciences

Within the subsidiary subject Social Sciences, one of the following subgroups has to be chosen.

Group	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Political Science	Introduction to Political Theory and History of Ideas	written exam (60)	6 CP	elective	32 CP
	Introduction into European Politics	written exam (60)	6 CP	elective	
	Introduction to International Relations	written exam (60)/ Other Examination Requirements	6 CP	elective	
	Introduction to Comparative Politics political science	written exam (60)	6 CP	elective	
	Seminar on Foreign Policy	Presentation/Paper/ Other Examination Requirements	4 CP	elective	
	Seminar on International Politics	Presentation/Paper/ Other Examination Requirements	4 CP	elective	
	Seminar - Political Theory and History of Ideas	Presentation/Paper	4 CP	elective	
	Seminar - European Politics	Presentation/Paper	4 CP	elective	
	Seminar - Comparative Politics	Presentation/Paper	4 CP	elective	
	Current Issues in Political Science	written exam/ Other Examination Requirements	4 CP	elective	
Sociology	Introduction to Sociology: Macrosociology	written exam (90)	4 CP	compulsory	32 CP
	Introduction to Sociology: Microsociology	written exam (90)	4 CP	compulsory	
	Introduction: Methods of The Social Sciences	written exam (90)	4 CP	elective	
	Analysis of Social Structures	written exam (90)	4 CP	elective	
	Project Seminar in Empirical Social Research	Project	16 CP	elective	
	Preparatory Course: General Methods of Science	written exam (90) / Other Examination Requirements	8 CP	elective	
	Seminar – Sociological Theory	written exam (90) / Other Examination Requirements	6 CP	elective	
	Seminar – Networks and Organisations	Presentation/Paper	6 CP	elective	
	Seminar – Structure and Change of Societies	Presentation/Paper	6 CP	elective	
	Current Issues in Sociology	Presentation/Paper/ written exam (90)	6 CP	elective	

Main subject Foundations in Health Economics and Medicine

Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Healthcare Management	written exam (90)	6 CP	compulsory	6 CP
Quality Assurance and Quality Management	written exam (60)	6 CP	compulsory	6 CP
Decision Analysis	written exam (60)	8 CP	compulsory	8 CP
Health Economic Evaluation	written exam (60)	6 CP	compulsory	6 CP
Introduction into Social Policy	written exam (90)	6 CP	compulsory	6 CP
Social insurance and social state	written exam (60)	6 CP	compulsory	6 CP
Health Care System	Paper / written exam (90)/ Oral Exam (30)	6 CP	compulsory	6 CP
Evidence-based Medicine I	written exam (60)	4 CP	compulsory	4 CP
Relevant Diseases and Case Studies I	written exam (60)	4 CP	compulsory	4 CP
Relevant Diseases and Case Studies II	written exam (60)	4 CP	compulsory	4 CP
Relevant Diseases and Case Studies III	written exam (60)	4 CP	elective	4 CP
Evidence-based Medicine II	written exam (60)	4 CP	elective	
Introduction to Medical Ethics	written exam (60)	6 CP	elective	12 CP
Applied Seminar in Healthcare Management	Presentation/ Paper	6 CP	elective	
Basic Seminar in Healthcare Management	Presentation/ Paper	6 CP	elective	
Constitutional Politics for the health care sector	written exam (60)	6 CP	elective	

Subject area Information Systems

Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Integrated Information Systems*	written exam (90) / Oral Exam (20) + Other Examination Requirements	6 CP	compulsory	6 CP
Database Systems*	written exam (90) / Oral Exam (20) / Other Examination Requirements	6 CP	compulsory	6CP
Management of Information Systems Project	written exam (90) / Oral Exam (20)/ Other Examination Requirements	6 CP	compulsory	6CP
Information Systems Management*	written exam (90) / Oral Exam (20) / Other Examination Requirements	6CP	elective	18 CP
Systems Analysis and Architecture*	written exam (90) / Oral Exam (20) / Other Examination Requirements	6CP	elective	
Decision Support Systems*	written exam (90) / Oral Exam (20) / Other Examination Requirements	6 CP	elective	
Current Issues in Information Systems*	written exam (90) / Oral Exam (20) / Other Examination Requirements	6 CP	elective	
Laboratory Course on Development	Project	14 CP	compulsory	14 CP

* The examination can be separated into partial tests. Type, number and extent are announced at least six weeks before the beginning of the semester.

Subject area Mathematics and Computer Science

Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Programming course (6 CP)	Project	6 CP	compulsory	15 CP
Mathematics	written exam (180)	9 CP	compulsory	
Practical Course on Programming	Project	6 CP	compulsory	6 CP
Computer Science I	written exam (180)	9 CP	compulsory	9 CP
Computer Science II	written exam (180)	9 CP	compulsory	9 CP
Introduction to Stochastics for Students of Information Systems	written exam (120)	6 CP	elective	6 CP
Theory of Probability and Inferential Statistics (statistics B)	written exam (90)	6 CP	elective	

Subsidiary subject Social Psychology

Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Introduction to psychology	written exam (60)	8 CP	elective	mind. 8 CP
Economic Psychology	written exam (60)	8 CP	elective	
Organisational Psychology	written exam (60)	4 CP	elective	mind. 16 CP
Evolutionary Approaches to Human Behavior	written exam (60)	4 CP	elective	
Psychology of Marketing and Advertising	written exam (60)	4 CP	elective	
The Psychology of Judgement and Decision Making	written exam (60)	4 CP	elective	
Practical Course: Economic and Social Psychology	Project	8 CP	elective	
Cross-Cultural Psychology	written exam (60)	4 CP	elective	
Current Issues of Social Psychology	written exam / Paper	4 CP	elective	

Subsidiary subject Economic foundations

Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Financial Accounting	written exam (60)	8 CP	compulsory	8 CP
Cost Accounting	written exam (60)	8 CP	compulsory	8 CP
Channel Management	written exam (60)	8 CP	elective	16 CP
Financial Management	written exam (60)	8 CP	elective	
Capital Investment and Financing	written exam (60)	8 CP	elective	
Marketing	written exam (60)	8 CP	elective	
Operations Management	written exam (60)	8 CP	elective	
Organisation and Human Resources	written exam (60)	8 CP	elective	
Production and Logistics	written exam (60)	8 CP	elective	
Corporate Management and International Management	written exam (60)	8 CP	elective	
Introductory Microeconomics	written exam (90)	8 CP	elective	
Principals of Macroeconomics	written exam (90)	8 CP	elective	

II. Methods & related subjects

Methods & related subjects in Business Administration

Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Mathematical Methods	written exam (90)	4 CP	compulsory	4 CP
Fundamentals of Accounting	written exam (60)	4 CP	compulsory	4 CP
Descriptive and Economic Statistics (Statistic A)	written exam (90)	6 CP	compulsory	6 CP
Theory of Probability and Inferential Statistics (statistics B)(Statistik B)	written exam (90)	6 CP	compulsory	6 CP
Civil Property Law	written exam (60)	4 CP	elective	8 CP
Commercial and Corporate Law	written exam (60)	4 CP	elective	
Aspects of Public Law	written exam (60)	4 CP	elective	

Methods & related subjects in Economics

Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Mathematical Methods	written exam (90)	4 CP	compulsory	4 CP
Fundamentals of Accounting	written exam (60)	4 CP	compulsory	4 CP
Descriptive and Economic Statistics (Statistics A)	written exam (90)	6 CP	compulsory	6 CP
Theory of Probability and Inferential Statistics (statistics B)	written exam (90)	6 CP	compulsory	6 CP
Applied Econometrics ¹	written exam (60)	4 CP	compulsory	4 CP
Civil Property Law ¹	written exam (60)	4 CP	elective	4 CP
Commercial and Corporate Law ¹	written exam (60)	4 CP	elective	
Aspects of Public Law ¹	written exam (60)	4 CP	elective	

¹ Students enrolled before winter term 2011/12, can finish the subject area methods & related subjects in Economics without passing "Applied Econometrics". Instead two of the following modules have to be passed: Civil Property Law, Commercial and Corporate Law and Aspects of Public Law. If the module Applied Econometrics has already been studied within the specialisation Quantitative Methods in Economics and Social Sciences, it cannot be chosen within the methods & related subjects in Economics.

Methods & related subjects in Social Sciences

Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Introduction: Methods of The Social Sciences	written exam (90)	4 CP	compulsory	4 CP
Qualitative Methods: Logic and Qualitative Research	Presentation/written exam (60)	8 CP	elective	24 CP
Introduction in Statistics for Social Sciences and CUDA A	written exam (90)/so	8 CP	elective	
Qualitative Methods: Interpretation, Interview and Discussion	Presentation/written exam (60)	8 CP	elective	
Theory of Probability and Inferential Statistics (statistics B) and CUDA B	written exam (90)/so	8 CP	elective	

Methods & related subjects in Health Economics

Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Fundamentals of Accounting	written exam (60)	4 CP	compulsory	4 CP
Theory of Probability and Inferential Statistics (statistics B)	written exam (90)	6 CP	compulsory	6 CP
Methods of Clinical Epidemiology	written exam (60)	4 CP	compulsory	4 CP
Medical Terminology	written exam (60)	6 CP	compulsory	6 CP
Specific Occupational Project Management	written exam (60)/ Oral Exam (20)	4 CP	elective	8 CP
Introduction: Methods of The Social Sciences	written exam (90)	4 CP	elective	
Health Law	written exam (60)	4 CP	elective	

III. Electives

Specialisation in Business Administration

Specialisation Personal and Corporate Income Taxes und Accounting

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Personal and Corporate Income Taxes und Accounting	Personal and Corporate Income Taxes	written exam	6 CP	compulsory	12 CP
	Fundamentals of Financial Accounting	written exam	6 CP	compulsory	

Specialisation Corporate Taxes

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Corporate Taxes	Personal and Corporate Income Taxes	written exam	6 CP	elective	12 CP
	Value Added and Inheritance Tax	written exam	6 CP	elective	
	Tax Procedure	written exam	6 CP	elective	
	Current Issues in Business Taxation	written exam/so	6 CP	elective	

Specialisation Finance I und II

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Finance I	Bank Management	written exam	6 CP	elective	12 CP
	Corporate Finance	written exam	6 CP	elective	
	Investment Management	written exam	6 CP	elective	
	Leasing	written exam	6 CP	elective	
	Risk Management and Insurance	written exam	6 CP	elective	
	Current Issues in Finance I	written exam/so	6 CP	elective	

Finance II	Bank Management	written exam	6 CP	elective	12 CP
	Corporate Finance	written exam	6 CP	elective	
	Investment Management	written exam	6 CP	elective	
	Leasing	written exam	6 CP	elective	
	Risk Management and Insurance	written exam	6 CP	elective	
	Current Issues in Finance II	written exam/ Other Examination Requirements	6 CP	elective	

For the specialisation Finance I and Finance II within the Bachelor Business Administration, Economics and Social Sciences the following regulations are significant:
The first modules finished with an exam are dedicated to Finance I; if two further modules are selected, they are dedicated to the specialisation Finance II.

Specialisation Marketing

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Marketing	Concepts of Marketing Mix Management	written exam	6 CP	elective	12 CP
	Methods of Marketing Mix Management	written exam	6 CP	elective	
	Current Issues in Marketing	written exam	6 CP	elective	

Specialisation Media Management

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Media Management	Introduction to Media Enterprise Management	written exam/ Other Examination Requirements	6 CP	compulsory	12 CP
	International Media and Technology Project	Presentation/ Other Examination Requirements	6 CP	elective	
	Current Topics in Media Management	written exam/Presentation/ Other Examination Requirements	6 CP	elective	
	Methods of Marketing Mix Management	written exam	6 CP	elective	
	Managing Organisations and Supply Chains	written exam/ Other Examination Requirements	6 CP	elective	
	Organisational Design	written exam/ Other Examination Requirements	6 CP	elective	
	Database Systems ²	written exam/ Oral Exam/ Other Examination Requirements	6 CP	elective	
	Systems Analysis and Architecture ²	written exam/ Oral Exam/ Other Examination Requirements	6CP	elective	
	Information Systems Management ²	written exam/ Oral Exam/ Other Examination Requirements	6CP	elective	

² The examination can be separated into partial tests. Type, number and extent are announced at least six weeks before the beginning of the semester.

The specialisation Media Management within the Bachelor Information Systems contains the following modules:

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Media Management	Introduction to Media Enterprise Management	written exam/ Other Examination Requirements	6 CP	compulsory	12 CP
	International Media and Technology Project	Presentation/ Other Examination Requirements	6 CP	elective	
	Current Topics in Media Management	written exam/Presentation/ Other Examination Requirements	6 CP	elective	
	Methods of Marketing Mix Management	written exam	6 CP	elective	
	Managing Organisations and Supply Chains	written exam/ Other Examination Requirements	6 CP	elective	
	Organisational Design	written exam/ Other Examination Requirements	6 CP	elective	

Specialisation Trade Fair Management

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Trade Fair Management	Strategic Trade Fair Management	written exam	6 CP	elective	12 CP
	Operative Trade Fair Management	written exam	6 CP	elective	
	Current Issues of Trade Fair Management	written exam/ Other Examination Requirements	6 CP	elective	

Specialisation Supply Chain Management

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Supply Chain Management	Managing Organisations and Supply Chains	written exam/ Other Examination Requirements	6 CP	elective	12 CP
	Supply Chain Management and Management Science	written exam/Case Study/ Paper/Presentation	6 CP	elective	
	Supply Chain Management and Production	written exam	6 CP	elective	
	Current Topics in Supply Chain Management	written exam/ Other Examination Requirements	6 CP	elective	

Specialisation Business Policy, Organisation and Human Resources

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Business Policy, Organisation and Human Resources	Human Resource Management	written exam/ Other Examination Requirements	6 CP	elective	12 CP
	Organisational Design	written exam/ Other Examination Requirements	6 CP	elective	
	Managing Organisations and Supply Chains	written exam/ Other Examination Requirements	6 CP	elective	
	Business Ethics	written exam/ Other Examination Requirements	6 CP	elective	
	Current Issues in Corporate Development, Organisation and Human Resources	written exam/ Other Examination Requirements	6 CP	elective	

Specialisation International Accounting and Taxation

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
International Accounting and Taxation	International Accounting and Taxation	written exam	12 CP	compulsory	12 CP

Specialisation in Economics

Specialisation Selected Topics in Microeconomics

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Selected Topics in Microeconomics	Seminar Economic Theory I	Presentation / Paper / written exam	6 CP	elective	12 CP
	Seminar Economic Theory II	Presentation / Paper / written exam	6 CP	elective	
	Selected Topics in Economic Theory	written exam/ Presentation / Paper / Oral Exam	6 CP	elective	

Specialisation Energy Economics

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Energy Economics	Energy and Environmental Economics	written exam	6 CP	elective	12 CP
	Energy Markets and Regulation	written exam	6 CP	elective	
	Seminar Energy Economics (Bachelor)	written exam/Presentation/Paper	6 CP	elective	
	Current Issues in Energy Economics	written exam/Oral Exam/Presentation/Paper	6 CP	elective	

Specialisation Media Economics

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Media Economics	Media Institutions	written exam/Presentation	6 CP	compulsory	12 CP
	Economic Aspects of the dual Broadcasting System	written exam/Presentation	6 CP	elective	
	Current Issues in Media Economics	written exam/ Other Examination Requirements	6 CP	elective	

Specialisation Transport Economics

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Transport Economics	Regulation and Competition in Transport Markets	written exam	6 CP	elective	12 CP
	Seminar on Transport Economics	Presentat ion / Paper	6 CP	elective	
	Transport Infrastructure Policy	written exam	6 CP	elective	
	Current issues in transport economics	written exam/ Other Examinati on Requirem ents	6 CP	elective	

Specialisation Economic and Business History

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Economic and Business History	Basics of Economic and Business History	Presentat ion/Paper	6 CP	compulso ry	12 CP
	The Expansion of the Atlantic Economy	written exam	6 CP	elective	
	Current Issues in Economic and Business History	written exam/Pa per	6 CP	elective	

Specialisation Macroeconomics and Public Economics

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Macroeconomics and Public Economics	Seminar Macroeconomics and Public Economics	Presentat ion/Paper / Project	6 CP	elective	12 CP
	Topics in Macroeconomics	written exam/Ora l Exam	6 CP	elective	
	Topics in Public Economics I	written exam/Ora l Exam	6 CP	elective	
	Topics in Public Economics II	written exam/Ora l Exam	6 CP	elective	

Specialisation Economic Policy and Public Finance

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Economic Policy and Public Finance	Current questions of Economic Policy	written exam/ Other Examination Requirements	6 CP	elective	12 CP
	Seminar Economic Theory	Presentation / Paper / written exam	6 CP	elective	
	Current Issues in Fiscal Policy	written exam/ Other Examination Requirements	6 CP	elective	
	Seminar on Public Economics	Presentation / Paper / written exam	6 CP	elective	

The specialisation Economic Policy and Public Finance is discontinued from winter term 2011/12. If already started, it can be finished until summer term 2012. It cannot be chosen in winter 2011/12 for the first time.

