

Module Manual

Bachelor Study Programme Business Studies Fulltime Compulsory Modules

UNIVERSITY OF APPLIED SCIENCES MAINZ -
SCHOOL OF BUSINESS

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Level of Language Modules

	Bachelor	
Language	Start Level	Target Level
English	B1 +	B2 +
Spanisch	A1	A2-B1+
Französisch	A1	A2-B1+
Chinesisch	A1	A1-A2

Structure of Study Programme

VI ECTS: 30 SWS: 6	Business Planning ECTS: 5, SWS: 3	Bachelor Thesis (Incl. Bachelor Seminar) ECTS: 10, SWS: 2		Applied Project ECTS: 20, SWS: 1			
V ECTS: 30 SWS: 18	International Management ECTS: 5, SWS: 2	Option I ECTS: 5, SWS: 4	Option II ECTS: 5, SWS: 4	Option III ECTS: 5, SWS: 4	Option IV ECTS: 5, SWS: 4		
IV ECTS: 30 SWS: 22	Human Resource Management ECTS: 5, SWS: 4	Financial Accounting ECTS: 5, SWS: 4	Management ECTS: 5, SWS: 4	Macroeconomis ECTS: 5, SWS: 4	Integrated Business Processes & Project Management ECTS: 5, SWS: 4	Social Interaction ECTS: 5, SWS: 2	
III ECTS: 30 SWS: 24	Marketing ECTS: 5, SWS: 4	Investment & Finance ECTS: 5, SWS: 4	Taxation ECTS: 5, SWS: 4	Microeconomis ECTS: 5, SWS: 4	Companies and ICT ECTS: 5, SWS: 4	Language & Inter-cultural Competence ECTS: 5, SWS: 4	
II ECTS: 30 SWS: 23	Material Supply / Logistics / Production ECTS: 5, SWS: 4	Management Accounting ECTS: 5, SWS: 4	Law II ECTS: 5, SWS: 4	Statistics ECTS: 5, SWS: 4	English II ECTS: 2 SWS: 2	Studium integrale II ECTS: 3 SWS: 4	Applied Project in Statistics ECTS: 5, SWS: 1
I ECTS: 30 SWS: 24	Introduction in Business Administration ECTS: 5, SWS: 4	Principles of Accounting ECTS: 5, SWS: 4	Law I ECTS: 5, SWS: 4	Mathematics ECTS: 5, SWS: 4	English I ECTS: 22 SWS: 2	Studium integrale I ECTS: 3 SWS: 4	Methodology / Classification / Presentation ECTS: 5, SWS: 2
	Orientation 1 SWS						
ECTS Total: 180, SWS Total: 118							

Semester 1

Orientation					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	15 h		1st Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Andrea Beyer					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Orientation	15 h	0 h	40 Students	
2	Learning Objectives Students get common knowledge in their study programme (organization, introduction to business administration etc.)				
3	Content Organizational aspects and social competence Introduction to business administration				
4	Type of Study Workshop				
5	Recommned Previous Knowledge –				
6	Presence required? –				
7	Type of Examination –				
8	Requirements for Achieving Credits –				
9	Use of Module in Other Study Programmes –				
10	Weight of Grade in Final Grade 0 of 150 Credits				
11	Additional Information –				

Mathematics					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	1st Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Christian Menn					
1	Courses	Hours of Contact		Hours of Self Study	Number of Students
	Mathematics	60 h		90 h	40 Students
2	Learning Objectives The students will <ul style="list-style-type: none"> • be in good command of the important principles of linear algebra and analysis • learn and be able to apply quantitative methods and procedures for modelling and optimisation of operating decision processes • be able to apply fundamental formulas of financial mathematics • differentiate between and apply formulas of combinatorics 				
3	Content Fundamental mathematics Economic application of analytical methods Economic application of linear systems of equations Financial mathematical procedures Combinatorics				
4	Type of Study Course is organized as a combination of lecture and seminar				
5	Recommmed Previous Knowledge –				
6	Presence required? –				
7	Type of Examination Written exam (90 min)				
8	Requirements for Achieving Credits				

	Passed examination
9	Use of Module in Other Study Programmes BA Business Studies TZ, BA Business Studies dual TZ, BSc. awis TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature will be announced in the syllabus

Principles of Accounting					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	1st Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Karl H. Wöbbing					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Principles of Accounting	60 h	90 h	40 Students	
2	Learning Objectives The students will <ul style="list-style-type: none"> • Know the theoretical basics, functionality, terms and legal frame conditions of accounting • Understand the classification in the corporate surrounding • Get to know the accounting system and techniques of booking. They understand the basic accounting processes from opening balance sheet to closing balance sheet and are able to use the knowledge to book on their own • Get to know the basic knowledge about balance sheets and profit and loss statement as part of the annual financial statement of a corporation • Know about the central operational command variables “result” and “liquidity” and are able to explain and interpret the correlation between statement of operations, cash-flow statement and balance sheet statement • Are able to determine and interpret the command variables by using their competences in accounting in case studies These case studies will be done in small groups. Students will gain experiences in organizing teams. The students improve their self management by preparing and following up the content of the lectures. They develop their ability to work in teams, to solve conflicts and to make decisions by working on case studies in small groups.				
3	Content Basics of principle accounting (The corporation, system of aims of the corporation, corporation as functional system, cost accounting, subareas (extern/intern), terms, legal frame conditions) Bookkeeping (listing, inventory, balance sheet, stock account, accounts structure, nominal accounts, profit and loss statement, consideration of taxes, personal draw, acquisitions of capital asset, write-off of fixed asset, annual financial statement) Basics of integrated statement of operations, cash-flow statement, balance sheet statement (result and liquidity as central operational command variable, statement of operations, result analysis, cash				

