



Description of Master Modules

2025/26

Fachbereich Wirtschaft / School of Business
Summer semester 2026/ Semester II

Modules in English language

Modules in German language



School of Business
Master Modules offered in English

Academic Year 2025/2026 / summer semester 2026 / Semester II

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Modules	Code	SWS h/w	ECTS credits	Page
Digital Business and Transformation	964M-201	4	5	3
International Corporate Finance	964M/F39M - 203	4	5	5
International Business and Trade	964M/F39M - 204	2	5	6
Business Research	964M - 205	4	5	7
Finance and Accounting	996-61151	4	6	8
Strategic Management	996-61551	4	6	9
Sustainable Procurement	000-56734	4	6	10
Supply Chain Management	B09-60354	2	5	11

German Language and Culture (Deutsche Sprache und Kultur)

Deutsch A1.1 (Beginner)	001-907015	4	5	12
Deutsch A1.2	001-907025	4	5	12
Deutsch A2.1 (Intermediate)	001-907115	4	5	12
Deutsch A2.2	001-907125	4	5	12
Deutsch B1.1	001-907205	4	5	12
Deutsch B2.1 (Advanced)	001-907315	4	5	12
Deutsche C1.1 (Academic German)	001-907415	4	5	12

Other Languages

Other language courses (French, Spanish, Russian, Italian, Chinese etc.) are offered, details can be given at the beginning of the semester. Please consider that you will have a German approach (especially in the beginner courses)

<https://www.hs-mainz.de/en/academics/services/interdisciplinary/language-center/overview/>

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Course selection and Course Choice

As an ERASMUS/exchange student you can choose your individual programme from the whole study programme offered by the School of Business (most of the courses in English are offered in our study programmes MA International Business and MSc Management), maximum workload of 30 ECTS credit points per semester (6 courses to 5 ECTS points). Bachelor students select only modules on Bachelor level, **Master students only modules on Master level.**

Exchange students who do not speak German are able to select only modules offered in English. Please make sure that your English language skills are good enough to be able to follow lectures, hold presentations and write assignments and examinations in English.

However, please **kindly be aware that our programs and modules are still subject to changes.**

STUDIENSTRUKTUR: INTERNATIONAL BUSINESS M.A.

SEMESTER 4 30 ECTS/2 HPW	Master's thesis (including Master Seminar) at Mainz University of Applied Sciences or at partner university 30 ECTS/2 HPW					
SEMESTER 3 30 ECTS/16 HPW	Option I (abroad) 5 ECTS/3 HPW	Option II (abroad) 5 ECTS/3 HPW	Option III (abroad) 5 ECTS/3 HPW	Option IV (abroad) 5 ECTS/3 HPW	Option V (abroad) 5 ECTS/3 HPW	Applied Project (incl. seminars)
SEMESTER 2 30 ECTS/21 HPW	Digital Business and Transformation 5 ECTS/4 HPW	Strategic Management 5 ECTS/4 HPW	International Corporate Finance 5 ECTS/4 HPW	International Management and Trade 5 ECTS/4 HPW	Business Research 5 ECTS/4 HPW	10 ECTS/2 HPW
SEMESTER 1 30 ECTS/20 HPW	Sustainable International Economics 5 ECTS/2 HPW	Leadership and Human Resource Management 5 ECTS/4 HPW	Quantitative Analytical Methods 5 ECTS/4 HPW	Financial Reporting 5 ECTS/4 HPW	International Marketing 5 ECTS/4 HPW	International Business Law 5 ECTS/2 HPW
	Orientation week 2 HPW					
TOTAL 120 ECTS/61 HPW	AT MAINZ UNIVERSITY OF APPLIED SCIENCES OR AT PARTNER UNIVERSITY		OPTIONS ABROAD AT PARTNER UNIVERSITY	CORE MODULES AT MAINZ UNIVERSITY OF APPLIED SCIENCES	INTERNSHIP PRACTICAL TRAINING PERIOD	

<https://www.hs-mainz.de/en/academics/degree-programs/business/international-business-ma/overview/>

Studienstruktur | Management M.Sc.