Specialisation Institution Economics and Economic Political Consulting

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Institution Economics and economic political consulting	Theory of Economic Policy	written exam/ Other Examination Requirements	6 CP	compulsory	12 CP
	Political Economy	written exam/ Other Examination Requirements	6 CP	elective	
	Constitutional Politics for the health care sector	written exam	6 CP	elective	
	Specific aspects of Economic Policy	written exam/ Other Examination Requirements	6 CP	elective	
	Current questions of Economic Policy	Paper/Presentation/ Other Examination Requirements	6 CP	elective	

Specialisation in Social Sciences

Specialisation Co-Operative Economics

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Co-Operative Economics	Introduction into Co-Operative Economics	written exam	6 CP	compulsory	12 CP
	Co-Operative Self-Help	written exam/Oral Exam	6 CP	elective	
	Current Issues in Cooperative Economics	written exam/ Other Examination Requirements	6 CP	elective	

Specialisation Sociology of the Media

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Sociology of the Media ³	Sociology of the Media I: 'Media Systems and Media Supply	Presentation/Paper	6 CP	elective	12 CP
	Sociology of the Media II: 'Media Use and Media Effects	Presentation/Paper	6 CP	elective	
	Sociology of the Media III: Mass Communication and Social Change in an International Comparison	Presentation/Paper	6 CP	elective	

This specialisation can only be chosen if sociology is part of the main or subsidiary subject or in combination with the specialisation Sociology.

Specialisation Political Science

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Political Science ⁴	Introduction to Political Theory and History of Ideas	written exam	6 CP	elective	12 CP
	Introduction into European Politics	written exam	6 CP	elective	
	Introduction to International Relations	written exam/ Other Examination Requirements	6 CP	elective	
	Introduction to Comparative Politics	written exam	6 CP	elective	
	Seminar on Foreign Policy	Presentation/Paper / Other Examination Requirements	4 CP	elective	
	Seminar on International Politics	Presentation/Paper / Other Examination Requirements	4 CP	elective	
	Seminar - Political Theory and History of Ideas	Presentation/Paper	4 CP	elective	
	Seminar - European Politics	Presentation/Paper	4 CP	elective	
Seminar - Comparative Politics	Presentation/Paper	4 CP	elective		

This specialisation can only be chosen if Political Science isn't part of the main subject Social Sciences or if the subsidiary subject is not Social Sciences.

Specialisation Social Policy

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Social Policy	Introduction into Social Policy	written exam	6 CP	compulsory	12 CP
	Social insurance and social state	written exam	6 CP	elective	
	Current Issues in Social Policy	written exam/ Other Examination Requirements	6 CP	elective	

Specialisation Sociology

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Sociology	Introduction to Sociology: Macrosociology	written exam	4 CP	compulsory	12 CP
	Introduction to Sociology: Microsociology	written exam	4 CP	compulsory	
	Introduction: Methods of The Social Sciences	written exam	4 CP	elective	
	Analysis of Social Structures	written exam	4 CP	elective	

This specialisation can only be chosen if Sociology isn't part of the main subject Social Sciences or if the subsidiary subject is not Social Sciences.

Specialisation Economic Geography

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Economic Geography	Main Features of Economic Geography	Case Study/ Presentation+Paper/ written exam	8 CP	compulsory	12 CP
	Seminar Economic Geography	Presentation/Paper	4 CP	compulsory	

Specialisation in Health Economics

Specialisation Evidence-based Medicine/Health Technology Assessment

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Evidence-based Medicine/ Health Technology Assessment	Clinical Trials: Basic Methodology	written exam	6 CP	elective	12 CP
	Clinical Trials: Applications	written exam	6 CP	elective	
	Health Technology Assessment: Basic Methodology	written exam	6 CP	elective	
	Health-Technology Assessment: Applications	written exam	6 CP	elective	

Specialisation in Mathematics and Computer Science

Specialisation Mathematics

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Mathematics	Optimization	written exam + Other Examination Requirements	9 CP	elective	12 CP
	Numerics I	written exam + Other Examination Requirements	9 CP	elective	
	ordinary differential equation	written exam + Other Examination Requirements	9 CP	elective	
	Stochastics I	written exam + Other Examination Requirements	9 CP	elective	
	Algebra	written exam + Other Examination Requirements	9 CP	elective	
	Theory of numbers	written exam + Other Examination Requirements	9 CP	elective	
	Basic Seminar Mathematics	Presentation	3 CP	compulsory	

Specialisation Theoretical Computer Science

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Theoretical Computer Science	Theoretical Computer Science I	written exam + Other Examination Requirements	9 CP	elective	12 CP
	Theoretical Computer Science II	written exam + Other Examination Requirements	9 CP	elective	
	Theoretical Computer Science III	written exam + Other Examination Requirements	9 CP	elective	
	Basic Seminar in Theoretical Computer Science	Presentation	3 CP	compulsory	

Interdisciplinary and further Specialisations

Specialisation Vocational Education

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Vocational Education	Vocational Pedagogy	written exam	8 CP	compulsory	12 CP
	Learning and Teaching at The Workplace	written exam	4 CP	compulsory	

This specialisation can only be chosen in combination with the main subject Business Administration.

Specialisation Health Economics

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
health Economics	Health Care System	Paper / written exam / Oral Exam	6 CP	compulsory P	12 CP
	Healthcare Management	written exam	6 CP	compulsory	

Specialisation Information Systems – Development

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Information Systems – Development	Database Systems *	written exam/Oral Exam/ Other Examination Requirements	6 CP	compulsory	12 CP
	Systems Analysis and Architecture *	written exam/Oral Exam/ Other Examination Requirements	6 CP	compulsory	

* The examination can be separated into partial tests. Type, number and extent are announced at least six weeks before the beginning of the semester. If the module Applied Econometrics has already been studied within the methods & related subjects, it cannot be chosen within the specialisation Quantitative Methods in Economics and Social Sciences.

Specialisation Information Systems – Management

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Information Systems – Management	Information Systems Management*	written exam/Oral Exam/ Other Examination Requirements	6 CP	compulsory	12 CP
	Decision Support Systems*	written exam/Oral Exam/ Other Examination Requirements	6 CP	elective	
	Management of Information Systems Project	written exam/Oral Exam/ Other Examination Requirements	6 CP	elective	
	Integrated Information Systems*	written exam/Oral Exam/ Other Examination Requirements	6 CP	elective	

* The examination can be separated into partial tests. Type, number and extent are announced at least six weeks before the beginning of the semester. If the module Applied Econometrics has already been studied within the methods & related subjects, it cannot be chosen within the specialisation Quantitative Methods in Economics and Social Sciences.

Specialisation International Management

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
International Management	International Management I	credit points acquired at an university abroad	6 CP	compulsory	12 CP
	International Management II	credit points acquired at an university abroad	6 CP	compulsory	

This specialisation can be studied at Universities abroad within cooperation agreements and implements the admission to an exchange programme.

A list of the accepted exchange programmes can be found on the notice tables of the International Relations Center of the Faculty of Management, Economics and Social Sciences.

Specialisation Special Aspects of Economics

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Special Aspects of Economics	Special Aspects of Economics I	credit points acquired at an university abroad	6 CP	compulsory	12 CP
	Special Aspects of Economics II	credit points acquired at an university abroad	6 CP	compulsory	

This specialisation can be studied at Universities abroad within cooperation agreements and implements the admission to an exchange programme.

A list of the accepted exchange programmes can be found on the notice tables of the International Relations Center of the Faculty of Management, Economics and Social Sciences.

Specialisation Special Aspects of Political Science

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Special Aspects of Political Science	Special Aspects of Political Science I	credit points acquired at an university abroad	6 CP	compulsory	12 CP
	Special Aspects of Political Science II	credit points acquired at an university abroad	6 CP	compulsory	

This specialisation can be studied at Universities abroad within cooperation agreements and implements the admission to an exchange programme.

A list of the accepted exchange programmes can be found on the notice tables of the International Relations Center of the Faculty of Management, Economics and Social Sciences.

Specialisation Special Aspects of Sociology

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Special Aspects of Sociology ⁸	Special Aspects of Sociology I	credit points acquired at an university abroad	6 CP	compulsory	12 CP
	Special Aspects of Sociology II	credit points acquired at an university abroad	6 CP	compulsory	

This specialisation can be studied at Universities abroad within cooperation agreements and implements the admission to an exchange programme.

A list of the accepted exchange programmes can be found on the notice tables of the International Relations Center of the Faculty of Management, Economics and Social Sciences.

Specialisation Quantitative Methods in Economics and Social Sciences

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Quantitative Methods in Economics and Social Sciences	Analysis of Multivariate Data	written exam / Oral Exam	6 CP	elective	12 CP
	Applied Econometrics ⁷	written exam / Oral Exam / Other Examination Requirements	6 CP	elective	
	Practice of Survey Research	written exam	6 CP	elective	
	Selected Quantitative Methods	written exam/Oral Exam/ Other Examination Requirements	6 CP	elective	

⁷ The examination can be separated into partial tests. Type, number and extent are announced at least six weeks before the beginning of the semester. If the module Applied Econometrics has already been studied within the methods & related subjects, it cannot be chosen within the specialisation Quantitative Methods in Economics and Social Sciences.

Specialisation Economic Psychology

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Economic Psychology	Introduction to psychology	written exam	8 CP	elective	8 CP
	Economic Psychology	written exam	8 CP	elective	
	Organisational Psychology	written exam	4 CP	elective	4 CP
	Psychology of Marketing and Advertising	written exam	4 CP	elective	
	The Psychology of Judgement and Decision Making	written exam	4 CP	elective	

This specialisation cannot be chosen in combination with the subsidiary subject Economic Psychology.

Specialisation Current Issues in Economic and Social Research

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Current Issues in Economic and Social Research	Current Issues in Economic and Social Research	Project/written exam/Oral Exam/ Other Examination Requirements	12 CP	compulsory	12

The examination can be separated into partial tests. Type, number and extent are announced at least six weeks before the beginning of the semester.

Specialisation Information Systems Quality

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
Information Systems Quality	Information Systems Quality	written exam/Oral Exam + Other Examination Requirements	12 CP	compulsory	12 CP

Specialisation The German Economic and Social System

Specialisation	Module	Type of exam	CP of the Module	compulsory / elective	Must CP
The German Economic and Social System	The German Economic and Social System I	written exam	6 CP	compulsory	12 CP
	The German Economic and Social System II	Paper/Presentation	6 CP	compulsory	

This specialisation can only be chosen with a non-German university entrance qualification.

Module descriptions

Modules A

Modul	Applied Econometrics		
Methods and related subjects Economics (4 CP)			
Number	44102	Workload	120 h
Leistungspunkte	4 CP	Recurrence Frequency	Jedes Wintersemester
Attendance	45 h	Independent Studies	75 h
Qualification	Application of Econometric methods		
Module is allocated to	B.Sc. Economics: compulsory module in Methods and related subjects		
Examination requirements	Written exam 60 minutes or oral exam 20 minutes		
Prerequisites for Admissions	Statistics A and Statistics B		
Courses	Lectures and exercises with a total of 3 SWS		
Language	German		
Learning Objectives	Students... ...apply econometric methods to data ...use econometric software		
Contents	<ul style="list-style-type: none"> • Multiple linear regression • Model selection • Analysis of qualitative data • Analysis of time series • Selected additional topics 		
Information about Teaching and Learning Methods	The course contains instructed practical computer exercises.		
Additional Information	Literature and further material can be found on ILIAS		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler Jun.-Prof. Dr. Hans Manner		
Specialisation Qualitative methods in Economics and Social Sciences (6 CP)			
Number	44102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every Winter Term (WS)
Attendance	45 h	Independent Studies	135 h
Qualification	Application of Econometric methods		
Module is allocated to	B.Sc. Business Administration, Economics, Social Sciences, Information Systems: elective Module in the specialisation Qualitative methods in Economics and Social Sciences		
Examination requirements	Combination of 60 minutes written exam <i>or</i> 20 minutes oral exam (70%) and Exercises/Tests/Projects (30%)		
Prerequisites for Admissions	Statistics A and Statistics B		
Courses	Lectures and exercises with a total of 3 SWS and an empirical project to be done independently		
Language	English		
Learning Objectives	Students... ...apply econometric methods to data ...use econometric software ...plan and perform an empirical project		

Contents	<ul style="list-style-type: none"> • Multiple linear regression • Model selection • Analysis of qualitative data • Analysis of time series • Selected additional topics
Information about Teaching and Learning Methods	The course contains instructed practical computer exercises.
Additional Information	Literature and further material can be found on ILIAS
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler Jun.-Prof. Dr. Hans Manner

Modules B

Module	Basic Seminar in Theoretical Computer Science		
Number	75101	Workload	90 h
Credit Points	3 CP	Recurrence Frequency	Every summer term
Attendance	20 h	Independent Studies	70 h
Qualifications	Best practice of scientific work and independent exploration of a field of knowledge		
Module can be allocated to	B.Sc. Information Systems: compulsory module within the specialisation Theoretical Computer Science		
Examination Requirements	The participant prepares a project report and/or term paper and gives an oral presentation.		
Prerequisites for Admission	Contents of the Programming Course, Foundations of Computer Science 1 and 2 and the Practical Course on Programming		
Courses	Introductory lectures on scientific work, independent work and oral presentations of the participants.		
Learning Objectives	The participants learn fundamentals and best practice of scientific work, are able to expand their knowledge in the area of computer science via independent work and to present their results in a convincing way.		
Contents	The proseminar is an introduction into scientific work. The participants get to know a specific field of computer science by developing a small project or term paper and presenting it to their peers.		
Information about Teaching and Learning Methods			
Additional Information			
Responsible Faculty Member	Institute for Computer Science		

Module	Business Ethics		
Number	29102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Reflection on ethical behavior in business		
Module can be allocated to	B.Sc. Business Administration, Economics, Social Sciences, Health Economics Information Systems: elective module within the specialisation Corporate Development, Organization, and Human Resources		
Examination Requirements	A written exam that lasts for 60 min		
Prerequisites for Admission	None		
Courses	Lectures and classes/seminars		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... identify essential parts of business ethics ... critically reflect their own role in a company ... develop visions of responsible behavior in business ... apply the learned material to concrete case studies 		
Contents	<ul style="list-style-type: none"> • Values and the "Good Life" • Ethics in the workplace: Promises and betrayals • Honesty and trust in business • Who gets what and why? Fairness and Justice • Is "The social responsibility of business... to increase its profits?" • Ethic aspects of accounting, finance and investment ethics • Ethics aspects of advertising, marketing, and sales • Whistle-blowing, company loyalty, and employee responsibility • Reciprocity, conflict of interest and corruption • Ethical aspects of leadership 		
Information about Teaching and Learning Methods	Interactive discussions of case studies		
Additional Information	<p>The courses of this module can be announced on short term notice before the start of the semester (see KLIPS).</p> <p>In general the courses of this module will be in English (see KLIPS).</p> <p>Required readings will be announced in KLIPS.</p> <p>The courses of this module will potentially be hold only in the first or in the second half of the semester (see KLIPS).</p>		
Responsible Faculty Member	Bernd Irlenbusch, Professor of Corporate Development and Business Ethics		