	flow statement, financial plan, basic structure and process of integrated statement of operations, cash-flow statements and balance sheet statement, case studies)
4	Type of Study Course is organized as a combination of lecture and seminar
5	Recommmed Previous Knowledge –
6	Presence required? –
7	Type of Examination Written exam (90 min)
8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes BA Business Studies TZ, BA Business Studies dual TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature Coenberg, A. G. u.a., Einführung in das Rechnungswesen, Schäffer-Poeschel, Stuttgart Döring, U., Buchholz, R.: Buchhaltung und External Accounting, Erich Schmidt Verlag, Berlin Koeder, K. W., Schmorleiz, W: External Accounting, UTB, Stuttgart Schierenbeck, H., Wöhe, C. B.: Grundzüge der Betriebswirtschaft, Oldenbourg. München Schmolke, M., Deitermann, S.: Industrielles Rechnungswesen, Winklers, Braunschweig In each case current edition.

Law I					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	1st Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Wilfried Alt					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Law I	60 h	90 h	40 Students	
2	Learning Objectives				
	<p>The objective of this course is the primarily application-oriented acquirement of fundamental knowledge in economic-related areas of private law. The students are able to comprehend legal problems and conflicts in economic practice, assess simple issues and cases independently and develop practice-oriented solutions. They recognise the character of commercial law as special private law of business people and the deviations from the German Civil Code (BGB) deriving from this.</p>				
3	Content				
	<p>Legal sources of private business law</p> <p>Legal entities (Natural person; legal entity; entrepreneur; consumer; businessman)</p> <p>Declaration of intent and legal transaction (conclusion of contract; representation pursuant to BGB and HGB)</p> <p>Contract contents (limits of freedom of contract; general terms and conditions of business)</p> <p>Duty of performance</p> <p>Impairment of performance and legal consequences</p> <p>Terms and period of limitation</p> <p>Purchase contract (basic format; warranty claims; caveat emptor)</p> <p>Commercial law (meaning of the term businessman; sales organisation; special regulations for trading)</p> <p>Methodology of application of law</p>				
4	Type of Study				
	Course is organized as a combination of lecture and seminar				
5	Recommended Previous Knowledge				

	–
6	Presence required? –
7	Type of Examination Written exam (90 min)
8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes –
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature Führich, Ernst, Wirtschaftsprivatrecht Ullrich, Norbert, Wirtschaftsrecht für Betriebswirte In each case current edition.

Introduction in Business Administration					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	1st Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Herbert Paul					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Introduction in Business Administration	60 h	90 h	40 Students	
2	Learning Objectives <p>The students know the basic targets, goal conflicts, approaches and correlations in business administration. They understand the content of the module, the understanding and learning of the central fundamental terms is very important.</p> <p>The students get to know the role of abstract operational models and are able to critically questioning operational objectives and correlations e.g. the role of profit. They can evaluate advantages and disadvantages of economic approaches. They develop a basic understanding of important functions within the operational value chain - with the area specific objectives and central basic terms. They develop ideas about typical jobs in the business area and the basic parameters. They understand the constitutive decisions in a company and gain an overview about management and leadership.</p> <p>The students train their self-management through the preparation and review of the lectures.</p> <p>In the business game they develop abilities to work in a team, to solve conflicts and to make decisions through working on economic tasks.</p>				
3	Content <p>Business Administration in the system of sciences</p> <p>Constitutive company decisions</p> <p>Operational functions in the value chain</p> <p>Management and leadership</p> <p>Business game</p>				
4	Type of Study <p>Course is organized as a combination of lecture and seminar Zur Verdeutlichung wird ein Unternehmensplanspiel integriert.</p>				
5	Recommmed Previous Knowledge <p>–</p>				

6	Presence required? –
7	Type of Examination Written exam (90 min), die mit Präsentation von Unternehmensprofilen kombiniert werden kann
8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes BA Business Studies TZ, BA Business Studies dual TZ, BSc awis TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature Thommen/Achleitner. Allgemeine Betriebswirtschaft. Bestmann. Kompendium der Business Studies. Wenzel/Fischer/Metze/Nieß, Industriebetriebslehre. Schierenbeck. Grundzüge der Betriebswirtschaft. In each case current edition.

English I					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	60 h	2	1st Semester	Each semester	One semester
Responsible for Module					
Dr. Elke Lassahn					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	English I	30 h	30 h	40 Students	
2	Learning Objectives The students learn <ul style="list-style-type: none"> • to extend their communicative skills in English • to acquire linguistic abilities in order to understand and comment more challenging and relevant business literature • write correctly and creatively 				
3	Content Relevant use of business vocabulary Grammatical Structures Practicing reading and listening comprehension abilities Creative writing, argumentations, presentations				
4	Type of Study Course is organized as a combination of lecture and seminar				
5	Recommmed Previous Knowledge –				
6	Presence required? –				
7	Type of Examination Schriftliche Prüfung in Form von kleineren studienbegleitenden Teamarbeiten und einer Written exam				
8	Requirements for Achieving Credits Passed examination				

9	Use of Module in Other Study Programmes BA Business Studies TZ, BA Business Studies dual TZ,
10	Weight of Grade in Final Grade 2 of 150 Credits
11	Additional Information Literature Intelligent Business Upper Intermediate, Pearson/Longman. In each case current edition. Current papers from different media.