	Managementkompetenzen Evidenzbasiert managen	Fachkompetenzen für Unternehmensfunktionen Genereller Fokus vs. Schwerpunkt
Semester 4 29 ECTS/6 SWS	International Management Seminar 3 ECTS/2 SWS	Sustainability Projekt 2 ECTS/2 SWS
Semester 3 31 ECTS/21 SWS	Management Simulation Workshop 3 ECTS/2 SWS	Transformation & Change Management 5 ECTS/4 SWS
Semester 2 30 ECTS/20 SWS	Strategic Management 6 ECTS/4 SWS	Option III 6 ECTS/4 SWS
Semester 1 30 ECTS/20 SWS	Business Problem Solving 6 ECTS/4 SWS	Option IV 6 ECTS/4 SWS
Total 120 ECTS/67 SWS		

Pflichtmodule	Englischsprachige Module	Unternehmensbezogene Module	Wahlmodule
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Master modules taught in English language

Course: 964M-201 Digital Business Transformation

Semester: Summer semester

Hours per week: 4

ECTS credits: 5

Learning Outcomes/ Competences:

Upon successful completion of the module, students will be able to:

- Recognize the impact on organizational and procedural changes that the process of change using new information technologies entails.
- Explain current innovative technologies in the field of digital transformation, select suitable technologies for specific scenarios, and make decisions about IT innovations under uncertain conditions.
- Identify, classify, and compare the basic concepts of the digital economy and IT-based business models.
- Describe, analyze and design different approaches of how IT-based technologies can be used to enable communication, interaction and transactions in a global environment, and apply and critically discuss them to specific cases of business practice.
- Present the various application areas of the digital economy and IT-based business models, critically examine and apply corresponding concepts.
- Evaluate the benefits of new IT-based technologies for companies and competently assess, question and develop solutions to operational problems in the digital economy.
- Apply and design concepts and models to specific business examples.
- Critically examine appropriate sustainable concepts and business models.
- Critically evaluate possible social and cultural impacts, question related digital-ethical entrepreneurial and social aspects, develop solutions in this context and independently acquire the necessary knowledge.
- Work responsibly in small teams, researching and applying knowledge independently, analyzing practical issues, evaluating alternative solutions, and developing sustainable approaches to solutions.
- Discuss their results within and outside the team and present the results of their teamwork to experts and superiors in an appropriate digital manner.

Contents:

- Classification of the digital economy in a scientific context
- Concepts, approaches and models of the digital economy and IT-based business models
- Overview of current sustainable developments in information technology
- Methodology for evaluating new technologies in a business context
- Development of technological and business fundamentals of new sustainable technologies based on current scientific knowledge
- Application scenarios and possible uses of new technologies, their analysis and evaluation in different companies and business functions
- Social and cultural frameworks and impacts of digital technologies and related digital-ethical social and business issues

Teaching Methods: The module is offered in a seminar format and consists of a combination of lectures, exercises, self-study components and coaching sessions in a digitally oriented blended learning format

Assessment: Written paper (Hausarbeit) (60%) and a presentation (40%).

Course: 964M/F39M-203/ International Corporate Finance

Semester: Summer semester

Hours per week: 4

ECTS credits: 5

Learning Outcomes / Competences:

Upon successful completion of the module, students will be able to:

- Explain and apply the different financial objectives including digitalisation and sustainability topics.
- Illustrate financial decisions.
- Calculate investment appraisals according to investment calculation methods.
- Analyze corporate decisions.
- Analyze and evaluate the company value based on static and dynamic company valuation methods.
- Assess the company value taking into account ESG factors (environmental, social, governance).
- Classify, justify and structure equity and debt capital financing methods.
- Design M&A processes including Private Equity

Contents:

- Key figures according to financial objectives
- Investment and financing decisions
- Corporation targets including the role of financial managers
- Investment calculation methods
- Static and dynamic company evaluation methods
- ESG factors
- Equity, Debt and Mezzanine Finance
- M&A

Teaching methods

Seminar-style module based on a combination of lecture, group discussions, group work, case studies and exercises. Group works primarily focus on the development of social and presentation skills. In addition, they serve to deepen knowledge of international financial topics. Group work on international finance topics are presented in class. Solutions to financial problems of companies are structured, simulated and formulated jointly.