Modules C

Module:	Capital Investment and Financing		
Number:	01004	Workload	240 h
Credit Points:	6 CP	Recurrency Frequency	Every term
Attendance:	60 h	Independent Studies	180 h
Qualifications:	Business activities which require an analysis of capital investment and financing alternatives.		
Module is allocated to:	Bachelor Business Administration: elective module within the main subject Business Administration Bachelor Economics, Social Sciences: elective module within the subsidiary subject Business Administration Bachelor Health Economics: elective module within the subsidiary subject Economic Basics Bachelor Information Systems: elective module within the subject area Business Administration		
Examination Requirements:	Written exam lasting 60 minutes		
Prerequisites for Admission:	None		
Courses:	Lecture and exercise		
Language:	The courses will be held in German.		
Learning Objectives:	Students... ... learn how to evaluate capital budgeting using static and dynamic methods under certainty. ... consider chances and risks when applying different capital budgeting methods in order to analyse fundamental financial decisions. ... determine the capital necessary for given investment strategies. ... describe the different types of financing. ... estimate and discuss selected forms of financing. ... enhance their understanding of the concepts and skills. acquired in the lecture by solving problem sets and preparing case studies.		
Contents:	<ul style="list-style-type: none"> • Conceptual and decision-theoretical key questions • Capital budgeting methods under certainty • Perspective of capital budgeting methods under uncertainty • Debt financing • Self financing • Financial planning • Planning of capital requirements on a cash and balance basis • Risk-return-profile 		
Information about Teaching and Learning Methods:			
Additional Information:	Classes may be taught exclusively in the first or the second part of the term (see KLIPS). Required reading will be announced via KLIPS.		
Responsible Faculty Member:	Univ.-Prof. Dr. Thomas Hartmann-Wendels, General Business Administration, Bank Management; Univ.-Prof. Dr. Dieter Hess, General Business Administration, Corporate Finance; Univ.-Prof. Dr. Alexander Kempf, General Business Administration, Finance; Univ.-Prof. Dr. Heinrich Schradin, General Business Administration, Risk Management and Insurance		

Module	Channel Management		
Number	07001	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Usually every term
Attendance	60 h	Independent Studies	180 h
Qualifications	Management positions in marketing, sales, and distribution of manufacturing-, retailing-, and services companies.		
Module is allocated to	Bachelor Business Administration: elective module within the main subject Business Administration Bachelor Economics, Social Sciences: elective module within the subsidiary subject Business Administration Bachelor Health Economics: elective module within the subsidiary subject Economic Basics Bachelor Information Systems: elective module within the subject area Business Administration		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	The content of the module Marketing is required.		
Courses	Lecture, Tutorial, Student-led tutorial		
Language	The lectures, tutorials and student-led tutorials will be held in English. The language of the written exam is English.		
Learning Objectives	Students discuss the issues of market access using different market and distribution channels. ... systematise the options of channel design. ... describe the theoretical background of channel management. ... analyse channel performance. ... discuss the consequences of conflict between channel partners. ... systematise new (multiple and technology based) channel options.		
Contents	<ul style="list-style-type: none"> • Channel design process • Implementation and management of a channel design • Insights into specific channel institutions 		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements, including case studies, lectures, and discussions in class.		
Additional Information	The courses and exams of this module will potentially be hold only in the first or in the second half of the semester (see KLIPS). Relevant readings will be announced in class.		
Responsible Faculty Member	Univ.-Prof. Dr. Werner Reinartz, Seminar für Allgemeine Betriebswirtschaftslehre, Handel und Kundenmanagement (General Business Administration, Retailing and Customer Management)		

Module	Computer Science I		
Number	73002	Workload	270 h
Credit Points	9 CP	Recurrence Frequency	every summer term
Attendance	90 h	Independent Studies	180 h
Qualifications	Conceptual design, analysis and implementation of algorithms		
Module is allocated to	Bachelor Information Systems: compulsory module within the subject area Mathematics and Computer Science		
Examination Requirements	The examination takes place in written form and lasts two hours. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Prerequisites for Admission	Contents of the Programming Course		
Courses	Lectures and exercises		
Language	German		
Learning Objectives	The participants are able to design and implement elementary algorithms. Further, they know how to analyze their correctness and running time with respect to the underlying data structures..		
Contents	First, the course provides an introduction to the field of computer science and the construction and functionality of computers. Then, fundamental knowledge about algorithms and data structures is presented. The general design and analysis of algorithms is exemplified by sorting and searching techniques as well as elementary graph algorithms. The elementary data structures introduced cover, e.g., trees, graphs and union-find structures. It is also possible that preliminary graph algorithms are considered in the course.		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and self-responsible preparation of the exercises is mandatory.		
Additional Information			
Responsible Faculty Member	Institute for Computer Science		

Module	Computer Science II		
Number	73003	Workload	270 h
Credit Points	9 CP	Recurrence Frequency	every winter term
Attendance	90 h	Independent Studies	180 h
Qualifications	Knowledge of the logical basis of computations and their electronic realization as well as the theoretical foundations of computability and complexity		
Module is allocated to	Bachelor Information Systems: compulsory module within the subject area Mathematics and Computer Science		
Examination Requirements	The examination takes place in written form and lasts two hours. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Prerequisites for Admission	Contents of the Programming Course and Computer Science 1		
Courses	Lectures and exercises		
Language	German		
Learning Objectives	The participants earn profound background and application knowledge on fundamental topics of computer science, especially concerning its logical and theoretical basis.		
Contents	The first part of the lecture deals with encoding and decoding, Boolean functions and combinatorial/sequential circuits as the basis of computer architectures, followed by introductions to formal languages and their translation via compilers, as well as operating systems and computer networks. The concluding theoretical part provides an introduction to the foundations of computability and complexity theory.		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and self-responsible preparation of the exercises is mandatory.		
Additional Information			
Responsible Faculty Member	Institute for Computer Science		

Module		Concepts of Marketing Mix Management	
Number	24105	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every second to fourth term
Attendance	60 h	Independent Studies	120 h
Qualification	Management activities in marketing and sales in manufacturing, retailing, and service companies		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: compulsory module within the specialisation Marketing		
Examination requirements	Written exam lasting 60 min. (+ 10 min. for reading) Mid-term-exam possible		
Prerequisites for Admissions	Contents of the modules Marketing and Channel Management are expected.		
Courses	Lecture and exercise		
Language	The course is held in English.		
Learning Objectives	<p>Students</p> <ul style="list-style-type: none"> ... identify decision problems of product innovation, pricing, and communication ... develop and analyse strategies for brand management and new product introductions ... discuss pricing strategies and behavioral aspects of pricing ... evaluate the applicability of different communication tools ... apply theories in order to derive implications for the effects of pricing and communication ... learn different methods to determine optimal prices and marketing budgets 		
Contents	<ul style="list-style-type: none"> • Brand Management • Product Innovation • Pricing • Communication 		
Information about Teaching and Learning Methods			
Additional Information	<p>Block courses are possible. The course is complemented by regular guest lectures. Required and voluntary reading will be announced for every term in KLIPS.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Fischer, General Business Administration, Marketing and Market Research		

Module	Constitutional Politics for the health care sector		
Number	38001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (SS)
Attendance	45 h	Independent Studies	135 h
Qualifications	Working in the economic policy consulting field (ministries, research institutes, public institutions), media, associations, foundations, health insurances, institutions in the health sector		
Module is allocated to	Bachelor Economics, Bachelor Business Administration, Bachelor Social Sciences: elective module within the specialisation „Constitutional Economics and Economic Political Consulting“. Bachelor Health Economics: elective module within major subject: Basics in health Economics and Medicine		
Examination Requirements	Written exam		
Prerequisites for Admission	None. It is highly recommended to have studied “Principles of Microeconomics” (Grundzüge der Mikroökonomik) and “Principles of Macroeconomics” (Grundzüge der Makroökonomik).		
Courses	Lecture and exercise sessions (SS)		
Language	German		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... identify problems in the health care system and work out the need for regulation. ...develop criteria to evaluate different reform options. ...analyse the interaction between public and private insurances and the health care providers. ...analyse current political debates about reform options for the German health care system. ...discuss about these reform options and enhance their ability to take part in public discussions and reform debates. 		
Contents	<ul style="list-style-type: none"> ▪ Theoretical analysis of the health insurance market ▪ Institutional setting of the German health insurance market ▪ Theoretical analysis of the health care provision market ▪ Institutional setting of the German health care provision market ▪ Instruments of health policy ▪ Comparison of possible options for the organisation of a health care system 		
Information about Teaching and Learning Methods	Lecture and two-week exercise sessions		
Additional Information	This module is also module within the Bachelor Health Economics.		
Responsible Faculty Member	Dr. Steffen J. Roth & Prof. Achim Wambach, Ph.D. Accomplishment: Dr. Steffen J. Roth and academic staff of iwip.		

Module	Corporate Finance		
Number	21101	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Professional occupation in quantitatively-oriented departments of companies, banks and insurance companies, in particular in the field of finance and investment.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the Specialisation Finance I and II Bachelor Health Economics, Information Systems: elective module within the Specialisation Finance		
Examination Requirements	Written exam: 60 min		
Prerequisites for Admission	none		
Courses	Lecture and exercise (Summer term)		
Language	English		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... discuss the applicability of financial statement analysis in financial valuations, e.g. liquidity analysis. ... examine the effects of capital spending and financial decisions on financial ratios and cost of capital. ... apply techniques of financial planning to generate cash flow forecasts as an input for company valuation. ... identify different company valuation models and analyze their applicability under real world conditions. 		
Contents	<ul style="list-style-type: none"> • Financial management • Valuation of a company • Financing strategy • Cost of capital • Value-based capital spending policy 		
Information about Teaching and Learning Methods	Lecture, tutorial		
Additional Information	Classes may be given exclusively during the first or the second part of the term (refer to KLIPS). Class dates may be announced via KLIPS shortly before the start of the term. Required reading will be announced via KLIPS.		
Responsible Faculty Member	Univ.- Prof. Dr. Dieter Hess, General Business Administration, Corporate Finance		

Module	Current Issues in Business Taxation		
Number	19201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Insight into current business taxation topics and problems		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Business Taxation		
Examination Requirements	Written exam <i>or</i> other examination		
Prerequisites for Admission	None		
Courses	Lecture, exercise and/or seminar		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students describe, interpret and analyse selected issues and topics in business taxation.		
Contents	<ul style="list-style-type: none"> • Alternate contents relevant to current and selected topics and problems in business taxation 		
Information about Teaching and Learning Methods			
Additional Information	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module can be held by a lecturer and can take place as block course. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Norbert Herzig, General Business Administration, Business Taxation		

Module	Current Issues in Cooperative Economics		
Number	37102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Advanced knowledge about selected forms of cooperative self-help in selected fields. Competence regarding activities in cooperative and quasi-cooperative organisations and organisations in the field of international development cooperation.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics: elective module within the specialisation Cooperative Economics Bachelor Regional Studies East and Central Europe, Latin America: elective module within the subsidiary subject Social Sciences		
Examination Requirements	Written exam lasting 60 min <i>or</i> other examination		
Prerequisites for Admission	None		
Courses	Lecture and exercise or seminar		
Languages	German or in English		
Learning Objectives	Students Elaborate selected questions in Cooperative Economics ... Discuss different approaches in Cooperative Economics ... Discuss methods and operational sequences in Cooperative Economics ...		
Contents	<ul style="list-style-type: none"> • Alternate contents relevant to current and selected topics and problems in cooperative economics 		
Information about Teaching and Learning Methods			
Additional Information	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). Courses can be held in English (see KLIPS)		
Responsible Faculty Member	Univ.-Prof. Dr. Hans J. Rösner, Cooperative Studies , (until Winter term 2011/12) Univ.-Prof. Dr. Frank Schulz-Nieswandt, Cooperative Studies (from Summer term 2012)		

Module	Current Issues in Corporate Development, Organisation and Human Resources		
Number	29101	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Insight into current corporate development, organisation and human resources topics and problems		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Corporate Development, Organisation and Human Resources		
Examination Requirements	Written exam <i>or</i> other examination		
Prerequisites for Admission	None		
Courses	Lecture, exercise and/or seminar		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... Elaborate selected questions in Corporate Development, Organisation and Human Resources ... Discuss methods and operational sequences in Corporate Development ... Systematise methods and design parameter n Human Resource Management ... 		
Contents	<ul style="list-style-type: none"> • Alternate contents relevant to current and selected topics and problems in corporate development, organisation and human resources 		
Information about Teaching and Learning Methods			
Additional Information	<p>Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module can be held by a lecturer and can take place as block course.</p> <p>Required reading will be announced at the beginning of the term.</p>		
Responsible Faculty Member	<p>Jun.-Prof. Dr. Torsten Biemann, General Business Administration, Human Resource Management; Univ.-Prof. Dr. Mark Ebers, General Business Administration, Corporate Development and Organization; Univ.-Prof. Dr. Bernd Irlenbusch, General Business Administration, Corporate Development and Business Ethics</p>		

Module	Current Issues in Economics and Business History		
Number	51102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Evaluation and classification of economic issues on the basis of historical facts and analyses; finding solutions for economic issues arising in companies or political institutions		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the specialisation Economic and Business History		
Examination Requirements	Written exam lasting 90 min <i>or</i> paper		
Prerequisites for Admission	None		
Courses	Lecture or seminar		
Languages	The courses can be held in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... outline determinants of economic and social change in Europe and Germany. ... analyse the development of the major European economies in comparison to the German case. ... examine central aspects of economic development in the modern world. 		
Contents	<ul style="list-style-type: none"> • Current literature and issues in Economic and Business History 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Burhop, Economic and Business History		

Module	Current Issues in Energy Economics		
Number	35102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Insight into current energy economic topics and first preparation for activities in companies, consultancies, associations, public authorities and in the area of energy industry.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the specialisation Energy Economics		
Examination Requirements	Written exam lasting 60 min <i>or</i> presentation (1/3) and paper (making up 2/3 of the final mark) <i>or</i> oral exam lasting 15-45 min		
Prerequisites for Admission	None		
Courses	Lecture or seminar		
Languages	The course can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... understand and analyse the relevant questions and problems of energy economics and energy policy. ... Explain implications of decisions in the area of energy Economics related to the corporate as well as the political environment and are able to reflect them critically ... Contrast the interests of different Stakeholders ... Examine the transmission of Economic theories to current issues in Energy Economics and Energy Politics ... 		
Contents	<ul style="list-style-type: none"> • Current questions in energy economics • Important topics of energy policy 		
Information about Teaching and Learning Methods			
Additional Information	<p>The courses will be held every week during the lecture period or takes place as block course.</p> <p>The teaching sessions will be announced on the verge of the beginning of the lecture period (see KLIPS).</p> <p>Required reading will be announced at the beginning of the term.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge, Economics; PD Dr. Dietmar LindenbergerEnergy Economics		

Module	Current Issues in Finance I		
Number	21104	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	On successful completion, students will have acquired the conceptual foundations and analytical skills to pursue a career in corporate treasury, banking, and insurance.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the Specialisation Finance I Bachelor Health Economics, Information Systems: elective module within the Specialisation Finance		
Examination Requirements	Written exam lasting 60 min or other examination form		
Prerequisites for Admission	None		
Courses	Lecture and exercise or seminar		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students learn to make qualified contributions to current issues in finance.		
Contents	<ul style="list-style-type: none"> • Current issues in the area of financial markets, corporate finance, and financial institutions 		
Information about Teaching and Learning Methods			
Additional Information	Class dates will be announced via KLIPS shortly before the start of the term. Required reading will be announced via KLIPS. Classes may be taught exclusively in the first or the second part of the term (refer to KLIPS).		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, General Business Administration, Bank Management; Univ.-Prof. Dr. Dieter Hess, General Business Administration, Corporate Finance; Univ.-Prof. Dr. Alexander Kempf, General Business Administration, Finance; Univ.-Prof. Dr. Heinrich Schradin, General Business Administration, Risk Management and Insurance		

Module	Current Issues in Finance II		
Number	21201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	On successful completion, students will have acquired the conceptual foundations and analytical skills to pursue a career in corporate treasury, banking, and insurance.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the Specialisation Finance I Bachelor Health Economics, Information Systems: elective module within the Specialisation Finance		
Examination Requirements	Written exam lasting 60 min or other examination form		
Prerequisites for Admission	None		
Courses	Lecture and exercise or seminar		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students make qualified contributions to current issues in finance. ... Discuss methods and operational sequences in Finance		
Contents	<ul style="list-style-type: none"> • Current issues in the area of financial markets, corporate finance, and financial institutions 		
Information about Teaching and Learning Methods			
Additional Information	Class dates will be announced via KLIPS shortly before the start of the term. Required reading will be announced via KLIPS. Classes may be taught exclusively in the first or the second part of the term (refer to KLIPS).		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, General Business Administration, Bank Management; Univ.-Prof. Dr. Dieter Hess, General Business Administration, Corporate Finance; Univ.-Prof. Dr. Alexander Kempf, General Business Administration, Finance; Univ.-Prof. Dr. Heinrich Schradin, General Business Administration, Risk Management and Insurance		