Methodology/Classification/Presentation					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	1st Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Andrea Beyer					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Methodology/Classification/Presentation	60	90	40 Students	
2	<p>Learning Objectives</p> <p>The students know what type of learning they are and what techniques they can apply. They also know how to carefully prepare and work out examinations. They learn how to learn and reduce stress. They are able to differentiate different scientific questions and know the consequences for the editing. They get to know different methods of literature research and how to use them. They know the process of working on scientific problems and are able to design it (collecting material, structuring, argumentation, revision). They are able to represent complicated issues easily and concisely. They get to know and use techniques of revision and are able to use constructive criticism. They can use programs to write texts and work out presentations and are able to create texts that confirm the formalities.</p> <p>The students train and improve their self management through research and preparation of the exercises. They get experiences in presenting and improve their elocution and ability of speech. By working in groups they build their ability for team work and also their intercultural competences. They improve their ability of conflicts and criticism as well as their empathy by discussions and judging of results. Also their competences in methods are developed by using different media and critically analyze results</p>				
3	<p>Content</p> <p>Learning during the studies (Learning types, memory and working techniques)</p> <p>Examinations during the studies (Planning, execution, stress handling)</p> <p>Types of academic questions and their solving</p> <p>Literature research and working with references</p> <p>Collections of content, pattern of argumentation and structure</p> <p>Revision</p> <p>Linguistic aspects of scientific texts</p>				

	<p>Tools to write texts and create presentations Tools für Text- und Präsentationserstellung</p> <p>Techniques of presenting</p> <p>Formalities of scientific working</p>
4	<p>Type of Study</p> <p>Course is organized as a combination of lecture and seminar</p>
5	<p>Recommned Previous Knowledge</p> <p>–</p>
6	<p>Presence required?</p> <p>Presence required during presentations</p>
7	<p>Type of Examination</p> <p>Reference list, exposé, presentation, short paper</p>
8	<p>Requirements for Achieving Credits</p> <p>Passed examination</p>
9	<p>Use of Module in Other Study Programmes</p> <p>In all bachelor study programmes (except BA WR VZ)</p>
10	<p>Weight of Grade in Final Grade</p> <p>5 of 150 Credits</p>
11	<p>Additional Information</p> <p>Literature</p> <p>Bänsch, Axel: Wissenschaftliches Arbeiten, Oldenbourg</p> <p>Berger, Doris: Wissenschaftliches Arbeiten in den Wirtschafts- und Sozialwissenschaften: Hilfreiche Tipps und praktische Beispiele, Wiesbaden</p> <p>Disterer, Georg: Studienarbeiten schreiben: Seminar-, Bachelor-, Master und Diplomarbeiten in den Wirtschaftswissenschaften, Berlin u.a., Onlineausgabe</p> <p>Koeder, Kurt-Wolfgang: Studienmethodik: Selbstmanagement für Studienanfänger, München</p> <p>Kornmeier, Martin: Wissenschaftlich schreiben leicht gemacht, Konstanz</p>

Semester 2

Statistics					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	2nd Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Daniel Porath					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Statistics	60 h	90 h	40 Students	
2	Learning Objectives The students will <ul style="list-style-type: none"> • know the fundamental terms of and approach to descriptive and balancing statistics, • be able to plan and carry out the processes of a simple statistical analysis, • learn the meaning and application of the most important statistical calculation methods of descriptive and balancing statistics and know the usages of calculation and statistics programmes. 				
3	Content Principles, processes of a statistical analysis Frequency distribution and the parameters Regression and correlation analysis Base and index numbers Time series analysis and forecast processes Probability theory Sample analysis				
4	Type of Study Course is organized as a combination of lecture and seminar				
5	Recommended Previous Knowledge –				
6	Presence required? –				

7	Type of Examination Written exam (90 min)
8	Requirements for Achieving Credits
9	Use of Module in Other Study Programmes BA Business Studies TZ, BA Business Studies dual TZ, BSc awis TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature will be announced in the syllabus

Cost Accounting					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	2nd Semester	Each semester	One semester
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Cost Accounting	60 h	90 h	40 Students	
2	Learning Objectives The students become familiar with the most important methods and instruments of cost accounting including the correlation between cost types, cost centres and cost unit accounting. Actual, normal and plan cost accounting systems based on full costing and direct costing will be introduced.				
3	Content Basic structures of Cost accounting Cost types, cost centres and cost unit accounting Systems of cost accounting				
4	Type of Study Course is organized as a combination of lecture and seminar				
5	Recommmed Previous Knowledge Principles of Accountings				
6	Presence required? –				
7	Type of Examination Written exam (90 Min)				
8	Requirements for Achieving Credits Passed examination				
9	Use of Module in Other Study Programmes Ba Business Studies TZ, BA Business Studies dual TZ				
10	Weight of Grade in Final Grade 5 of 150 Credits				
11	Additional Information				