Assessment: Written examination, (120 minutes)

Module:	964M/F39M-204-International Business and Trade
Semester :	summer semester
Hours per week:	4
ECTS credits:	5

Learning Outcomes / Competences

Upon successful completion of the module, students will be able to:

- Describe central concepts of managing international firms, e.g. export, direct investment, or technology contracts.
- Summarize and explain basic economic theories of internationalization and compare and classify global trade blocs, and business cultures.
- Criticize developments in the globalized world economy and relate them to specific country situations and corporate environments.
- Appraise international business problems in team working situations through case study seminars and workshops.
- Evaluate typical situations in the internationalization process of firms prioritizing strategic solutions.
- Devise own solutions for international management problems and conduct international research to back up these decisions.
- Defend their views and opinions digitally and in group discussions with international students and company practitioners.
- Judge the impact of international business decisions from an ethical and sustainable perspective devising solutions to combine economic rationales with ethical behavior.
- Develop the ability to engage in self-managed learning, including reading and study skills in preparation for class discussion, coursework, and examination assessment.

Contents:

- Globalization and the development of the world economy
- International theories of trade and investment
- Economic cooperation in the global environment
- International culture and sustainability in management
- International strategy, digitalization and competition
- Market entry strategies: export-import, licensing and foreign direct investment
- Export management and trade financing
- Corporate social responsibility in international Business
- International organization and cooperation

Teaching Methods:

Seminar-style course including lecture and group work sessions as well as discussion panels. Group assignments have the focus to deepen the knowledge of international business and to develop social and interpersonal skills. International business problems are jointly analyzed, discussed, and presented in class. Invited guest speakers are included in the lecture whenever possible

Assessment: written examination (90 minutes)

Module: 964M-205 Business Research

Semester: summer semester

Hours per week: 4

ECTS credits: 5

Learning outcomes/competences

Upon successful completion of the module, students will be able to:

- Utilize relevant data and digital software tools to apply a research method, analyse results, and draw conclusions.
- Discuss appropriate sampling procedures and data collection methods for various research designs.
- Distinguish between qualitative and quantitative research methodologies in business to identify their appropriate applications.
- Explain different qualitative research methods and their suitability for specific business research questions.
- Create a literature review on a given topic to establish the foundation for further sustainable research analysis.
- Formulate the outcomes of a literature review and data analysis to compile and present findings in a scholarly research paper.

Contents

- Sampling techniques
- Data collection methods
- Qualitative research methods
- Research project work

Teaching Methods: Lectures include a part with regular instruction (classroom or online) and a part with coaching for the research project.

Assessment: Term paper (Hausarbeit)

Module: 996-61151/ Finance and Accounting

Semester: summer semester

Hours per week: 4

ECTS credits: 6

Learning Outcomes/Competences:

Upon successful completion of the module, participants will be able to:

- understand major concepts and principles of finance, management and financial accounting as well as financial statement analysis.
- understand the principles and methods of costing, and how cost information can be used to support decision making.
- evaluate investments using various investment criteria based on excel-based case studies. They understand critical assumptions and data requirements.
- apply the International Financial Reporting Standards (IFRS) and related sustainability standards to practical problems and case studies.
- evaluate different accounting treatments under the provisions of IFRS and their respective impact on key performance indicators and financial statements as a whole.
- evaluate financial statements by analyzing published financial statements based on specific techniques for evaluating the recent performance, financial state at year-end, and future prospects of an entity.
- develop the necessary expertise, methodological skills and problem-solving abilities to be able to work in the accounting or controlling department of large multi-national companies.
- develop the ability of critical thinking and enhance their skills in working in intercultural teams. They train their ability to research literature and understand financial reports and key performance indicators.

Prerequisites: Basics of double-entry bookkeeping and financial accounting

Content:

- Introduction: Advanced Accounting Concepts
- Investment Analysis vs. Cost Accounting vs. Accrual-Based Accounting
- Principles and Methods of Financial Accounting
- Annual Financial Statements under IFRS
- Sustainability Reporting and ISSB
- Financial Statement Analysis

Teaching Methods: seminar style lectures, discussions, group work, excel-based case studies

Assessment: Written examination (120 minutes)

Module: 996- 61551 / Strategic Management

Semester: summer semester

Hours per week: 4

ECTS credits: 6

Learning Outcomes/Competences:

Upon successful completion of the module, participants will be able to:

- interpret and implement, both basic and modern concepts of strategic management, including the latest theories and concepts in the field.
- examine and assess strategic challenges and business problems, and make appropriate strategic decisions.
- gain practical experience in implementing strategic concepts through case studies, with a focus on various aspects such as diversification, integration, and globalization.
- differentiate between effective and ineffective strategies in different contexts, drawing valuable conclusions for strategic planning.
- employ and scrutinize modern strategic management tools, developing them further and substantiating them with sound arguments.
- enhance communication skills, especially in presenting strategic ideas and solutions, taking into account global and local challenges.