Module	Current Issues in Information Systems		
Number	71105	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Insight into current information systems topics and problems		
Module is allocated to	Bachelor Information Systems: elective module within the main subject Information Systems		
Examination Requirements	Written exam <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture, exercise and/or seminar by a lecturer		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students describe, interpret and analyse selected issues and topics in information systems.		
Contents	<ul style="list-style-type: none"> • Current and selected topics and problems in information systems 		
Information about Teaching and Learning Methods			
Additional Information	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module will be held by a lecturer and can take place as block course. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. Ulrich Derigs, Seminar für Wirtschaftsinformatik und Operations Research (Information Systems and Operations Research); Univ.-Prof. Dr. Werner Mellis, Seminar für Wirtschaftsinformatik und Systementwicklung (Information Systems and System Development); Univ.-Prof. Dr. Detlef Schoder, Seminar für Wirtschaftsinformatik und Informationsmanagement (Information Systems and Information Management)		

Module	Current Issues in Marketing		
Number	24103	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Insight into current marketing topics and problems		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Marketing		
Examination Requirements	Written exam 60 min. (+10 min reading time), mid-term exam possible		
Prerequisites for Admission	knowledge of the content of the Module "Marketing"		
Courses	Lecture, exercise		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... interpret and analyse selected issues and topics in marketing. ... Describe methods and operational sequences in marketing ... Systematise selected instruments of Marketing-Mix and explain theories and methods 		
Contents	<ul style="list-style-type: none"> • Current Issues in Marketing 		
Information about Teaching and Learning Methods			
Additional Information	<p>Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module can be held by a lecturer and can take place as block course.</p> <p>Required reading will be announced at the beginning of the term.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Fischer, General Business Administration, Marketing and Marketing Research		

Module	Current Issues in Media Economics		
Number	15202	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Insight into current media economics topics and and problems		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Media Economics Bachelor Media Sciences: compulsory module within Economy and Sociology of Media		
Examination Requirements	Written exam <i>or</i> other examination		
Prerequisites for Admission	None		
Courses	Lecture, exercise and/or seminar		
Languages	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students recognise selected issues and topics in media economics. ... analyse economic coherences and problems in Media Economic ... contrast the interests of different Stakeholders ... examine the transfer of economic theories to issues in media economics		
Contents	<ul style="list-style-type: none"> • Alternate contents relevant to current and selected topics and problems in media economics 		
Information about Teaching and Learning Methods			
Additional Information	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module can be held by a lecturer and can take place as block course. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	N.N., Economics		

Module	Current Issues in Political Science		
Number	05109	Workload	180 h
Credit Points	4 CP	Recurrence Frequency	Irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Students will acquire skills and capabilities to analyse key issues and problems of political science on the basis of sound theoretical and methodological knowledge.		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences, group Sociology Bachelor Economics: elective module within the subsidiary subject Social Sciences, group Sociology Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subject Social Sciences		
Examination Requirements	Written exam lasting 90 min <i>or</i> presentation (passed/failed) and seminar paper (graded) <i>or</i> oral exam lasting 20 min <i>or</i> case study <i>or</i> other form of examination		
Prerequisites for Admission	None		
Courses	Lecture or seminar		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students identify and understand relevant issues and problems of political science and analyse them in theoretically and methodologically adequate ways. ... apply theories and methods of political science in empirical investigations and scrutinize them critically. ... discuss and critically reflect their research results.		
Contents	<ul style="list-style-type: none"> • Political Theory and History of Political Ideas • Comparative Politics • European Politics • International Relations 		
Information about Teaching and Learning Methods	E-Learning material may be made available (in ILIAS).		
Additional Information	The courses of this module can be announced on short term notice before the start of the semester (see KLIPS). Required readings will be announced in KLIPS. The courses of this module will potentially be hold only in the first or in the second half of the semester (see KLIPS).		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Jäger, Univ.-Prof. Dr. André Kaiser, Univ.-Prof. Dr. Wolfgang Leidhold, Univ.-Prof. Dr. Wolfgang Wessels, Political Science		

Module	Current Issues in Social Policy		
Number	41102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Advanced knowledge about selected fields of social protection. Competence regarding activities in national and international institutions of social security.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics: elective module within the specialisation Social Policy Bachelor Regional Studies East and Central Europe, Latin America: elective module within the subsidiary subject Social Sciences		
Examination Requirements	Written exam lasting 60 min or other examination		
Prerequisites for Admission	None		
Courses	Lecture and exercise or seminar		
Languages	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students analyse current issues and topics in the field of social policy. ... discuss different approaches of Social Policy and Social Security ... identify problems in Social Policy and Social Security		
Contents	<ul style="list-style-type: none"> • Alternate contents relevant to current and selected topics and problems in social policy 		
Information about Teaching and Learning Methods			
Additional Information	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS).		
Responsible Faculty Member	Univ.-Prof. Dr. Hans J. Rösner, Seminar für Genossenschaftswesen (until Winter term 2011/2012) Univ.-Prof. Dr. Frank Schulz-Nieswandt, Department of Cooperative System Studies (from Summer term 2012)		

Module	Current Issues in Sociology		
Number	05109	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Ability to analyse current issues and problems of social inequality and social change on the basis of sociological theories and methods		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences, group Sociology Bachelor Economics: elective module within the subsidiary subject Social Sciences, group Sociology Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subject Social Sciences		
Examination Requirements	Written exam lasting 90 min or presentation and paper		
Prerequisites for Admission	None		
Courses	Lecture or exercise or seminar		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students recognise and understand sociologically relevant questions and problems and adequately solve them. ... use sociological theories and methods as instruments for diagnoses of the present. ... recognise and understand the complexities of social dependencies and learn to assess the direct and indirect consequences of social events and interventions.		
Contents	<ul style="list-style-type: none"> • Social change • Social inequality • Sociological theories • Methods of empirical social research 		
Information about Teaching and Learning Methods	Lecture with integrated group work and discussion or Student presentations, discussion and interpretation of readings in class		
Additional Information	The module session(s) may be announced on short notice prior to the beginning of the course (see KLIPS). Registration for the course is possible on KLIPS only. The registration for the exam must take place at the respective examination office. Required readings will be announced on KLIPS or the first session. The sessions may be held in the first or second half of the semester only (see KLIPS). A prepared reader will be made available for independent studies.		
Responsible Faculty Member	Prof. Dr. Karsten Hank,, Sociology		

Module	Current questions of Economic Policy		
Number	15301	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (WS)
Attendance	30 h	Independent Studies	150 h
Qualifications	Working in the economic policy consulting field (ministries, research institutes, public institutions), media, associations, foundations		
Module is allocated to	Bachelor Economics, Bachelor Business Administration, Bachelor Social Sciences: elective module within the specialisation "Constitutional Economics and Economic Political Consulting".		
Examination Requirements	Essay /Presentation/ other (see announcement)		
Prerequisites for Admission	<p>"Principles of Microeconomics" (Grundzüge der Mikroökonomik), "Principles of Macroeconomics" (Grundzüge der Makroökonomik), "Economic Policy" (Allgemeine Wirtschaftspolitik). Successful participation in the module "Theory of Economic Policy". Exception in WS 2011/2012: The seminar is open for students who have already got credit points within the specialisation "Economic Policy and Public Finance" (Wirtschaftspolitik und öffentliche Finanzen). They can choose this module without having successfully completed the module "Theory of Economic Policy".</p>		
Courses	Seminar (Winter term)		
Language	German		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... analyse an area of economic policy, learn to develop an independent academic analysis. ... study the relevant literature. ... apply their knowledge to a current problem of economic policy. ... evaluate different reform options. ... reflect critically and independently the relevant literature. ... acquire experience in researching literature, enhance their ability to work methodically. ... conceive and write an essay. ... analyse current reform options. ... prepare and hold independently a presentation and discuss the relevant questions in the group. 		
Contents	Depending on the current relevant questions in the field of economic policy.		
Information about Teaching and Learning Methods	Students interested in writing their final thesis about an issue of economic policy are recommended to take part in the seminar.		
Additional Information	Please pay attention to the announcements on the homepage of the Institute for Economic Policy: http://www.iwp.uni-koeln.de/		
Responsible Faculty Member	Dr. Steffen J. Roth & Prof. Achim Wambach, Ph.D. Accomplishment: Dr. Steffen J. Roth and academic staff of iwp / guest scientists.		

Module	Current Topics in Media Management		
Number	25102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	In-depth insights into selected, current media and technology management topics		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Media Management		
Examination Requirements	KL/MP/RE/sp (weights vary in the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... analyse current issues and topics in the field Media Management. ... discuss different approaches of Media Management ... identify problems in Media Management 		
Contents	<ul style="list-style-type: none"> • Details differ from semester to semester 		
Information about Teaching and Learning Methods	A mixture of lecturing, group work, and interactive elements.		
Additional Information	www.mtm.uni-koeln.de		
Responsible Faculty Member	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., Media and Technology Management		

Name	Current Topics in Supply Chain Management / Supply Chain Academy		
ID	27104	Workload	180 h
Credit Points	6 CP	Cycle	Winter term (Block)
Presence	60 h	Independent Studies	120 h
Qualification	The ability to plan, optimize and manage complex supply chains.		
Course is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Supply Chain Management		
Exam modalities	Written exam: 60-90 minutes, short presentation on a selected SCM topic in class and class participation		
Admission requirement	Successful completion of the course "Operations Management"		
Courses	Lecture and tutorial Supply Chain Academy (winter term)		
Skills	<p>The students ...</p> <ul style="list-style-type: none"> ... apply concepts to plan, steer and optimize global supply chains ... identify common problems in a supply chain (such as the bullwhip effect) and develop counter measures ... critically reflect modern collaboration concepts and assess their feasibility and implementation hurdles ... get familiar with the success factors of a supply chain transformation ... get to know the dynamics of a supply chain by taking the role of a supply chain manager in a touch and feel game 		
Content	<ul style="list-style-type: none"> • Inventory and demand management • Supply chain configuration und design of logistics networks • Lean management in supply chains • Supply chain collaboration • Supply chain transformation 		
Teaching and Learning Methods	The course will be held in English. The students will apply the above-mentioned concepts to real-life situations by means of case studies and games. Examples from practice and external lecturers will demonstrate how companies successfully apply supply chain management.		
Further information	Required readings will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Ulrich W. Thonemann in cooperation with a guest lecturer		

Modules E

Module	Economic Policy		
Number	08001	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Every term
Attendance	60 h	Independent Studies	180 h
Qualifications	Conceptional work and consulting at institutions responsible for economic-political decisions and conceptional work for research institutes.		
Module is allocated to	Bachelor Economics: elective module within the main subject Economics Bachelor Business Administration, Social Sciences: elective module within the subsidiary subject Economics Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subsidiary subject Economics		
Examination Requirements	Written exam, 90 minutes		
Prerequisites for Admission	Introductory Microeconomics Introductory Macroeconomics		
Courses	Lecture and exercise sessions		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students analyse perfect and imperfect markets by means of simple static models. ... analyse problems of economic policy and welfare policy by means of dynamic models. ... transfer theoretical concepts to applied problems in economic policy. ... question and evaluate economic policy measures with their newly learned background in theory of economic policy. ... discuss current problems in economic policy.		
Contents	<ul style="list-style-type: none"> • Efficiency • Risk theory • Social welfare functions • Distribution • Market failure, in particular asymmetric information • Life cycle models • Social insurances (retirement, unemployment, health) • Current discussion in economic policy 		
Information about Teaching and Learning Methods	Exercise in team work		
Additional Information	Lecture notes in English		
Responsible Faculty Member	Univ.-Prof. Dr. Alexander Ludwig, Center for Macroeconomic Research (CMR)		

Module	Economic Psychology		
Number	52017	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Every summer term
Attendance	60 h	Independent Studies	180 h
Qualifications	Knowledge of concepts and empirical findings in economic psychology.		
Module is allocated to	Bachelor Social Sciences: elective module within the subsidiary subject Social Psychology Bachelor Business Administration, Economics, Health Economics, Information Systems: elective module within the specialisation Economic Psychology Bachelor Regional Studies East and Central Europe, Latin America: elective module within the subsidiary subject Social Sciences		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture (Summer term)		
Language	The lecture will be held in English.		
Learning Objectives	Students describe and sketch fundamental theories in economic psychology. ... discuss empirical methods and findings in the area of economic psychology. ... Realise and define the development of economic psychology research ... Adopt theoretic and empirical findings in an economical context		
Contents	<ul style="list-style-type: none"> Theories and empirical findings in economic psychology, e.g., consumer behavior, advertising, leadership, tax compliance, investment 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in the introductory session.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer; Univ.-Prof. Dr. Erik Hölzl, Economic and Social Psychology		

Module	Energy and Environmental Economics		
Number	35001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualification	Students get prepared for an academic career, activities in consulting, associations, administrations and many more in the energy industry		
Module is allocated to	BA Business Administration, BA Economics, BA Social Sciences: elective module within the energy economics specialisation		
Examination requirements	Written exam (60 minutes)		
Prerequisites for Admissions	Students are expected to have completed at least one module in microeconomics. Basic understanding of industrial economics is recommended.		
Courses	Lecture and exercise course (WS)		
Language	Courses will be held in English		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... become acquainted with the technical and economical fundamentals of the energy industry ... understand the structure of an energy balance ... familiarise themselves with the fundamental concepts and models of the economics of non-renewable resources. ... analyse the importance of capital investment and technical progress in the energy sector for the availability of energy resources. ... analyse the development of global energy consumption and energy-related emissions ... analyse international instruments for climate protection from the economic point of view 		
Contents	<ul style="list-style-type: none"> • Technical background • Energy balances • Energy resources • Development of global energy consumption • Instruments for climate protection 		
Additional Information	The courses will be held every week during the lecture period. Required reading will be announced at the beginning of the term. This module is equivalent to the former module "Grundlagen der Energiemärkte"		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge, Department of Economics		

Module	Energy Markets and Regulation		
Number	35002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualification	Students get prepared for an academic career, activities in consulting, associations, administrations and many more in the energy industry		
Module is allocated to	BA Business Administration, BA Economics, BA Social Sciences: elective module within the energy economics specialisation		
Examination requirements	Written exam (60 minutes)		
Prerequisites for Admissions	Students are expected to have completed at least one module in microeconomics. Basic understanding of industrial economics is recommended.		
Courses	Lecture and exercise course (Summer term)		
Language	Courses will be held in English		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... become acquainted with the technical and economical fundamentals of the energy industry ... gain an insight into the structure of power markets ... will be able to understand the development of prices on power markets ... analyse the fundamentals of different levels of the power system value chain ... discuss price and volume of international energy supply and demand ... analyse the economics of transmission networks ... discuss different types of government intervention and regulation of energy transmission systems 		
Contents	<ul style="list-style-type: none"> • Technical background • Energy markets • Power system economics • Transmission networks • Regulation 		
Additional Information	The courses will be held every week during the lecture period. Required reading will be announced at the beginning of the term. This module is equivalent to the former module "Grundlagen der Energiepolitik"		
Responsible Faculty Member	Prof. Dr. Felix Höffler, Institute of Energy Economics		

Modules G

Module	Governance and International Relations - A Perspective of Economic Geography		
Number	05205	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Application-oriented and multidisciplinary preparation for activities in economy, administration, organisations, associations and media in a German, European and international environment.		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences - Group Integrative Social Sciences - Subgroup Governance and International Relations		
Examination Requirements	Presentation (making up 30% of the final mark) and paper (making up 70% of the final mark)		
Prerequisites for Admission	32 credit points in the main subject Social Sciences Methods of Social Sciences and related areas		
Courses	Seminar (Summer term)		
Language	The seminar will be held in English.		
Learning Objectives	<p>Students...</p> <p>... analyse site-specific processes of decision-making in an international, transnational and supranational context.</p> <p>... identify different international management types and effectiveness of regional processes.</p> <p>establish a connection between different subjects and disciplines at a specific, theoretical, methodological and empirical level.</p>		
Contents	<ul style="list-style-type: none"> • Locations and regions of world economy • Approaches and perspectives of the Economic and Social Geography • Regional structures, institutions and actors operating on an international, transnational and supranational level of decision-making • Current issues related to regional development in Europe 		
Information about Teaching and Learning Methods	Students actively participate in the seminar, discussion after the presentations		
Additional Information	Required reading will be announced at the beginning of the term		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Lehrstuhl für Wirtschafts- und Sozialgeographie (Economic and Social Geography)		