<p>Literature</p>

<p>Coenberg, Adolf G.: Kostenrechnung und Kostenanalyse, Schäffer Poeschel.</p>

<p>Fischbach, S.: Grundlagen der Kostenrechnung, Moderne Industrie.</p>

<p>Freidank, C. Chr., Fischbach, S.: Übungen zur Kostenrechnung, Oldenbourg.</p>
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<p>Hummel, S., Männel, W.: Kostenrechnung 1, Gabler.</p>
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<p>Hummel, S., Männel, W.: Kostenrechnung 2, Gabler.</p>
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<p>In each case current edition.</p>

Law II					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	2nd Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Wilfried Alt					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Law II	60 h	90 h	40 Students	
2	Learning Objectives The students broaden their knowledge to include practical areas of private business law. In addition, they get to know the legal basis of partnerships and limited liability companies and are able to comprehend the advantages and disadvantages of the individual legal forms. The students acquire basic knowledge of competition law and recognise the resulting restrictions for competition and sales in practice.				
3	Content Usage contracts; employment contracts, contracts for work and services Legal obligations (tortious claims; product liability; compensation; basic matters of unjustified enrichment) Property law (basic principles; acquisition of ownership of movables / property; security transactions) Company law Basic principles of private law types of enterprises Partnerships (GbR; oHG; KG) Limited liability companies (GmbH; AG)				
4	Type of Study Course is organized as a combination of lecture and seminar				
5	Recommmed Previous Knowledge Law I				
6	Presence required? –				
7	Type of Examination Written exam (90 min)				

8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes BA Business Studies TZ, BA Business Studies dual TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature Führich, E., WirtschaftsprivatLaw Ullrich, N., WirtschaftsLaw für Betriebswirte, Verlag Neue Wirtschaftsbriefe In each case current edition.

Materials Management/Logistics					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	2nd Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Volrad Wollny					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Materials Management/Logistics	60 h	90 h	40 Students	
2	Learning Objectives The course provides the students with an overview of the operational areas of production, materials management and logistics. They will learn, understand and be able to apply <ol style="list-style-type: none"> 1. important terms and definitions 2. targets and target conflicts 3. application of fundamental (quantitative) analysis and problem solution methods in materials management and production management and assessment of the results 4. current developments in materials management and production management and the effects thereof 				
3	Content Introduction to production Materials management Production management Logistic structures and systems Cross-company concepts (supply chain management)				
4	Type of Study Course is organized as a combination of lecture and seminar				
5	Recommmed Previous Knowledge Introduction in Business Administration				
6	Presence required? –				
7	Type of Examination				

	Written examination based on several teamworks and written exam
8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes BA Business Studies TZ, BA Business Studies dual TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature Kummer; S.; Grün, O.; Jammerneegg, W.: Grundzüge der Beschaffung, Produktion und Logistik. München Arndt, H.: Supply Chain Management: Optimierung logistischer Prozesse. Wiesbaden Gleißner, H.; Femerling, C. : Logistik. Wiesbaden Vahrenkamp, R.: Logistik. München Wannenwetsch, H.: Integrierte Materialwirtschaft und Logistik. Wiesbaden. Wöhe, G.: Einführung in die Allg. Betriebswirtschaft, Kapitel Produktion. München In each case current edition.

English II					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	60 h	2	2nd Semester	Each semester	One semester
Responsible for Module					
Dr. Elke Lassahn					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	English II	30 h	30 h	40 Students	
2	Learning Objectives The students will <ul style="list-style-type: none"> • improve their communication skills in Business English • acquire more business relevant language skills to be able to understand and comment more sophisticated business literature • learn to produce their own business related correspondence • realize and understand the relevance of cultural differences and build up intercultural competences in a global business environment • reach B2 level of the Common European Framework of Reference (CER) within the first two semesters 				
3	Content Broadening and expanding business vocabulary Grammatical Structures More challenging practice of reading and listening comprehension as well as writing abilities Improvement of decision-making and presentation skills				
4	Type of Study Course is organized as a combination of lecture and seminar				
5	Recommned Previous Knowledge English I				
6	Presence required? –				
7	Type of Examination				

	Written examination based on several teamworks and written exam
8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes BA Business Studies Tz, BA Business Studies dual TZ
10	Weight of Grade in Final Grade 2 of 150 Credits
11	Additional Information Literature Intelligent Business Upper Intermediate, Pearson/Longman In each case current edition. Current papers from different media.

Applied Project in Statistics					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	2nd Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Daniel Porath and other lecturers teaching quantitative methods					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Applied Project in Statistics	15 h	135 h	40 Students	
2	Learning Objectives				
	<p>The students</p> <ul style="list-style-type: none"> independently plan and carry out a simple statistical survey apply important statistical calculation methods learn the use of calculation and statistics programmes (Stata or SPSS) be able to present the results of their surveys orally and in writing 				
3	Content				
	<p>Planning the procedure of a concrete survey</p> <p>Creating a questionnaire</p> <p>Data ascertainment</p> <p>Preparation</p> <p>Presentation of results</p> <p>Parallel: application of EXCEL, SPSS/Stata etc.</p> <p>Scientific evaluation of a random sample</p>				
4	Type of Study				
	Coaching				
5	Recommned Previous Knowledge				
	Statistics, Methodology/Classification/Presentation				
6	Presence required?				
	–				
7	Type of Examination				

	Team presentation and documentation of results
8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes In all bachelor study programmes (except BA WR VZ)
10	Weight of Grade in Final Grade 0 of 150 Credits (pass/no pass)
11	Additional Information Literature Theme-specific literature (will be announced in advance).