Contents:

- Role of strategy and overview of strategic management and the strategy process
- Forces having an impact on strategy, the role of organizational structure, the role of global challenges, the role of technology
- Strategy concepts, such as strategy-as-practice, open strategy, strategizing
- Decision-making and strategies at work in global companies and start-ups
- Specific strategic themes, such as integration and positioning within the value chain, diversification, mergers and acquisitions, divestments, platform business models, sharing economy, innovation management, entrepreneurship

Teaching Methods: seminar style lectures, discussions, case studies, videos, reading material

Assessment: Written examination (70%, 80 minutes) and presentation (30%)

Module: 56734 Sustainable Procurement

Semester: summer semester

Hours per week: 4

ECTS-credits: 6

Learning Outcomes/ Competences

Upon successful completion of the module, participants will be able to:

- explain the importance of procurement for achieving corporate success and implementing sustainable global supply chains.
- describe the strategic source-to-contract (S2C) and transactional purchase-to-pay (P2P) processes and their relevance for sustainability, incl. current digitalization trends.
- explain why cross-functional collaboration is essential for sustainable procurement and how it might be improved.
- derive a procurement strategy from corporate strategy.
- derive a category strategy from analyzing internal demand and the supply market, based on a state-of-the-art template, and discuss related trade-offs.
- derive supplier management and development processes, based on sustainability targets.
- define and calculate basic economic, environmental and social key performance indicators (KPIs) in procurement.
- make decisions in teams.
- analyze, justify and present their decisions in case study discussions.

Contents

- The role of procurement for corporate success and (global) sustainable supply chains
- Strategic versus transactional PSM processes: How to organize PSM and changing buyer profiles
- Deriving category strategies applying a state-of-the-art sourcing template and contemporary spend analysis tools, e.g. Sievo
- Devising supplier management and development processes, based on sustainability targets
- Selecting and calculating economic, environmental and social KPIs in procurement
- Supply risk management in light of supply disruptions (e.g. COVID-19) and changing legal requirements (e.g. German Supply Chain Due Diligence Act) with contemporary risk analysis tools (e.g. Risk Methods, Prewave, HGS Research)

Teaching method:

Combination of interactive lectures work and discussions of case studies, presentations and exercises

Assessment:

Two assignments: Individual report as presentation (30%) and group case report as presentation (70%)

Module:	A23-60155 Supply Chain Management
Semester:	summer semester
Hours per week:	4
ECTS-credits:	5

Learning Outcomes/ Competences

After successful completion of the module, students will be able to:

- explain main objectives in operations management and the trade-offs between them
- apply specific methods for problem solving and optimization in operations and supply chain management
- explain, how supply chains (SCs) are managed across company borders by coordinating design and planning: Supply Chain Management (SCM).
- analyze and evaluate the fit between the competitive strategy, branch specific factors, the external environment and the specific SCM concept.
- evaluate, to assess and to critically diagnose objectives and key elements of a SC.
- classify diverse SCs using the most popular SCM classification schemes.
- list and to name selected strategic and operational concepts in SCM,
- apply basic planning methods in SCM and to assess the outcome of optimization methods.
- assess the performance of an SC and to control and measure it with specific KPIs.
- develop alternative solutions for SC problems in teams and to decide between them
- present the results of case discussions and to reason convincingly

Contents

- Introduction: objectives and trade-offs in operations management
- Overview on operational processes in a supply chain
- Simulation of a supply chain in the beer game, introduction in specific problems of supply chain management
- Objectives (costs and profit, service level, sustainability, risk limitation) in supply chain management
- Strategic fit between competitive strategy and supply chain strategy, generic supply chain strategies
- Driver of supply chain performance: facilities, inventories, transports, information, sourcing, pricing
- The Supply Chain Operations Reference Model (SCOR)
- Steering and control using supply chain specific KPIs.
- Selected examples for coordination problems and solutions (lot sizing, single orders, price-demand curve)

Teaching method:

The course takes place in a seminar style with lectures and presentations, case studies, assignments, group works and Excel exercises.