Modules H

Module	Human Resource Management		
Number	26005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualification	Positions in human resource management; general management		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Corporate Development, Organisation and Human Resources		
Examination requirements	Written exam lasting 60 min and coursework.		
Prerequisites for Admissions	None		
Courses	Lecture and exercise (Summer term)		
Language	Courses will be held in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... state different theoretical approaches to managing human resources. ... analyse different methods of personnel selection and assess empirical evidence on their usefulness. ... analyse different methods of personnel development and job design and evaluate their advantages and disadvantages. ... discuss real decision problems in human resource management. 		
Contents	<ul style="list-style-type: none"> • Theoretical approaches to human resource management • Personnel selection • Personnel development • Personnel controlling and compensation • Contextual factors of organizations' human resource management 		
Information about Teaching and Learning Methods	Discussion of case studies and video cases.		
Additional Information	Relevant readings will be announced in class.		
Responsible Faculty Member	Jun.-Prof. Dr. Torsten Biemann, Seminar of Personnel Economics and Human Resource Management		

Modules I

Module	Information Systems in Practice: Internship with scientific Guidance		
Number	71201	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Irregular
Attendance	If required	Independent Studies	240 h
Qualifications			
Module is allocated to	Bachelor Information Systems: elective module within the subject area Business Administration		
Examination Requirements	Written internship report		
Prerequisites for Admission	None		
Courses			
Language	The internship report can be written in German or in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn to cope with the company context. ... implement appropriate instruments to accomplish the assigned tasks and adjust the implementation with the context. ... reflect their success/progress during the task fulfilment and adjust the instruments and working methods if necessary. ... process and describe their practical experiences in a structured way. 		
Contents	<p>In the run-up to the internship the students should contact one of the three Information Systems Departments to agree about the contents of the internship.</p> <p>An internship report has to be written at the end of the internship, which will be basis for the assessment.</p>		
Information about Teaching and Learning Methods			
Additional Information	The internship should not take place before the third term.		
Responsible Faculty Member	<p>Univ.-Prof. Dr. Dr. Ulrich Derigs, Information Systems and Operations Research;</p> <p>Univ.-Prof. Dr. Werner Mellis, Information Systems and System Development;</p> <p>Univ.-Prof. Dr. Detlef Schoder, Information Systems and Information Management</p>		

Module	Information Systems Management		
Number	71003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualification	Knowledge and understanding of selected issues in information systems management.		
Module is allocated to	Bachelor Information Systems: elective module Bachelor Business Administration, Economics, Social Sciences, Health Economics: compulsory module within the specialisation Information Systems – Management Bachelor Business Administration, Economics, Social Sciences, Health Economics: elective module within the specialisation Media Management		
Examination requirements	Written exam lasting 90 min <i>or</i> oral exam <i>or</i> a combination of a written exam lasting 90 min <i>or</i> an oral exam and activities during the exercise/tests/projects		
Prerequisites for Admissions	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	Students ... evaluate the importance of application and information systems for enterprises, administration and private areas of life. ... analyse and shape entrepreneurial decisions from an information economy perspective. ... discuss fundamentals of information management. ... classify recent developments in technology and assess their potential for performing tasks in the business context. ... apply concepts for analyzing and structuring to case studies. ... evaluate practical examples of enterprises and competition from the fields of Electronic Commerce and Electronic Business.		
Contents	<ul style="list-style-type: none"> • Information systems as a scientific domain • Strategic importance of information systems • Business process integration within and between business units • Electronic Commerce and Electronic Business • CSCW • IT Security • Ethical, social and political aspects • Information goods • Business Process Reengineering • Internet of Things 		
Information about Teaching and Learning Methods			
Additional Information	Mandatory reading: Laudon, K.; Laudon, J.; Schoder, D.: Wirtschaftsinformatik – eine Einführung, Pearson Verlag, 2010.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Schoder, Information Systems and Information Management		

Module	Information Systems Quality		
Number	75601	Workload	360 h
Credit Points	12 CP	Recurrence Frequency	Every second term (Summer Term)
Attendance	60 h	Independent Studies	300 h
Qualification	Plan, monitor, perform, and evaluate quality applied measures within the development of information systems		
Module is allocated to	B.Sc. Information Systems: compulsory module within the specialisation Quality of Information Systems		
Examination requirements	Combination of written exam lasting 90 minutes or oral exam and presentation		
Prerequisites for Admissions	None		
Courses	Lecture, exercise, and seminar		
Language	Course can be held in English language		
Learning Objectives	<p>Students</p> <ul style="list-style-type: none"> ... understand the economic relevance of quality in information systems. ... understand the relevance of requirements engineering with regard to the satisfaction of quality expectations of the most important stakeholders. ... acquire broad knowledge in methods of constructive and analytical quality assurance. ... are aware of the tasks and challenges of the management of quality assurance. ... apply the methods of quality assurance to sample programs autonomously. ... design and analyze quality assurance plans. ... gather experience in searching, interpreting, systemizing, writing, and presenting material for a scientific paper on a limited subject. ... gather experience in the disputation of their presentation and in the critical discussion of their fellow students' papers. 		
Contents	<ul style="list-style-type: none"> • Economic relevance of quality • Requirements and Requirement Engineering • Stakeholders of a system • Quality models • Functional test methods • Structural test methods • Static inspection methods • Proofs of properness • Quantitative methods • Management of quality assurance 		
Information about Teaching and Learning Methods	Exercises require autonomous preparation of contents from required readings. The seminar consists of presentations and their discussion. The presentations are prepared as written papers under supervision.		
Additional Information	Required reading will be announced each term.		
Responsible Faculty Member	Prof. Dr. Ali Sunyaev, Juniorprofessorship of Information Systems and Information Systems Quality		

Module	Integrated Information Systems		
Number	71004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualification	Knowledge and understanding of ERP system acquisition, evaluation and use		
Module is allocated to	Bachelor Information Systems: compulsory module Bachelor Business Administration, Economics, Social Sciences, Health Economics: elective module within the specialisation Information Systems – Management		
Examination requirements	Written exam lasting 90 min <i>or</i> oral exam <i>or</i> a combination of a written exam lasting 90 min or an oral exam and activities during the exercise/tests/projects		
Prerequisites for Admissions	None		
Courses	Lecture and exercise (Summer term)		
Language	The courses will be held in German.		
Learning Objectives	Students ... gain deeper insights into application areas and potential of integrated information systems. ... understand problems and implications of the implementation process. ... learn about acquisition, evaluation and use of integrated information systems.		
Contents	<ul style="list-style-type: none"> • Integrated Informations Systems • Strategic Management of Information Systems • Business Process Reengineering • Enterprise Resource Planning (ERP) • ERP Life Cycle • Supply Chain Management • Service Oriented Architecture (SOA) • Enterprise Architecture Management 		
Information about Teaching and Learning Methods	Selected readings have to be prepared beforehand, and the degree to which students have accomplished this preliminary work is subject to examination. During classes, students will work on case studies and solve problems in groups, to be presented to the fellow students. The presented solutions will be analysed and discussed in the plenum.		
Additional Information	Required reading will be announced every term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Schoder, Information Systems and Information Management		

Module	International Accounting and Taxation		
Number	19601	Workload	360 h
Credit Points	12 CP	Recurrence Frequency	Every term
Attendance	90 h	Independent Studies	270 h
Qualifications	Applications oriented knowledge of financial statement analysis and security valuation. Comprehension of fundamental structural components of (income) tax systems. Application to international transactions from a German company and individual perspective.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: compulsory module within the specialisation International Accounting and Taxation		
Examination Requirements	Written exam lasting 120 min		
Prerequisites for Admission	None		
Courses	Lecture and tutorial: Financial Statement Analysis and Security Valuation (each 90 min) and Lecture/tutorial: Fundamentals in International Taxation (90 min) Each winter term the courses take place in the first half of the term. The weekly contact hours are doubled. Each summer term the courses either take place in the second half of the term with contact hours doubled or the courses are hold weekly during the entire term		
Languages	All lectures and tutorials as well as the written exam take place in English language.		
Learning Objectives	Students acquaint themselves with important technical terms in English language. ... learn to use relevant legal sources (laws, international treaties, accounting standards). ... discuss tax avoidance schemes and the prescriptions established to impede those schemes. ... are able to identify and analyze structural elements of most tax systems. ... evaluate the tax consequences of international economic activities of individuals and companies. ... get to know the reasons for international double taxation and learn basic methods that provide relief from double taxation ... apply the acquired knowledge to selected practical case studies. ... analyze business models with the help of financial statements from an investor perspective. ... forecast pro-forma financial statements. ... apply accounting oriented valuation-methods to evaluate companies, business units and strategic projects. ... scrutinize the performance and limits of simplifying business valuation models.		
Contents	<ul style="list-style-type: none"> • Connecting factors for tax liability • Determination of (corporate) income tax basis • Anti-avoidance rules • Purpose and structure of double tax treaties • Financial statement and strategy analysis • Business valuation • Case studies 		
Information about Teaching and Learning Methods			
Additional Information	Required readings will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Norbert Herzig, General Business Administration, Business Taxation; Jun.-Prof. Dr. Sönke Sievers, Accounting Area, Univ.-Prof. Dr. Christoph Kuhner, , General Business Administration, Auditing; Univ.-Prof. Dr. Carsten Homburg, General Business Administration, Controlling		

Module	International Economics		
Number	08005	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Every term
Attendance	60 h	Independent Studies	180 h
Qualifications	Prerequisite for further studies in the area of international economics. Qualifies students for activities in or for multilateral organizations, research institutes or other institutions with a focus on international relations.		
Module is allocated to	Bachelor Economics: elective module within the main subject Economics Bachelor Business Administration, Social Sciences: elective module within the subsidiary subject Economics Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subsidiary subject Economics		
Examination Requirements	Written exam: 90 minutes.		
Prerequisites for Admission	Introductory Microeconomics (Grundzüge der Mikroökonomik), Introductory Macroeconomics (Grundzüge der Makroökonomik)		
Courses	Lecture and exercise sessions		
Language	The courses will be held in English if not indicated otherwise at the beginning of the term. In WS2011/12 the course will be held by Univ.-Prof. Dr. Ralph Andereg in German.		
Learning Objectives	Students understand and apply international trade theory (Ricardo-Model, Heckscher-Ohlin-Model and selected additional approaches). ... know tariffs and other instruments of international trade policy and examine their economic consequences. ... study the role of exchange rates and multinational corporations.		
Contents	<ul style="list-style-type: none"> • International trade theory: basics and extensions. • International trade policy. • Introduction to the economics of international finance and multinational corporations. 		
Information about Teaching and Learning Methods			
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Susanne Prantl, Economics, Center for Macroeconomic Research (CMR)		

Module	International Media and Technology Project		
Number	25103	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Planning, execution and presentation of international studies and / projects in the fields of media, new media, information management, or telecommunication management		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Media Management Bachelor Media Sciences: compulsory module within the subsidiary subject Media Management		
Examination Requirements	KL/MP/RE/sp (weights vary in the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	Students get introduced to a wide spectrum of media topics. ... identify international media and technology management terminology and study / project communication. ... plan, execute and present (in writing or orally) one particular project or study undertaken in international settings or with international focus.		
Contents	<ul style="list-style-type: none"> • Details differ from semester to semester 		
Information about Teaching and Learning Methods	A mixture of lecturing, group work, and interactive elements.		
Additional Information	www.mtm.uni-koeln.de		
Responsible Faculty Member	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., Media and Technology Management		

Module	Introduction into European Politics		
Number	05102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Analysis, advice and information about working for German, European or international political or higher education institutions, research and media.		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences, group Political Science Bachelor Economics: elective module within the subsidiary subject Social Sciences, group Political Science Bachelor Business Administration, Economics, Health Economics: elective module within the specialisation Political Science Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subject Social Sciences		
Examination Requirements	Written exam lasting 90 min		
Prerequisites for Admission	None		
Courses	Lecture (Summer term)		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students describe and analyse the fundamental developments of the political system of the EU and its corresponding basic theoretical underpinnings in the study of European integration. ... identify and differentiate different forms and modes of governance in the EU. ... assess the explanatory power of different theoretical and strategic approaches for academic or practical relevance. ... apply their knowledge to topical issues and current problems of European integration and study the relevant academic literature, also in English. ... evaluate the theoretical and strategic approaches studied in an independent academic analysis of current developments in the European integration process.		
Contents	<ul style="list-style-type: none"> • Dates, facts and perspectives on the history, institutions and procedures of the EU political system • Evolution of the EU-system • Institutions and bodies of the EU • Forms of policy-, constitution- and system making 		
Information about Teaching and Learning Methods	Additionally tutorials will be provided. E-Learning material may be made available (in ILIAS).		
Additional Information	Weidenfeld, Werner / Wessels, Wolfgang (ed.): Europa von A bis Z, Taschenbuch der europäischen Integration, Baden-Baden, current issue; Wessels, Wolfgang: Das Politische System der Europäischen Union, Wiesbaden, current issue; Cini, Michelle: European Union Politics, 3. ed., Oxford 2009.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Wessels, Political Science; Contact: Katharina Eckert M.A., Political Science		

Module	Introductory Microeconomics		
Number	02003	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Every semester
Attendance	90 h	Independent Studies	150 h
Qualification	All fields, in which an analysis of basic economic problems is needed.		
Module is allocated to	Bachelor Economics: compulsory within main subject Economics Bachelor Business Administration, Social Sciences: compulsory within subsidiary subject Economics Bachelor Health Economics: elective module within the subsidiary subject Economic Basics Bachelor Information Systems: elective module within the subject area Business Administration Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subsidiary subject Economics Bachelor Media Sciences: elective module within Economy and Sociology of Media and Media Management		
Examination requirements	Exam: 90 minutes		
Prerequisites for Admissions	None		
Courses	Lecture and exercise		
Language	The course will be held in German.		
Learning Objectives	Students ... understand basic microeconomic concepts. ... discuss the market form of perfect competition concerning the supply of goods and market pricing. ... know the basic principles of price formation in monopoly and oligopoly. ... apply formal instruments to analyze price formation in basic market structures. ...modify models to recognize deficiencies and to analyze the effects of political instruments.		
Contents	<ul style="list-style-type: none"> • Theory of household behavior and demand • Theory of firm behavior and supply • Theory of price formation 		
Information about Teaching and Learning Methods			
Additional Information	compulsory reading will be announced at the start of every semester.		
Responsible Faculty Member	Univ.-Prof. Dr. Oliver Gürtler, Economics Execution: Univ.-Prof. Dr. Oliver Gürtler, Economics Univ.- Prof. Dr. Herbert Baum, Institute and Seminar for Transport Economics		

Module	Investment Management		
Number	21102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in the field of investment management for private investors, institutional investors and companies.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the Specialisation Finance I and II Bachelor Health Economics, Information Systems: elective module within the Specialisation Finance		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	Students should have attended the modules "Investition und Finanzierung" as well as "Finanzmanagement".		
Courses	Lecture and exercise (Summer term)		
Language	The course may be taught in English (refer to KLIPS).		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... analyze the investment objectives of (institutional) investors. ... discuss the information efficiency of markets in order to choose the appropriate investment style (active vs. passive). ... analyze the optimal portfolio selection. # ... consider chances and risks when applying these optimal portfolios. ... discuss biases frequently observed in real-world investment decisions. ... learn how to manage the portfolio risk. ... evaluate the success of the investment strategies. ... weigh up the risk and chances of using derivatives in modern risk management. ... deepen the knowledge and techniques they have acquired in the lecture by solving applied exercises and examples of particular cases. ... discuss about current topics in press and evaluate them in the context of the lecture. 		
Contents	<ul style="list-style-type: none"> • Investment objectives • Portfolio Theory • Risk Management • Investment strategies • Case studies 		
Information about Teaching and Learning Methods	The course consists of a lecture and exercises. Students are expected to prepare the problem sets before class.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.- Prof. Dr. Alexander Kempf, General Business Administration, Finance		