Semester 3

Microeconomics					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	3rd Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Agnes Sputek					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Microeconomics	60 h	90 h	40 Students	
2	Learning Objectives				
	<p>The students will</p> <ul style="list-style-type: none"> • Get an systematic, application-oriented overview of the most important issues and methods of general economics • Understand the functions of markets • Gain competence in assessing the role of the government within the social market economy • Be able to assess in an application-oriented way and critically view government intervention in the markets • Gain professional and analytical competence to critically examine current issues of practical economic policy 				
3	Content				
	<p>Fundamental terms and object of economics</p> <p>Supply and demand</p> <p>Market forms and competition</p> <p>Welfare economics</p> <p>Current problems of economic policy</p>				
4	Type of Study				
	Course is organized as a combination of lecture and seminar				
5	Recommned Previous Knowledge				
	Recommend: Mathematics				
6	Presence required?				
	–				

7	Type of Examination Written exam (90 min)
8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes BA Business Studies TZ, BA Business Studies dual TZ, BA WR VZ, BSc awis TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature Bofinger, P.: Grundzüge der Volkswirtschaft. München: Pearson. Krugman, P, Wells, R.: Mikroökonomie. New York: Worth Publishers. Mankiw, G. N., Taylor, M. P.: Economics. London: Thomson. Mankiw, G. N.: Principles of Microeconomics. London: Thompson. Pindyck, R. S., Rubinfeld, D. L.: Mikroökonomie. München: Pearson. Vogt, G.: Faszinierende Mikroökonomie. München: Oldenbourg. In each case current edition.

Investment & Finance					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	3rd Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Hans Paul Becker/Prof. Dr. Arno Peppmeier					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Investment & Finance	60 h	90 h	40 Students	
2	Learning Objectives The students will <ul style="list-style-type: none"> • Get a systematic, application-oriented overview of the most important methods and instruments of corporate finance, • Be able to identify the correlation between finance and investment including investment and financial planning, • Be able to explain and assess static and dynamic investment calculation methods, • Be able to explain and assess the fundamental alternatives of raising capital 				
3	Content Fundamental terms and targets of corporate finance Investment and financial planning Static investment calculation methods Dynamic investment calculation methods External financing Internal financing				
4	Type of Study Course is organized as a combination of lecture and seminar				
5	Recommmed Previous Knowledge Introduction in Business Administration, Principles of Accounting				
6	Presence required? –				
7	Type of Examination				

	Written exam (90 min)
8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes BA Business Studies TZ, BA Business Studies dual TZ, BSc awis TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature Becker, H. P.: Investition und Finanzierung, Gabler-Verlag, Wiesbaden Perridon, L., Steiner, M., Rathgeber, A.: Finanzwirtschaft der Unternehmung, Verlag Franz Vahlen, München In each case current edition.

Taxation					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	3rd Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Bardo Kämmerer					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Taxation	60 h	90 h	40 Students	
2	Learning Objectives The students will acquire the following knowledge: <ul style="list-style-type: none"> • Understanding of current financial and tax policy discussions • Application of tax law • Knowledge of the basic corporate tax types, in order to carry out simple tasks • Knowledge of rights and duties in the taxation procedure 				
3	Content Overview of tax system Basics of income tax Basics of business tax Main features of procedural law				
4	Type of Study Course is organized as a combination of lecture and seminar				
5	Recommned Previous Knowledge Introduction in Business Administration, Law I und II				
6	Presence required? –				
7	Type of Examination Written exam (90 min)				
8	Requirements for Achieving Credits Passed examination				
9	Use of Module in Other Study Programmes				

	BA Business Studies TZ, BA Business Studies dual TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature Beeck, V., Grundlagen der Steuerlehre In each case current edition.

Marketing					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	3rd Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Claudia Hensel					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Marketing	60 h	90 h	40 Students	
2	Learning Objectives				
	The students get to know marketing as the basis for all corporate activities and not as a separate function. Marketing comprises the entire enterprise seen from the point of view of the final result – i.e. from the customer's standpoint. The students are taught about insights, methods and techniques suitable for positioning products or services on the market in such a way that these stand out from competing offers and are preferred.				
3	Content				
	Principles of marketing and marketing ethics Purchaser behaviour and marketing environment Market segmentation Marketing targets and strategies Marketing instruments/mix				
4	Type of Study				
	Course is organized as a combination of lecture and seminar				
5	Recommmed Previous Knowledge				
	Introduction in Business Administration				
6	Presence required?				
	–				
7	Type of Examination				
	Written exam (90 min)				
8	Requirements for Achieving Credits				
	Passed examination				
9	Use of Module in Other Study Programmes				

	BA Business Studies TZ, BA Business Studies dual TZ, BSc awis TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature Becker, J., Marketing-Konzeption. Grundlagen des strategischen und operativen Marketing-Managements, München. Kotler, Ph., F. Bliemel, Marketing-Management, Stuttgart. Meffert, M., Marketing. Grundlagen marktorientierter Management, Wiesbaden. Schwedler, E., Kompaktwissen Marketing. Grundlagen für Studium und Praxis, Wiesbaden. In each case current edition.