Assessment:

Presentation based on a case study or simulation (30%) with written summary and written exam (70%)

German Language and Culture / Deutsche Sprache und Kultur

Kurs/Code: **Deutsche Sprache und Kultur (German Language and Culture)**

Semester: summer semester

Std./Woche: 4

ECTS credits: 5

Did you know?

German is one of an official language of six European countries (Germany, Austria, Switzerland and Liechtenstein, as well as small parts of Belgium and Italy).

German is the second-most used language on the internet, ranking ahead of French, Japanese and Spanish. There are numerous reasons why German was, is and will be worth learning, especially for Business students:

- Germany plays a significant role in world-wide trade relations
- Germany has a historical influence on and importance in European Union and world politics
- German is a primary language used in science
- German is the original language of many masterpieces in world literature and philosophy, for example by authors such as Goethe, Marx, Freud or Einstein.

Here at Hochschule Mainz, we aim at giving students the opportunity of improving their language skills on all levels. To find the best course for you, you will be asked to take a written online test before being invited to a short interview, so that the right course can be found for you. The courses are divided up according to the Common European Framework (Gemeinsamer Europäischer Referenzrahmen) from level A1 to C1

A1: The user can communicate in basic German with help from the listener

A2: The user can communicate in German within a limited range of contexts

B1: The user can communicate essential points and ideas in familiar contexts

B2: The user can use German effectively, with some fluency, in a range of contexts

C1: The user is able to use German fluently and flexibly in a wide range of contexts

The courses take place once a week for four lecture hours. You are invited to join!

For questions and further information, please contact Tilman Kromer, tilman.kromer@hs-mainz.de or see our homepage under <https://www.hs-mainz.de/studium/services/fachbereichsuebergreifend/sprachenzentrum/kursangebot/daf/>

Deutsch A1.1 (Beginner)	001-907015
Deutsch A1.2	001-907025
Deutsch A2.1 (Intermediate)	001-907115
Deutsch A2.2	001-907125
Deutsch B1.1	001-907205
Deutsch B2.1 (Advanced)	001-907315
Deutsche C1.1 (Academic German)	001-907415

Before registering for the German classes you need to take an online assessment test to find the right course level. Those who have no prior knowledge of German can directly register for one of the A1.1 courses without an assessment. All others should do the following online tests depending on their learning experience so far.

for Level A1 to B1: <https://www.hueber.de/momente/einstufungstest>

for Level B2 to C1: <https://www.hueber.de/vielfalt/einstufungstest>

At the end of the test you will receive a result with the percentage of the exercises you filled out correctly and a recommendation for the course level you should continue with. Please send the result to the following address: tilman.kromer@hs-mainz.de . Please do that before your start at the Hochschule.

Wir freuen uns auf Euch!

Additional Languages

Other language courses (French, Spanish, Russian, Turkish, Chinese etc.) are offered, details can be given at the beginning of the semester. Please consider that you will have a German approach (especially in the beginner courses)

<https://www.hs-mainz.de/en/academics/services/interdisciplinary/language-center/overview/>

Learning Agreement

Your individual study program is recorded in the **Learning Agreement** and must be signed by you, your home university and Mainz University of Applied Sciences.

The ECTS (**E**uropean **C**redit **T**ransfer **S**ystem) is the foundation for your program and workload.

30 ECTS credits (ecp) is the regular workload and 32 -35 ecp the maximum you can opt in for. In general, your course choice is binding. We will always try to place you in your desired courses, however, due to possible late failures (the lecturer is ill...), time table overlaps, the course is overbooked or whatever reason we may think of, we cannot guarantee that every course will be feasible during your stay. If this is the case it will be a matter of exceptional changes **after** arrival.

Each Learning Agreement has a header with the general information about the exchange and a table A in which courses at the host university are entered, as well as a table B in which it is specified how the courses from table A will be recognized on return. It is only valid, when signed by all parties, you, the home- and host university.