Modules L

Module	Labour Economics		
Number	08009	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Every term
Attendance	60 h	Independent Studies	180 h
Qualifications	Qualifies students for work in areas where a basic knowledge of Labor Economics and econometric analysis is helpful (ministries, trade unions, employer associations, research institutes, companies, media).		
Module is allocated to	Bachelor Economics: elective module within the main subject Economics Bachelor Business Administration, Social Sciences: elective module within the subsidiary subject Economics Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subsidiary subject Economics		
Examination Requirements	Written Exam, 90 minutes		
Prerequisites for Admission	Microeconomics		
Courses	Lecture and exercise sessions		
Language	Courses will regularly be held in English.		
Learning Objectives	Students describe the functioning of the labour market. ... use microeconomic methods to examine behaviour in the labour market. ... recognise and discuss the basic issues behind empirical research in labour economics.		
Contents	<ul style="list-style-type: none"> • Labour supply • Labour demand • Human capital and education • Basic empirical methods in labour economics 		
Information about Teaching and Learning Methods	Lectures and discussions		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. David A. Jaeger, Ph.D., Center for Macroeconomic Research (CMR) Univ.-Prof. Dr. Markus Hagedorn, Center for Macroeconomic Research (CMR)		

Modules M

Module	Main Features of Economic Geography		
Number	50101	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Application-oriented and multidisciplinary preparation for activities in economy, administration, organisations, associations and media in a German, European and international environment.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: compulsory module within the specialisation Economic Geography Bachelor Regional Studies East and Central Europe, Latin America: elective module within the subsidiary subject Social Sciences Bachelor Regional Studies China: elective module within the subsidiary subject Business Administration		
Examination Requirements	Case study (30%) and written exam lasting 90 min (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and Exercise in Economic Geography: Basic topics and introduction for the BA (Winter term), Excursions (Winter term)		
Language	The courses will be held in German and additionally in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse subnational-regional structures, institutions and actors and national and international (inter-)dependencies of locations, institutions and actors. ... discuss problems of specific topics of socio-economic change on different spatial scales. ... discuss recent theories and empirical case studies of regional development in the core economies and the peripheries of the global economy. ... evaluate case studies on the background of theoretical concepts about regulation, transformation, crises and change. ... use concepts of qualitative and quantitative regional research. ... evaluate socio-economic development in selected regions and regional policies. 		
Contents	<ul style="list-style-type: none"> • Theories of regional change • Quantitative and qualitative methods of empirical regional research • Case studies 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Economic and Social Geography		

Module	Management of Information System Projects		
Number	71103	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (Summer term)
Attendance	60 h	Independent Studies	120 h
Qualification	Management of information system (IS) development projects		
Module is allocated to	Bachelor Information Systems: compulsory within the module Information Systems Bachelor Business Administration, Economics, Social Sciences, Health Economics: elective within the specialisation Information Systems – Management		
Examination requirements	Written exam lasting 90 min <i>or</i> oral exam <i>or</i> a combination of a written exam lasting 90 min <i>or</i> oral exam of the final mark) and activities during the exercise/tests/projects		
Prerequisites for Admissions	None		
Courses	Lecture and exercise		
Language	The courses can be held in German or English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... know the IS development process. ... know the phases initializing, planning and control of IS development projects. ... can analyze project risks and develop and evaluate IS development project plans. ... are aware of the importance of leadership and communication behavior and can evaluate leadership and communication patterns. ... can solve simple communication problems. ... are aware of the importance of interpersonal conflicts and know methods of how to cope with them. 		
Contents	<ul style="list-style-type: none"> • IS development • Alternatives of IS implementation • IS development process models • Requirements analysis • Quality management • Change management • Project management patterns • Initializing • Planning and risk management • Project control • Motivation and time pressure • Leadership and communication • Conflicts and negotiations 		
Information about Teaching and Learning Methods	In several classes, case studies and exercises will be prepared and presented in student teams. The results are discussed and analysed afterwards.		
Additional Information	Required reading will be announced each term.		
Responsible Faculty Member	Prof. Dr. Werner Mellis, Department of Information Systems and Systems Development		

Module	Managerial Economics		
Number	08003	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Every term
Attendance	60 h	Independent Studies	180 h
Qualifications	Strategic consultant for private and public entities. Fellow at research institutes.		
Module is allocated to	Bachelor Economics: elective module within the Major subject Bachelor Business Administration, Social Sciences: elective Module within the subsidiary subject Economics Bachelor Regional Studies of East and Central Europe, Latin America, China: selectable in minor Economics Bachelor Media Sciences: selectable in minor Economy and Sociology of Media and Media Management		
Examination Requirements	Written exam lasting 90 min		
Prerequisites for Admission	Principles of Microeconomics (Grundzüge der Mikroökonomik)		
Courses	Lecture and exercise		
Language	The course will be held in German.		
Learning Objectives	Students ... analyze optimal price politics in different market situations. ... analyze the incentives which market frictions create for the economic actors. ... evaluate alternative market institutions with regard to strategic incentives. ... apply formal methods to solve problems. ... model strategic situations and develop solutions by using microeconomic and game theoretical concepts. ... transfer their theoretical and formal knowledge to specific problems in firms and markets.		
Contents	<ul style="list-style-type: none"> • Analysis of oligopolistic behavior • Price politics • Asymmetric information, external effects, transaction costs • Market institutions • Microeconomic and game theoretical concepts 		
Information about Teaching and Learning Methods			
Additional Information	The course takes place on weekly basis during the whole term. Recommended readings will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Axel Ockenfels, Economics Lecturer: Univ.-Prof. Dr. Axel Ockenfels, Univ.-Prof. Dr. Patrick Schmitz		

Module	Managing Organizations and Supply Chains		
Number	27101	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Support and consulting of executive management.		
Module is allocated to	<p>Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Supply Chain Management</p> <p>Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Media Management</p> <p>Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Corporate Development, Organisation and Human Resources</p> <p>Bachelor Media Sciences: compulsory module within the subsidiary subject Media Management</p>		
Examination Requirements	Written exam lasting 60 min <i>or</i> paper, <i>or</i> both (then each making up 50% of the final mark)		
Prerequisites for Admission	It is assumed that students are familiar with the module Business Policy and International Management.		
Courses	Lecture and exercise (Summer term)		
Language	The courses will be held in English.		
Learning Objectives	<p>Students ...</p> <p>... figure out the fundamental problems and challenges of coordinating interdependent tasks in organizations and supply chains,</p> <p>... identify theories and tools to analyze and assess existing and available design options of such arrangements,</p> <p>... apply these theories and tools to real world organizations and derive management recommendations,</p> <p>... autonomously structure and coherently communicate their analyses and recommendations verbally in team presentations and/or written reports.”</p>		
Contents	<ul style="list-style-type: none"> • Basic knowledge of strategic management and organisation of value added networks • Analysis and structuring of value chains in different contexts • Current challenges of the management of global value: alliances, electronic commerce and business ethics 		
Information about Teaching and Learning Methods			
Additional Information	<p>The courses of this module will potentially be hold only in the first or in the second half of the semester. More information will be given at the beginning of the term in ILIAS/KLIPS.</p> <p>Required reading will be announced at the beginning of the term.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, General Business Administration, Business Policy and Logistics		

Module	Marketing		
Number	01003	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Usually every term
Attendance	60 h	Independent Studies	180 h
Qualification	Management positions in marketing and sales of manufacturing-, retailing-, and service-companies.		
Module is allocated to	Bachelor Business Administration: elective module within the major subject Bachelor Economics, Social Sciences, Information Systems: elective module within the subsidiary subject Business Administration Bachelor Health Economics: elective module within the subsidiary subject economic foundations		
Examination Requirements	Written exam lasting 60 min.		
Prerequisites for Admissions	None		
Courses	Lecture, tutorial, student-led tutorial.		
Language	Lecture, tutorial, student-led tutorial are held in German		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse the role of marketing for companies. ... describe and apply methods to analyze the company's marketing environment including customer behavior and conduct market research. ... analyse and apply approaches to marketing planning. ... evaluate marketing strategies and marketing mix decisions. ... systematise marketing mix activities and describe theories and methods to design optimal marketing mix activities. 		
Contents	<ul style="list-style-type: none"> • Meaning of marketing • Customer behavior • Market research • Marketing strategy • Marketing mix activities <p>The content of the modules Mathematics, Statistics A and Statistics B is required.</p>		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements, including brief case studies, discussions in class, and a self-dependent study of required readings to complement the lecture and tutorials.		
Additional Information	The courses and exams of this module will potentially be hold only in the first or in the second half of the semester (see KLIPS). Required readings will be announced in class.		
Responsible Faculty Member	Univ.-Prof. Dr. Franziska Völckner, General Business Administration, Marketing and Brand Management		

Module	Methods of Marketing Mix Management		
Number	24106	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every second to fourth term
Attendance	60 h	Independent Studies	120 h
Qualification	Management activities in marketing and sales in manufacturing, retailing, and service companies; management activities in market research companies		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: compulsory module within the specialisation Marketing Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Media Management		
Examination requirements	Written exam lasting 60 min. (+ 10 min. for reading) Mid-term-exam possible		
Prerequisites for Admissions	Contents of the modules Marketing and Channel Management are expected.		
Courses	Lecture and exercise		
Language	The course is held in English.		
Learning Objectives	Students ... design and implement market research projects ... evaluate different sampling methods ... discuss different ways to measure theoretical marketing constructs ... design questionnaires ... discuss and evaluate different data collection methods ... get to know the basis concepts of hypothesis testing ... apply the multivariate methods to support marketing-mix decisions (e.g., regression analysis, cluster analysis)		
Contents	<ul style="list-style-type: none"> • Design of market research projects • Sampling fundamentals and data collection methods • Measurement and designing a market research questionnaire • Univariate and bivariate analyses • Applied multivariate analyses to marketing-mix decision problems (regression analysis, conjoint analysis, segmentation analysis) 		
Information about Teaching and Learning Methods			
Additional Information	Block courses are possible. The course is complemented by regular guest lectures. Required and voluntary reading will be announced for every term in KLIPS.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Fischer, General Business Administration, Marketing and Market Research		

Modules O

Module	Organizational Psychology		
Number	52008	Workload	120 h
Credit Points	4 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	90 h
Qualifications	Occupations in management consulting and in human resources departments, ability to evaluate consulting offers		
Module is allocated to	Bachelor Social Sciences: elective module within the subsidiary subject Social Psychology Bachelor Business Administration, Economics, Health Economics, Information Systems: elective module within the specialisation Economic Psychology Bachelor Regional Studies Latin America: elective module within the subsidiary subject Social Sciences		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Seminar (Summer term)		
Language	The seminar will be held in English.		
Learning Objectives	Students know fundamental theories in organizational psychology. ... know empirical methods and findings in the area of organizational psychology. ... are able to apply psychological theories to current topics in organizations (e.g., human resources, leadership).		
Contents	<ul style="list-style-type: none"> Theories and empirical findings in organizational psychology, e.g., teams, conflict resolution, leadership, motivation 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in the introductory session.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer; Univ.-Prof. Dr. Erik Hölz, Economic and Social Psychology		

Modules P

Name	Personal and Corporate Income Taxes		
Nummer	19001	Arbeitszeit	180 h
Leistungspunkte	6 CP	Turnus	every term
Präsenzzeit	60 h	Selbststudium	120 h
Qualifikation	Ability to judge upon questions concerning income tax, corporate tax and trade income tax, aimed at a career as tax consultant or tax manager.		
Einordnung in das Studium	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Personal and Corporate Income Taxes Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Business taxation		
Prüfungsmodalitäten	written exam: 90 minutes		
Zulassungsvoraussetzungen			
Lehrveranstaltungen	lecture and tutorial with case study		
Sprache	German		
Kompetenzen	<p>Students</p> <ul style="list-style-type: none"> ...discuss approaches to business situations from a tax perspective. ...present the tax effects of complex business processes. ...use the respective sources of law, verdicts and guidelines. ...practice techniques to solve tax cases and questions in a practical way. ...apply their acquired knowledge and transfer it to new situations. ...evaluate taxable situations and decide on the basis of their advantageousness. ...develop an understanding of the policies, detailed rules and current practical problems involved in the taxation of companies and shareholders and explore why different solutions are used for these entities when compared to partnerships. 		
Inhalte	<ul style="list-style-type: none"> • Income Tax • Corporate Tax • Trade Income Tax 		
Hinweise zu Lehr-/Lernformen	n.a.		
Weitere Informationen	Required readings will be announced at the beginning of the course.		
Verantwortlich	Responsible: Univ.-Prof. Dr. Norbert Herzig, Department of General Business Administration, Business Taxation		

Module	Political Economy		
Number	14902	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (Summer term)
Attendance	60 h	Independent Studies	120 h
Qualifications	Working in the economic policy consulting field (ministries, research institutes, public institutions), media, associations, foundations		
Module is allocated to	Bachelor Economics, Bachelor Business Administration, Bachelor Social Sciences: elective module within the specialisation „Constitutional Economics and Economic Political Consulting“.		
Examination Requirements	Oral exam or written exam		
Prerequisites for Admission	“Principles of Microeconomics” (Grundzüge der Mikroökonomik), “Principles of Macroeconomics” (Grundzüge der Makroökonomik), “Economic Policy” (Allgemeine Wirtschaftspolitik)		
Courses	Lecture and exercise sessions (Summer term)		
Language	German		
Learning Objectives	Students... ...analyse the economic nature of political decision-making. ...learn to identify partial interests in the process of political decision-making ...analyse the difference between political majority and general public interest and work out the need for protection of minority in democratic systems. ...learn to design concepts which could systematically guarantee a better consideration of the individuals' interests in the political decision-making.		
Contents	<ul style="list-style-type: none"> ▪ Rational Choice Theory ▪ Social Choice Theory ▪ Possible conflicts between constraints of political decisions and individuals' freedom. ▪ Logic of Collective Action ▪ Economic theory of political decision-making ▪ Economic theory of bureaucracy ▪ Economic theory of rent-seeking ▪ Emergence and evolution of institutions in open societies (Institutions between constitution and evolution) 		
Information about Teaching and Learning Methods	Lecture and exercise sessions		
Additional Information	High demands on students' own active literature study and reflections.		
Responsible Faculty Member	Dr. Steffen J. Roth & Prof. Achim Wambach, Ph.D. Accomplishment: Dr. Steffen J. Roth and academic staff of iwip.		