Companies & ICT					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	3rd Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Thomas Becker					
1	Courses	Hours of Contact		Hours of Self Study	Number of Students
	Companies & ICT	60 h		90 h	40 Students
2	Learning Objectives The students <ul style="list-style-type: none"> • get to know the targets and objects of business informatics • be able to use and classify the fundamental terms of business data processing • become familiar with elements of business information systems • have knowledge of important IT technologies and their application in companies and organisations • be able to use and apply knowledge of modelling techniques • be able to sensibly assess the usage of IT in organisations 				
3	Content Basics, use of IT in companies Hardware / software Data / databases Communication technology Internet/ web technology Software development Internet-based business models				
4	Type of Study Course is organized as a combination of lecture and seminar				
5	Recommned Previous Knowledge Introduction in Business Administration				
6	Presence required?				

	–
7	Type of Examination Written exam (90 min) sowie kleineren studienbegleitenden Teamarbeiten
8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes BA Business Studies TZ, BA Business Studies dual TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature Stahlknecht, P.; Hasenkamp, U.: Einführung in die Wirtschaftsinformatik. Mertens, P. u.a.: Grundzüge der Wirtschaftsinformatik. Hansen, H.R.; Neumann, G.: Wirtschaftsinformatik 1st Laudon, K.C., Laudon, J., Schoder, D.: Wirtschaftsinformatik In each case current edition.

Semester 4

Macroeconomics					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	4th Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Agnes Sputeck					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Macroeconomics	60 h	90 h	40 Students	
2	Learning Objectives				
	Students will <ul style="list-style-type: none"> • Intensify and extend their understanding of economic correlations systematically • Gain competence in assessing the role of the state within the social market economy • Be able to assess in an application-oriented way and critically view economic policy measures • Gain professional and analytical competence in critically examining current issues of practical economic policy • Gain competence in assessing the consequences with regard to the economic policy development of companies • Understand economic schools of thought 				
3	Content				
	Business cycle Macroeconomic ratios Basics of growth and stabilisation policy Current problems of economic policy				
4	Type of Study				
	Course is organized as a combination of lecture and seminar				
5	Recommended Previous Knowledge				
	Empfohlen: Mathematics				
6	Presence required?				
	–				
7	Type of Examination				

	Written exam (90 min)
8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes BA Business Studies TZ, BA Business Studies dual TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature Blanchard, Olivier, Illing, Gerhard: Makroökonomie. München: Pearson. Krugman, Paul, Wells, Robin: Macroeconomics. New York: Worth Publishers. Mankiw, Gregory N.: Principles of Macroeconomics. London: Thomson. Mankiw, Gregory N., Taylor, Mark P.: Macroeconomics. New York: Worth. In each case current edition.

External Accounting					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	4th Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Werner Hillebrand/Prof. Dr. Arno Peppmeier					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	External Accounting	60 h	90 h	40 Students	
2	Learning Objectives				
	<p>The students are able, building on their already gained knowledge in accounting, to see, solve and evaluate the essential problems in evaluating and projecting for balance of trade and tax sheet. The students learn the principle of decisiveness and some differences in valuation and evaluation. Building on that they are able to see and justify the requirement of tax accrual and deferral based on cases. Their knowledge in accounting allows the students to understand the correlations between balance sheet, profit and loss statement as well as cash flow statement, appendix and report and from it to infer reasonable conclusions concerning arrangements for the annual report and the annual analysis.</p> <p>The students get the competence to record changes in norms concerning reporting fast and systematically, to evaluate papers in learned journals and to flesh out their conclusions in discussions with arguments.</p> <p>Complex cases are edited in groups which improves the student 's ability to organize in teams.</p>				
3	Content				
	<p>Principles of accounting (purpose, fundamentals and overview, normative basics as an overview, book-keeping, listing and inventory)</p> <p>Annual financial statement with annual report (corporate valuation of individual finance, tax balance sheet, overview and elementary law of expulsion, elementary law of projection, elementary law of evaluation, tax accrual and deferral, profit and loss statement, cash flow statement, appendix, report)</p> <p>Politics of closure</p> <p>Analyses of closure</p> <p>Outlook: international reporting and consolidated financial statements</p>				
4	Type of Study				
	Course is organized as a combination of lecture and seminar				
5	Recommned Previous Knowledge				

	Principles of Accounting, Cost Accounting
6	Presence required? –
7	Type of Examination Written exam (90 min)
8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes Ba Business Studies TZ, BA Business Studies dual TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature Coenenberg, A. G.: External Accounting und External Accountinganalyse, Schäffer-Poeschel, Stuttgart In each case current edition.

Management					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	4th Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Herbert Paul					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Management	60 h	90 h	40 Students	
2	Learning Objectives				
	<p>The students will learn to recognise, analyse and evaluate the conditions necessary for lasting business success. Furthermore they can handle the instruments of strategic management. This includes the basic understanding of the vision / mission statement, the business policy, organisational culture, corporate identity and business ethics. They should also develop a basic understanding of business strategies, become acquainted with and apply important methods of strategic analysis, and gain an understanding of business processes of strategy development and implementation.</p> <p>Learning objectives concerning the key competences relate to the self management in case of the roughing and review of the material provided and the ability to critically decide during the lectures. The ability to work in groups and to stand conflicts as well as the ability to decide and present will be trained by working on case studies in small groups.</p>				
3	Content				
	<p>Principles in management</p> <p>Vision, business policies and ethics</p> <p>Organizational culture</p> <p>Basic principles of corporate strategy</p> <p>Processes and methods for strategic analysis and strategy development</p> <p>Strategy implementation and concepts to control</p>				
4	Type of Study				
	Course is organized as a combination of lecture and seminar mixed with case studies				
5	Recommmed Previous Knowledge				
	–				
6	Presence required?				
	–				