In general, there are two different ways to handle the learning agreement:

- Digital Learning Agreement (only available for students from EU/Erasmus countries)
- Paper-based / PDF learning agreements (to be used by Non-EU students or if your Erasmus home university has not yet implemented a digital workflow)

Learning Agreement EU students:

If you are an Erasmus+ student, you are **obliged** to use a **digital learning agreement**. Please contact the coordinator of your home university and ask her or him, how to proceed. Within the scope of EWP (Erasmus Without Paper), the digital Learning Agreement is implemented in the workflow your home university uses.

A paper-based/PDF will only be accepted, if your home university is not yet connected to the EWP network. (if this is the case, please proceed as described below)

Learning Agreement non-EU and non-EWP students:

If you are from a non-European university or your European home university is not yet connected to the EWP network, please download the form ([LA non EU/non EWP](#)).

- Fill in the header
- Fill in table A with the courses you want to take at Hochschule Mainz (max 30 ecp)
- and fill table B, with the courses you want to have recognized after return.
- Sign it
- Have it signed by your coordinator and upload it to Mobility Online

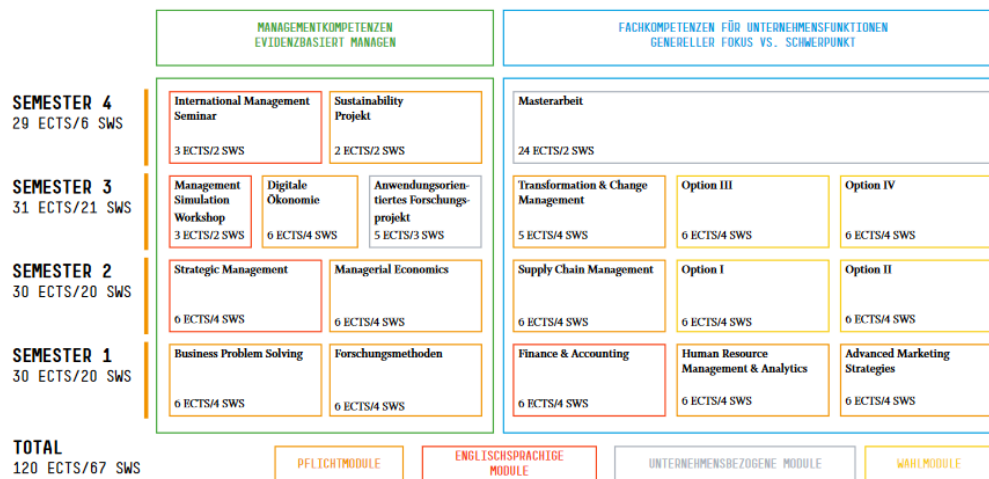
Your individual timetable will be discussed with you after your arrival during the introduction week.

Kursangebot in deutscher Sprache

Wenn Sie ausreichend Deutsch sprechen und Kurse in deutscher Sprache belegen möchten, steht Ihnen unser komplettes Masterangebot zur Verfügung.
Sie können Kurse aus folgenden Studiengängen wählen:

Master Management MSc

STUDIENSTRUKTUR: MANAGEMENT M.SC.



Die Beschreibungen der einzelnen Module finden Sie im Modulhandbuch unter https://www.hs-mainz.de/fileadmin/Wirtschaft/Studiengaenge/master/management_msc/pdf/modulhandbuch/Modulhandbuch_Mgt_MSc_August_2024.pdf

Master Business Administration MSc

STUDIENSTRUKTUR: BUSINESS ADMINISTRATION M.SC. VOLLZEIT

BEGINN IN GERADEN JAHREN



* Bestehend aus Grundlagen der Betriebswirtschaftslehre (2 SWS) und Accounting (1 SWS)

** In einem dieser Funktionsbereiche ist ein dreimonatiges Praktikum zu absolvieren und ein anwendungsbezogenes Unternehmensprojekt (Prüfungsleistung) zu erstellen

Die Beschreibungen der einzelnen Module finden Sie im Modulhandbuch unter https://www.hs-mainz.de/fileadmin/Wirtschaft/Studiengaenge/master/business_administration_msc/pdf/Modulhandbucher_Studienstrukturen/BA_MSc - Modulhandbuch_20250911.pdf

Sie können im Sommersemester 2026 nur Module aus dem 2. Semester belegen.