Module	Practical Course on Programming		
Number	73004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every Second Term Summer Term
Attendance	60 h	Independent Studies	120 h
Qualification	Strategic analysis and solution of a complex software engineering problem by design, implementation and presentation of a Java software project.		
Module is allocated to	B.Sc. Information Systems: compulsory module within the subsidiary subject Mathematics/Computer Science		
Examination requirements	The achievements to deliver consist of the developed Java program and its documentation, a detailed proof of authorship and the "milestone"-presentations held regularly during the course. An additional exam (oral or written) of thirty minutes may be required. A graded certificate of achievement will be provided.		
Prerequisites for Admissions	Programming Course, Foundations of Computer Science 1 and 2		
Courses	Lectures and practical course and "milestone"-presentations		
Language	German		
Learning Objectives	The participants are able to solve a given problem in a self-organizing group. This includes the analysis, partitioning, design, implementation and presentation of the software project.		
Contents	<ul style="list-style-type: none"> - problem solving as a group - specification and partitioning of software projects - interface design - implementation of a large application - documentation of the source code 		
Information about Teaching and Learning Methods	In the first weeks the project to be realized will be presented by the coordinators and there will be an assignment of participants to groups. Afterwards, the groups are responsible for the decomposition of the project into smaller tasks and the design of their interfaces with the coordinators' support. The groups meet regularly at least once a week in order to organize themselves and to discuss the state of their development. At the end of the term the entire project will be presented and evaluated.		
Additional Information	-		
Responsible Faculty Member	Institute for Computer Science		

Module	Programming Course		
Number	73005	Workload	180h
Credit Points	6 CP	Recurrence Frequency	Every Second Term Winter Term
Attendance	60 h	Independent Studies	120 h
Qualification	Background and application knowledge about object-oriented programming		
Module is allocated to	B.Sc. Information Systems: compulsory module within the subsidiary subject Mathematics/Computer Science		
Examination requirements	The examination takes place in written form and lasts one or two hours. A graded certificate of achievement will be provided. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Prerequisites for Admissions	none		
Courses	Lectures and exercises		
Language	German		
Learning Objectives	The participants are able to analyse, develop and use simple Java applications. They know how to work with Java's standard libraries in order to solve given basic exercises by implementing according Java programs.		
Contents	The course starts with a general introduction to development environments and the Java programming language. The main part deals with the fundamental concepts of "data types, statements and control flow", "classes and objects", "object-oriented design and implementation", "Java's libraries" and "debugging". During the course several small programs will be presented.		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and self-responsible preparation of the exercises is mandatory.		
Additional Information	Depending on the course of studies, the participants may earn 3 or 6 CP.		
Responsible Faculty Member	Institute for Computer Science		

Module	Psychology of Marketing and Advertising		
Number	52004	Workload	120 h
Credit Points	4 CP	Recurrence Frequency	Every summer term
Attendance	30 h	Independent Studies	90 h
Qualifications	Occupations in market research companies as well as in marketing departments of companies.		
Module is allocated to	Bachelor Social Sciences: elective module within the subsidiary subject Social Psychology Bachelor Business Administration, Economics, Health Economics, Information Systems: elective module within the specialisation Economic Psychology		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Seminar (Summer term)		
Language	The seminar will be held in English.		
Learning Objectives	Students know psychological theories relevant for marketing and advertising ... know empirical methods and findings on psychological aspects of marketing and advertising ... are able to apply psychological theories to current topics in marketing and advertising		
Contents	<ul style="list-style-type: none"> Theories and empirical findings in psychology of marketing and advertising, e.g., impulse buying, emotional branding, personal selling 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in the introductory session.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer; Univ.-Prof. Dr. Erik Hölzl, Economic and Social Psychology		

Modules R

Module	Risk Management and Insurance		
Number	07009	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Graduates often enter the risk management of large businesses and other organizations. They may also take challenging positions within insurance or benefit consulting firms, brokerage firms, agency operations or insurance companies. They assess and apply techniques of risk management and value-based management of insurance companies.		
Module is allocated to	BA BWL, VWL, SOWI: Finance I and II BA GESÖK, WINFO: Finance		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and Tutorial		
Language	English		
Learning Objectives	Students analyse the methods of risk management, ... describe the insurance market and its participants, ... calculate premiums and reserves of insurance companies, ... analyse the risk situation of insurance companies, ... model cash flows of insurance companies, ... become familiar with methods to calculate capital requirements, ... analyse the methods of value-based management in insurance companies.		
Contents	<ul style="list-style-type: none"> – Risk management (reasons, processes, instruments) – Overview of offers of insurance – Basic methods of pricing and reserving – Modelling of cash flows in insurance companies – Corporate and risk management in insurance companies – Financial supervision 		
Information about Teaching and Learning Methods			
Additional Information	References: – Skipper, H. D. / W. J. Kwon: Risk Management and Insurance, 2007 Further required reading will be announced at the beginning of the term		
Responsible Faculty Member	Univ.-Prof. Dr. Heinrich R. Schradin, Department of Risk Management and Insurance		

Modules S

Module	Selected quantitative methods		
Number	44103	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term (Summer term)
Attendance	60 h	Independent Studies	120 h
Qualification	Theory and application of a selection of advanced quantitative methods		
Module is allocated to	BA BWL, VWL, SOWI, WINFO: Wahl in WB in der Profilgruppe Quantitative Methoden der Wirtschafts- und Sozialwissenschaften		
Examination requirements	Written exam (90 Minutes) <i>or</i> oral exam (20 minutes) <i>or</i> Exercises/Tests/Projects <i>or</i> combination of exam (60%) and Exercises/Tests/Projects (40%)		
Prerequisites for Admissions	Statistik A Statistik B Introductory econometrics/applied econometrics or a comparable course		
Courses	Lectures (2 SWS) and exercises (2 SWS)		
Language	English		
Learning Objectives	Students... ...acquire programming skills for statistical problems ...get a deeper understanding of regression analysis ...perform and interpret simulation studies ...apply advanced econometric techniques ...prepare for writing a quantitative or empirical bachelor thesis		
Contents	<ul style="list-style-type: none"> • Introduction to R, Matlab or a comparable programming environment • Regression and time series analysis • Monte Carlo simulation • Unit roots and cointegration • Multi-equation modeling • GARCH models 		
Information about Teaching and Learning Methods	The course contains computer exercises and may include practical assignments.		
Additional Information	Further information can be found on ILIAS.		
Responsible Faculty Member	Jun.-Prof. Dr. Hans Manner		

Module	Seminar Economic Geography		
Number	50102	Workload	120 h
Credit Points	4 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	90 h
Qualifications	Application-oriented and multidisciplinary preparation for activities in economy, administration, organisations, associations and media in a German, European and international environment.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: compulsory module within the specialisation Economic Geography Bachelor Regional Studies East and Central Europe, Latin America: elective module within the subsidiary subject Social Sciences Bachelor Regional Studies China: elective module within the subsidiary subject Business Administration		
Examination Requirements	Presentation (30%) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Seminar Economic Geography (Winter term)		
Language	The courses will be held in German and additionally in English (see KLIPS).		
Learning Objectives	Students analyse regional and national institutions and actors of globalization. ... evaluate recent theories and case studies of regional development in Europe. ... learn computer-based methods. ... discuss examples of location and regional development.		
Contents	<ul style="list-style-type: none"> • Theories of economic geography • Methods of regional science • Regional policy 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Economic and Social Geography		

Module	Seminar Economic Theory I		
Number	15101	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every or every second term
Attendance	30 h	Independent Studies	150 h
Qualification	Development of economic theory concepts		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the specialisation Selected Topics of Economic Theory		
Examination requirements	Presentation (50%) and home assignment (50%), additional assignments may be announced before the seminar starts		
Prerequisites for Admissions	Principles of Microeconomics (Grundzüge der Mikroökonomik) Principles of Macroeconomics(Grundzüge der Makroökonomik)		
Courses	Seminar (course block)		
Language	The seminar can be held in English (see KLIPS)		
Learning Objectives	Students ... recognize selected concepts of economic theory ... are introduced to current research in economic theory ... present and discuss the insights they have gained		
Contents	<ul style="list-style-type: none"> • Concepts of economic theory • Current research in economic theory 		
Information about Teaching and Learning Methods			
Additional Information	compulsory reading will be announced at the beginning of the course.		
Responsible Faculty Member	Univ.-Prof. Achim Wambach, Ph.D, Economics and Univ.-Prof. Dr. Oliver Gürtler, Economics		

Module	Seminar Economic Theory II		
Number	15102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Development of economic theory concepts		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: selectable in specialisation "Selected Topics in Microeconomics"		
Examination Requirements	Presentation (50%) and written assignment (50%), additional examination criteria may be announced at the beginning of the seminar		
Prerequisites for Admission	Principles of Microeconomics (Grundzüge der Mikroökonomik) Principles of Macroeconomics (Grundzüge der Makroökonomik)		
Courses	Seminar (bloc course) (winter and summer term)		
Languages	The seminar will be held in English.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... are introduced to current research in economic theory, ... recognize theoretical and applied issues in microeconomics by employing models and methods learned over the course of their studies in economics. ... scrutinize the relevant academic and applied literature. ... compare and evaluate the applicability of diverse economic concepts to specific economic situations. ... summarize their insights in a written assignment. ... present the results in class and discuss them with the other participants. 		
Contents	<ul style="list-style-type: none"> • Concepts of economic theory • Current research in economic theory 		
Information about Teaching and Learning Methods			
Additional Information	Recommended reading will be announced at the beginning of the course		
Responsible Faculty Member	Univ.-Prof. Dr. Axel Ockenfels, Staatswissenschaftliches Seminar (Economics)		

Module	Seminar Energy Economics		
Number	35101	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get prepared for an academic career, activities in consulting, associations, administrations and many more in the energy industry		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the specialisation Energy Economics		
Examination Requirements	Presentation (1/3) and seminar paper (making up 2/3 of the final mark)		
Prerequisites for Admission	The content of one of the modules Energy and Environmental Economics or Energy Markets and Regulation will be assumed		
Courses	Seminar		
Languages	Courses will be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse the development of the market from specific energy carriers. ... discuss deeply specific questions of energy economics. ... develop and present a scientific paper. 		
Contents	<ul style="list-style-type: none"> • The content of the seminar will refer to the content of the module Energy and Environmental Economics or to the content of the module Energy Markets and Regulation, dependent on which module was offered in the previous term • 		
Information about Teaching and Learning Methods			
Additional Information	The seminar will be held every week during the lecture period or takes place as block course.		
Responsible Faculty Member	PD Dr. Dietmar Lindenberger, institute of Energy Economics		

Module	Seminar - European Politics		
Number	05108	Workload	120 h
Credit Points	4 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	90 h
Qualifications	Analysis, advice and information about working for German, European or international political or higher education institutions, research and media.		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences, group Political Science Bachelor Economics: elective module within the subsidiary subject Social Sciences, group Political Science Bachelor Business Administration, Economics, Health Economics: elective module within the specialisation Political Science Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subject Social Sciences		
Examination Requirements	Presentation (30%) and paper (making up 70% in the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	Students describe and analyse the fundamental developments of the political system of the EU and its corresponding basic theoretical underpinnings in the study of European integration. ... identify and differentiate different forms and modes of governance in the EU. ... assess the explanatory power of different theoretical and strategic approaches for academic or practical relevance. ... apply their knowledge to topical issues and current problems of European integration and study the relevant academic literature, also in English. ... evaluate the theoretical and strategic approaches studied in an independent academic analysis of current developments in the European integration process.		
Contents	<ul style="list-style-type: none"> • Dates, facts and perspectives on the history, institutions and procedures of the EU political system • Evolution of the EU-system • Institutions and bodies of the EU • Forms of policy-, constitution- and system making. 		
Information about Teaching and Learning Methods	E-Learning material may be made available (in ILIAS).		
Additional Information	Weidenfeld, Werner / Wessels, Wolfgang (ed.): Europa von A bis Z, Taschenbuch der europäischen Integration, Baden-Baden, current issue; Wessels, Wolfgang: Das Politische System der Europäischen Union, Wiesbaden, current issue; Cini, Michelle: European Union Politics, 3. Aufl., Oxford 2009.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Wessels, Political Science; Contact: Katharina Eckert M.A., Political Science		

Name	Seminar Macroeconomics and Public Economics		
Number	14801	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Qualifies for conceptional works in the fields of Macroeconomics and Public Economics.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Macroeconomics and Public Economics		
Examination Requirements	Seminar paper and presentation or project work		
Prerequisites for Admission	Specific prerequisites may be required in case of some seminars.		
Courses	Seminars with different focus will be offered. (regularly in both Summer term and Winter term)		
Language	The seminars can be held in German or in English. Regular teaching language is English. The teaching language of each seminar will be announced before the term starts.		
Learning Objectives	<p>Students will...</p> <ul style="list-style-type: none"> ... by themselves deal with current academic and applied questions and use their macroeconomics and public economics skills acquired during their studies. ... critically analyze relevant academic and applied literature. ... summarize their results in a paper, have to present them in a seminar class and will discuss them with the other participants of the seminar. 		
Contents	Topics will be chosen from general theoretical or current applied problems.		
Information about Teaching and Learning Methods			
Additional Information	Additional information will be made available at the beginning of the term.		
Responsible Faculty Member	Center for Macroeconomic Research (CMR): Univ.-Prof. Dr. Martin Barbie Univ.-Jun.-Prof. Dr. Tino Berger Univ.-Prof. Helge Braun, Ph.D Univ.-Prof. Dr. Marcus Hagedorn Univ.-Prof. Dr. Peter Funk Univ.-Prof. Dr. Alexander Ludwig Univ.-Prof. Dr. Susanne Prantl		

Module	Seminar – Networks and Organisations		
Number	06005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Knowledge of the conditions and functioning of networks and organisations as well as of the consequences of the integration of individuals in networks and organisations		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences, group Sociology Bachelor Economics: elective module within the subsidiary subject Social Sciences, group Sociology Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subject Social Sciences		
Examination Requirements	Presentation and paper. (The paper will be graded, the presentation will be pass/fail. Passing the presentation is the requirement to be able to write the paper.)		
Prerequisites for Admission	Introduction to Sociology: Microsociology Introduction to Sociology: Macrosociology		
Courses	Seminar (in Summer term, possibly also in Winter term)		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	Students ... describe and differ the functioning of networks and organisations and refer their importance to individual actions and societal processes. ... use methods for analysing networks and organisations.		
Contents	Essential topics are: <ul style="list-style-type: none"> • Network analysis and social capital • Theories of organisational sociology • Quantitative methods for analysing networks and organisations • Application of network or organisational analysis in different sociological fields of research (e.g., family and kinship, education, economy, social change) 		
Information about Teaching and Learning Methods	Student presentations, discussions and interpretation of readings in class		
Additional Information	Registration for the course is possible on KLIPS only. The registration for the exam must take place at the respective examination office. Required readings will be announced in every semester; there will be a prepared reader for independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Michael Wagner, Sociology		

Module	Seminar – Sociological Theory		
Number	06007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Advanced knowledge of sociological theories, ability to reconstruct argumentations from primary sociological sources		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences, group Sociology Bachelor Economics: elective module within the subsidiary subject Social Sciences, group Sociology Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subject Social Sciences		
Examination Requirements	Written exam lasting 90 min; Other examination requirements: Short presentation. (The exam will be graded, the short presentation will be pass/fail. Passing the short presentation is the requirement to be able to participate in the exam.)		
Prerequisites for Admission	None		
Courses	Seminar (in Winter term, possibly also in Summer term)		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	Students figure out basic issues in sociological theory formation. ... explain the formal structure of sociological theories. ... compare them and reconstruct them on the basis of the readings and the interpretation of primary sources.		
Contents	<ul style="list-style-type: none"> • Basic issues in sociological theory • Structures of sociological theories • Investigating the above mentioned using examples from micro- and macrosociological theories 		
Information about Teaching and Learning Methods	Student presentations, intense discussions, interpretation of primary sources in class		
Additional Information	Registration for the course is possible on KLIPS only. The registration for the exam must take place at the respective examination office. Required readings will be announced in every semester; there will be a prepared reader for independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Heiner Meulemann, Sociology		

Module	Seminar – Structure and Change of Societies		
Number	06006	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Advanced knowledge of societal structures and their change, ability to independently analyse a selected sociological issue		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences, group Sociology Bachelor Economics: elective module within the subsidiary subject Social Sciences, group Sociology Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subject Social Sciences		
Examination Requirements	Presentation and paper. (The paper will be graded, the presentation will be pass/fail. Passing the presentation is the requirement to be able to write the paper.)		
Prerequisites for Admission	Introduction to Sociology: Microsociology Introduction to Sociology: Macrosociology		
Courses	Seminar (in Summer term, possibly also in Winter term)		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	Students recognise trends of societal change of modern societies (e.g. individualisation, pluralisation) ... describe selected societal structures and their change. ... understand the methodological problems of analysing structural change and obtain an overview of the theoretical sociological instruments to analyse and explain societal structures and their change.		
Contents	<ul style="list-style-type: none"> • Theories and models of selected societal structures and their change (e.g., cohort analyses or diffusion models) • Methodological problems in analysing changing societal structures • Empirical development of selected changing societal structures 		
Information about Teaching and Learning Methods	Student presentations, discussions and interpretation of readings in class		
Additional Information	Registration for the course is possible on KLIPS only. The registration for the exam must take place at the respective examination office. Required readings will be announced in every semester; there will be a prepared reader for independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Karsten Hank, (Sociology		

Module	Specific aspects of Economic Policy		
Number	14903	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h or 60 h	Independent Studies	150 h or 120 h
Qualifications	Working in the economic policy consulting field (ministries, research institutes, public institutions), media, associations, foundations		
Module is allocated to	Bachelor Economics, Bachelor Business Administration, Bachelor Social Sciences: elective module within the specialisation „Constitutional Economics and Economic Political Consulting“.		
Examination Requirements	Oral exam or written exam or other (see announcement)		
Prerequisites for Admission	“Principles of Microeconomics” (Grundzüge der Mikroökonomik), “Principles of Macroeconomics” (Grundzüge der Makroökonomik), “Economic Policy” (Allgemeine Wirtschaftspolitik)		
Courses	Lecture with or without exercise sessions		
Language	German or English		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... acquire a deeper understanding of a special area in economic policy. ... study the interaction between the relevant actors in this policy field. ... apply their knowledge to specific topical issues and current problems in this area. ... analyse and evaluate reform options with their own theoretical economic framework. ... analyse current political discussions and decisions. ... Oacquire the ability to judge politically discussed reform options for the specific area and take part in discussions with fellow students. 		
Contents	See announcement		
Information about Teaching and Learning Methods	Lecture with or without exercise sessions		
Additional Information	This module is offered only in an irregular turnus please follow the announcements on the institute's homepage: http://www.iwp.uni-koeln.de/		
Responsible Faculty Member	Dr. Steffen J. Roth & Prof. Achim Wambach, Ph.D. Accomplishment: N.N.		