7	Type of Examination Written exam (90 min)
8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes BA Business Studies TZ, BA Business Studies dual TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature German Literature Bleicher, K.: Das Konzept Integriertes Management, Frankfurt/New York Kühn, R.; Grünig, R: Methodik der strategischen Planung, Bern et al. Bea, F.X./Haas, J.: Strategisches Management, Stuttgart Grant, R.M./Nippa, M.: Strategisches Management, 2006th München Müller-Stewens, G./Lechner, C.: Strategisches Management, Stuttgart Lombriser, R./Aplanalp, P. A.: Strategisches Management, Zürich English Literature Lynch, R.: Strategic Management, Harlow, England et al. Johnson, G./Scholes, K./Whittington, R.: Exploring Corporate Strategy, Harlow, England et al. Wheelen, T.L./Hunger, J D.: Strategic Management and Business Policy, Upper Saddle River, NJ Ambrosini, V./Johnson, G./Scholes, K.: Exploring Techniques of Analysis and Evaluation in Strategic Management, Harlow, England In each case current edition.

Human Resource Management					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	4th Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Rüdiger Nagel					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Human Resource Management	60 h	90 h	40 Students	
2	Learning Objectives The students will get an overview of the operational area of human resource management and organization. They know and understand die basic terms. They gain an overview of all important functions and areas of arrangement of human resource management in the company. They learn basics in Organizational structure, process oriented organization and process organization and methods of human resource management and organization. The self management of the students is very important. They learn to critically handle the contact with academic material and get to know how to structure the own activities during the studies and how to goal-oriented design concepts for content.				
3	Content Introduction to human resources management Personnel recruitment and selection Human resource management Personnel development and leadership Organizational structure , process oriented organization and process organization Methods of organization				
4	Type of Study Course is organized as a combination of lecture and seminar				
5	Recommmed Previous Knowledge Introduction in Business Administration				
6	Presence required? –				
7	Type of Examination				

	Written exam (90 min) oder Hausarbeit/Präsentation
8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes Ba Business Studies TZ, BA Business Studies dual TZ, BSc awis TZ, BSc mmi TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature To be announced in the first lecture

Integrated Business Processes & Project Management					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	4th Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Markus Nauroth					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Integrated Business Processes & Project Management	60 h	90 h	40 Students	
2	Learning Objectives <p>The students will see the importance of operational business processes. They know approaches to model a business process and know how to apply them. They understand the correlation of business processes and operational applications software.</p> <p>They know the principles of project management and understand the role of people in the project. They know about the possible influences.</p> <p>The students model business processes for showcase companies in small teams. They learn how to handle different modeling approaches. On behalf of project management they define a fictive project and plan it as realistic as possible in small groups. The ability to present is also trained by the presentation of the project. Competences for media are trained by the intensive use of different programs.</p>				
3	Content <p>Business modeling (basics, methods, examples)</p> <p>Operational application systems (management of business processes, use of application software)</p> <p>Managing of projects (competences in methods and social activities, information management)</p>				
4	Type of Study <p>Course is organized as a combination of lecture and seminar</p>				
5	Recommmed Previous Knowledge <p>Introduction in Business Administration, Companies & ICT</p>				
6	Presence required? <p>–</p>				
7	Type of Examination <p>Written exam (90 min) und einer Projektausarbeitung</p>				

8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes Ba Business Studies TZ, BA Business Studies dual TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literature Schmelzer H., Sesselmann W.: Geschäftsprozessmanagement in der Praxis, Hanser Gadatsch A.: Grundkurs Geschäftsprozessmanagement, Vieweg Project Management Institute: A Guide to the Project Management Body of Knowledge, German edition. Newton Square, München. In each case current edition.

Social Interaction					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	4th Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Norbert Rohleder					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Social Interaction	60 h	90 h	40 Students	
2	Learning Objectives The students will understand why models can help to explain mental and interpersonal behavior. They are able to explain the tripartition of the mind (cognition, emotion and motivation) and can transfer that perspective to classic social interaction as use of body language, conception and execution of operational talks, creation of effective conflict resolution, strategic and operative conduction of negotiations, moderation of meetings, creation of team building and development as well as motivational and emotional processes. Through the mediation of theoretical basics and the gaining of experiences in practical exercises they enlarge their social scope of action. Also the effectiveness and satisfaction of their social interaction is increased.				
3	Content One- or multidimensional models of human information processing and communication (Tripartition of the mind in the human experience and the communication as well as their mutual influence Cognitive, emotional and motivational basics (Structure and process models, mechanism of selection) Term of information in social interaction				
4	Type of Study Course is organized as a combination of lecture and seminar				
5	Recommended Previous Knowledge –				
6	Presence required? –				
7	Type of Examination				

	Schriftliche Prüfung in Form einer Präsentation
8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes In all bachelor study programmes
10	Weight of Grade in Final Grade 0 of 150 Credits (Pass/no pass)
11	Additional Information Literature Kroppenberg, Ulrich: Lehrbrief „Emotion und Motivation“, Kurseinheit 10 im ZFH-Verbundstudien- engang „Sozialkompetenz“; Koblenz 2006