Module	Supply Chain Management and Management Science		
Number	27102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	The ability to optimize, plan and manage complex supply chains.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Supply Chain Management		
Examination Requirements	Written exam lasting 60 min (50-95%) and/or oral exam (5-95%) and case study assignments (making up 5%-50% of the final mark)		
Prerequisites for Admission	Successful participation in "Operations Management"		
Courses	Lecture and discussion session (Winter term, 1. Term)		
Language	The courses will be held in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... plan, control and optimize supply chains. ... apply modern concepts such as revenue management and contract design. ... employ modern problem solving tools such as simulations software. ... conduct case studies on real companies. 		
Contents	<ul style="list-style-type: none"> • Supply chain coordination • Revenue management • Contract design • Process optimization • Case studies on general management 		
Information about Teaching and Learning Methods	Students will apply the theoretical concepts in real life case studies. Together with guest speakers from industry students will discuss how supply chain management concepts can be applied in practice.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Jun.-Prof. Dr. Kai Hoberg, General Business Administration, Supply Chain Management and Management Science		

Modules T

Module	The Political System of the EU: Governance and Institutions		
Number	05208	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Application-oriented and multidisciplinary preparation for activities in economy, administration, organisations, associations and media in a German, European and international environment.		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences – Group Integrative Social Sciences - Subgroup Governance and International Relations		
Examination Requirements	Presentation (making up 30% of the final mark) and paper (making up 70% of the final mark)		
Prerequisites for Admission	32 credit points in the main subject Social Sciences Methods of Social Sciences and related areas.		
Courses	Seminar (Winter term)		
Language	The seminar will be held in English.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... analyse political processes of decision-making in an international, transnational and supranational context. ... establish within the subgroup Governance and International Relations a connection between different subjects and disciplines at a specific, theoretical, methodological and empirical level. 		
Contents	Students become familiar with approaches and perspectives of the European Policy. Main focuses are current developments in European integration and in other international and supranational organisations and institutions as well as the handling with decisive theoretical, methodological and analytical concepts of international cooperation and integration.		
Information about Teaching and Learning Methods	Students actively participate in the seminar, discussion after the presentations.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Wessels, Political Science; Contact: Katharina Eckert M.A., Political Science		

Module	Theoretical Computer Science I-III		
Number	75010/75011/75012	Workload	270 h
Credit Points	9 CP	Recurrence Frequency	Every Second Term Summer Term
Attendance	90 h	Independent Studies	180 h
Qualification	Understanding of the theoretical foundations of computer science		
Module is allocated to	B.Sc. Information Systems: elective Module within the specialisation Theoretical Computer Science		
Examination requirements	The examination takes place in written form and lasts two hours. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Prerequisites for Admissions	Programming Course, Foundations of Computer Science 1 and 2		
Courses	Lectures and exercises		
Language	German		
Learning Objectives	Participants will be able to model problems with the help of automata and grammars and to classify them according to computability or computational complexity. Theoretical Computer Science is not only the basis of theoretical but also of all other subjects of Computer Science.		
Contents	The course teaches the theoretical foundations of computer science covering formal languages, computability and complexity. The basic knowledge in this area earned in „Foundations of Computer Science 2” will be deepened. Further, a selection of randomized and online algorithms as well as approximation algorithms will be considered and analyzed.		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and self-responsible preparation of the exercises is mandatory.		
Additional Information	Depending on the course of studies, the participants may earn 5 or 9 CP.		
Responsible Faculty Member	Institute for Computer Science		

Module	Theory of Economic Policy		
Number	14901	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (Winter term)
Attendance	60 h	Independent Studies	120 h
Qualifications	Working in the economic policy consulting field (ministries, research institutes, public institutions), media, associations, foundations		
Module is allocated to	Bachelor Economics, Bachelor Business Administration, Bachelor Social Sciences: compulsory module within the specialisation „Constitutional Economics and Economic Political Consulting“. This module is prerequisite for admission to the seminar of this specialisation.		
Examination Requirements	Oral exam or written exam		
Prerequisites for Admission	“Principles of Microeconomics” (Grundzüge der Mikroökonomik), “Principles of Macroeconomics” (Grundzüge der Makroökonomik), “Economic Policy” (Allgemeine Wirtschaftspolitik)		
Courses	Lecture and exercise sessions (Winter term)		
Language	German		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... understand that “Economic Policy” as scientific discipline deals with a normative basis and is equally intersubjectively verifiable. ... work out essential elements of economic analyses and its use for scientific political consulting. ... learn to identify questions and fields where economic expertise might be relevant. ... analyse the danger of methodological faults and fallacies in scientific economic policy. ... apply the concepts and their knowledge to currently discussed problems. 		
Contents	<ul style="list-style-type: none"> ▪ Philosophy of science, delimitation of economic science from related sciences ▪ Theory of complex systems and emergence of spontaneous orders ▪ Evolutionary theory ▪ “Comparison of real alternative institutional arrangements as basic principle for political consulting (“Comparative institution approach”) ▪ Economic political consulting in democratic systems (“Calculus of Consent”) ▪ “Constitutional Economics” 		
Information about Teaching and Learning Methods	Lecture and exercise sessions		
Additional Information	High demands on students’ own active literature study and reflections.		
Responsible Faculty Member	Dr. Steffen J. Roth & Prof. Achim Wambach, Ph.D. Accomplishment: Dr. Steffen J. Roth and academic staff of iwip.		

Name	Topics in Macroeconomics		
Number	14802	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	regularly every 2 nd term (summer)
Attendance	60h	Independent Studies	120h
Qualifications	Qualifies students for work in the media sector, political parties, research institutes, the financial sector and other institutions where a solid knowledge in the selected issues of the mentioned matters of "Topics in macroeconomics" is helpful. Prepare for further scientific inquiry in this field.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Macroeconomics and Public Economics		
Examination Requirements	Written exam: 90 min. <i>or</i> oral exam: 20 min.		
Prerequisites for Admission	Prerequisites will be announced before the term starts. (summer term)		
Courses	Will be announced before the term starts.		
Language	The courses can be held in German or in English. Regular teaching language is English. The teaching language of each seminar will be announced before the term starts.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... know the empirical facts and institutions for the selected issues of "Topics in Macroeconomics" and can rank their relevance critically. ... analyze the relevant theoretical, empirical and applied literature related to this issues. ... discuss and review the selected issues thereby using their skills in macroeconomics. 		
Contents	<ul style="list-style-type: none"> - empirical facts and institutional framework - positive theoretical models - foundation for normative evaluation of the selected issues of "Topics in Macroeconomics". 		
Information about Teaching and Learning Methods	Will be announced before the term starts.		
Responsible Faculty Member	Center for Macroeconomic Research (CMR): Univ.-Prof. Dr. Martin Barbie Univ.-Jun.-Prof. Dr. Tino Berger Univ.-Prof. Helge Braun, Ph.D Univ.-Prof. Dr. Marcus Hagedorn Univ.-Prof. Dr. Peter Funk Univ.-Prof. Dr. Alexander Ludwig		

Name	Topics in Public Economics I		
Number	14803	Working Hours	180h
Credit Points	6 CP	Recurrence Frequency	regularly every 2 nd term
Attendance	60h	Independent Studies	120h
Qualifications	Expert advice for decision-making bodies in politics and economics with focus on issues in fiscal policy. Employment as economic journalists, in research institutes or in academic research.		
The module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Macroeconomics and Public Economics		
Examination Requirements	Written exam: 90 min. <i>or</i> oral exam: 20 min.		
Prerequisites for Admission	Introductory Microeconomics Introductory Macroeconomics Taxes and Public Goods		
Courses	Lecture and Exercise Sessions (Winter term)		
Learning Objectives	<p>Students will learn the following skills:</p> <p>Substantive knowledge of the current research in the field of the theory of public expenditure as well as possible strategies of an empirical review.</p> <p>Methodological skills: (i) Microfounded derivation of the central results in the theory of public expenditure, (ii) Derivation of policy recommendations for public expenditure policies on the basis of welfare economics.</p> <p>Relating to applications: Discussion of the central concepts in relation to current issues in economic policy.</p>		
Content	<ul style="list-style-type: none"> • Externalities, Pigou taxes, quantity regulation, Coase theorem • Public goods, efficiency conditions, state provision and the crowding out of private contributions, necessity of public intervention in order to achieve efficiency • Central vs. decentral supply of public goods • Social security • Distributive politics and antipoverty measures 		
Information About Teaching and Learning Methods	Additional information will be provided at the beginning of the term.		
Faculty	Univ.-Prof. Dr. Felix Bierbrauer, Center for Macroeconomic Research (CMR)		

Name	Topics in Public Economics II		
Number	14804	Working Hours	180h
Credit Points	6 CP	At Regular Intervals	every two terms
Attendance	60h	Independent Studies	120 h
Qualifications	Expert advice for decision-making bodies in politics and economics with focus on issues in fiscal policy. Employment as economic journalists, in research institutes or in academic research.		
The module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Macroeconomics and Public Economics		
Examination Requirements	written exam 90 Minuten or oral exam 20 min		
Prerequisites for Admission	Introductory Microeconomics Introductory Macroeconomics Taxes and Public Goods		
Courses	Lecture and Exercise Sessions (Summer term)		
Learning Objectives	<p>Students will learn the following skills:</p> <p>Substantive knowledge of the current research in the field of the theory of public expenditure as well as possible strategies of an empirical review.</p> <p>Methodological skills: (i) Microfounded derivation of the central results in the theory of public expenditure, (ii) Derivation of policy recommendations for tax policy on the basis of welfare economics.</p> <p>Relating to applications: Discussion of the central concepts in relation to current issues in economic policy.</p>		
Content	<ul style="list-style-type: none"> • The effect of taxation on individual behavior and on the efficiency of market outcomes • Indirect taxes • Taxation of income • Corporate taxation • Political economy of distributive income tax systems 		
Information About Teaching and Learning Methods	Additional information will be provided at the beginning of the term.		
Faculty	Univ.-Prof. Dr. Felix Bierbrauer, Center for Macroeconomic Research (CMR)		

Module	Transnational Social Policy and International Standards as a Problem of Governance		
Number	05207	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (winter term)
Attendance	30 h	Independent Studies	150 h
Qualifications	Application-oriented, multidisciplinary preparation for activities in economy, administration, organisations, associations and media within a German, European and international environment.		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences – Group Integrative Social Sciences - Subgroup Governance and International Relations		
Examination Requirements	Presentation or oral contribution respective (making up 30% of the final grade) and paper (making up 70% of the final grade)		
Prerequisites for Admission	32 credit points in the main subject Social Sciences Methods of Social Sciences and related areas.		
Courses	Seminar (Winter term)		
Language	The course is held in English language.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... analyse political processes of decision-making in an international, transnational and supranational context. ... interlink different subjects and disciplines on a specific, theoretical, methodological and empirical level. 		
Contents	Students become familiar with theoretical approaches and perspectives of transnational social policy. Main focuses are the developments and concepts of international and supranational organisations in the field of social policy. Questions are also related to models and methods in the framework of a world social order. The topics will be discussed with reference to relevant regional case studies.		
Information about Teaching and Learning Methods	Students are required to comment on and to discuss several topics. Exercises and presentations prepared by students.		
Additional Information	compulsory reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Frank Schulz-Nieswandt, Department of Social Policy		

Modules V

Module	Value Added and Inheritance Tax		
Number	19002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	120 h
Qualification	Ability to judge upon questions concerning real estate transfer tax, value added tax and gift and inheritance tax, aimed at a career as tax consultant or tax manager.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Corporate taxes		
Examination requirements	written exam: 90 minutes		
Prerequisites for Admissions	none		
Courses	lecture Verkehr- und Substanzsteuern and tutorial Verkehr- und Substanzsteuern mit Fallbearbeitung		
Language	German		
Learning Objectives	<p>Students</p> <p>...discuss approaches to business situations from a tax perspective.</p> <p>...present the tax effects of complex business processes</p> <p>...use the respective sources of law, verdicts and guidelines.</p> <p>...practice techniques to solve tax cases and questions in a practical way.</p> <p>...apply their acquired knowledge and transfer it to new situations.</p> <p>...evaluate taxable situations and decide on the basis of their advantageousness.</p> <p>...judge upon international constellations.</p>		
Contents	<ul style="list-style-type: none"> • real estate transfer tax • value added tax • gift and inheritance tax 		
Information about Teaching and Learning Methods			
Additional Information	Required readings will be announced at the beginning of the course.		
Responsible Faculty Member	Responsible: Univ.-Prof. Dr. Norbert Herzig, Department of General Business Administration, Business Taxation		

Index

/

/Applied Econometrics 31

B

Basic Seminar in Theoretical Computer Science..... 33
Business Ethics..... 34

C

Capital Investment and Financing 35
Channel Management 36
Computer Science I 37
Computer Science II 38
Concepts of Marketing Mix Management.. 39
Constitutional Politics for the health care sector..... 40
Corporate Finance 41
Current Issues in Business Taxation..... 42
Current Issues in Cooperative Economics43
Current Issues in Corporate Development, Organisation and Human Resources 44
Current Issues in Economics and Business History 45
Current Issues in Energy Economics 46
Current Issues in Finance I..... 47
Current Issues in Finance II..... 48
Current Issues in Information Systems.... 49
Current Issues in Marketing 50
Current Issues in Media Economics 51
Current Issues in Political Science..... 52
Current Issues in Social Policy 53
Current Issues in Sociology..... 54
Current questions of Economic Policy 55
Current Topics in Media Management..... 56
Current Topics in Supply Chain Management 57

E

Economic Policy..... 58
Economic Psychology 59
Energy and Environmental Economics.... 60
Energy Markets and Regulation 61

G

Governance and International Relations - A Perspective of Economic Geography .. 62

H

Human Resource Management 63

I

Information Systems in Practice: Internship with scientific Guidance 64
Information Systems Management..... 65
Information Systems Quality..... 66
Integrated Information Systems 67
International Accounting and Taxation 68
International Economics 69

International Media and Technology Project

..... 70

Introduction into European Politics 71

Introductory Microeconomics 72

Investment Management..... 73

L

Labour Economics..... 74

M

Main Features of Economic Geography... 75

Management of Information System

Projects..... 76

Managerial Economics 77

Managing Organizations and Supply

Chains 78

Marketing..... 79

Methods of Marketing Mix Management ... 80

O

Organizational Psychology 81

P

Personal and Corporate Income Taxes 82

Political Economy 83

Practical Course on Programming 84

Programming Course..... 85

Psychology of Marketing and Advertising 86

R

Risk Management and Insurance..... 87

S

Selected quantitative methods 88

Seminar - European Politics..... 93

Seminar – Networks and Organisations ... 95

Seminar – Sociological Theory..... 96

Seminar – Structure and Change of

Societies 97

Seminar Economic Geography 89

Seminar Economic Theory I 90

Seminar Economic Theory II..... 91

Seminar Energy Economics..... 92

Seminar Macroeconomics and Public

Economics 94

Specific aspects of Economic Policy 98

Supply Chain Management and

Management Science 99

T

The Political System of the EU: Governance and Institutions 100

Theoretical Computer Science I-III 101

Theory of Economic Policy 102

Topics in Macroeconomics 103

Topics in Public Economics I 104

Topics in Public Economics II 105

Transnational Social Policy and

International Standards as a Problem of

Governance..... 106

Imprint:

Editor: Academic Dean's office, Faculty of Management, Economics and Social Sciences,

Photo: Helmar Mildner

Dated: October 2011