Semester 5

International Management					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	5th Semester	Each semester	One semester
Responsible for Module					
Prof. Dr. Herbert Paul					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	International Management	30 h	120 h	40 Students	
2	Learning Objectives The course will provide students with an overview of the challenges and consequences of internationalisation and globalisation in the economy as a dynamic field of entrepreneurial activity. Focus is on recognizing and understanding international developmental trends and their influence on the management of internationally operating firms.				
3	Content Internationalisation and globalisation – driving forces, regional integration, consequences Strategic management in international corporations, internationalisation strategies, alternative strategies, transnational acquisitions/mergers, international and global organisational structures, integrated networks Human resource management in international corporations, planning requirements and job-filling, foreign deployment policy, reintegration of foreign executives, international personnel development Intercultural management, intercultural management behaviour, training intercultural competence, values in intercultural comparison, management as an international competitive factor				
4	Type of Study Course is organized as a combination of lecture and seminar				
5	Recommmed Previous Knowledge Management				
6	Presence required? –				
7	Type of Examination Written exam				
8	Requirements for Achieving Credits				

	Passed examination
9	Use of Module in Other Study Programmes BA Business Studies TZ, BA Business Studies dual TZ
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information German Literature Bom, H., Meier, H.: Interkulturelles Management, Herne/Berlin Kutschker, M., Schmid, S.: International Management, München/Wien Perlitz, M.: International Management, Stuttgart/Jena Welge, M./Holtbrügge, K.: International Management, Stuttgart English Literature Cavusgil, S. T./Knight, G./Riesenberger, J.R.: International Business: Strategy, Management and the New Realities, Upper Saddle River, NJ Hill, C.W.L.: International Business: Competing in the Global Market Place, London et al. Deresky, H.K.: International Management: Managing Across Borders and Cultures. Upper Saddle River, NJ In each case current edition. In addition current case studies.

Semester 6

Business Planning					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	150 h	5	4th Semester	Each semester	One semester
Responsible for Module					
Lothar Steiger					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Business Planning	60 h	90 h	40 Students	
2	Learning Objectives <p>The students learn in teams in five development phases to create an own corporate enterprise, to check the marketability, to reflect and to create a business plan.</p> <p>Competences will be raised, the connection of different perspectives is trained, collective intelligence is activated and sustainable transfer of knowledge among each other, the coaches and the consultants is forced.</p> <p>Corporate and collaborative thinking and acting is trained.</p>				
3	Content <p>Corporate conception (objective, mission statement, vision, mile stone planning, strategy, benefit/advantage, pricing, market research, market and industry analysis, target group analysis, competitors analysis, location study, sales, organization, communication, SWOT analysis, operative planning, customer planning, sales planning, cost planning, investment planning, forecast of cost-effectiveness, liquidity planning, business ratio, plausibility check, funding, reflection, business plan)</p> <p>Cooperate decision / presentation of decision / preparation and implementation</p>				
4	Type of Study <p>Impulse presentation from lecturers, impulse presentation, coaching, dialogue, discussion, brainstorming, lecture, presentation, group work, business game, case studies</p> <p>There are relevant lectures of consultants for the different modules of the stages of development to get some real life orientation</p>				
5	Recommmed Previous Knowledge <p>Introduction in Business Administration, Projektmanagement, Marketing, Investment & Finance, External Accounting, Cost Accounting, Taxation</p>				
6	Presence required? <p>As defined in the syllabus</p>				

7	Type of Examination Presentation and documentation of a Business Plan
8	Requirements for Achieving Credits Passed examination
9	Use of Module in Other Study Programmes In all bachelor study programmes
10	Weight of Grade in Final Grade 5 of 150 Credits
11	Additional Information Literatur und Materialien Reiß, M.: Conceptem, Mainz. Kotler, C.E.: Marketing-Management, Poeschl Verlag. Bundesministerium für Wirtschaft und Technologie (Hrsg.): Starthilfe. Der erfolgreiche Weg in die Selbständigkeit, Berlin McKinsey & Company: Planen, gründen, wachsen. Mit dem professionellen Businessplan zum Erfolg, Redline Wirtschaft. Nagl, A.: Der Businessplan, Gabler Verlag. Paxmann, S. A., Fuchs, G.: Der unternehmensinterne Businessplan, Campus Verlag. www.existenzgruender.de In each case current edition.

Bachelor Thesis					
Kenn- nummer	Workload	Credits	Semester	Offer Frequency	Duration
	300 h	10	6th Semester	At will	One semester
Responsible for Module					
Prof. Dr. Andrea Beyer					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Bachelor Thesis	30 h	270 h	5 Students	
2	Learning Objectives				
	The students will show that they are able to solve a study specific problem of economic sciences. The gained experiences and knowledge have to be applied to independently work out a bigger task or project. Either real problems of companies in the field of economic sciences or theoretical issues can be dealt with.				
3	Content				
	Writing the bachelor thesis				
4	Type of Study				
	Seminar/coaching				
5	Recommmed Previous Knowledge				
	At least the modules of Semester 1 – 4				
6	Presence required?				
	–				
7	Type of Examination				
	Thesis				
8	Requirements for Achieving Credits				
	Passed examination				
9	Use of Module in Other Study Programmes				
	–				
10	Weight of Grade in Final Grade				
	10 of 150 Credits				
11	Additional Information				

<p>Literature</p> <p>Koeder: Wissenschaftliches Arbeiten, Schedl, R.: Anleitung zur Anfertigung von Praktikums-, Seminar- und Diplomarbeiten. Theisen, M. R.: Wissenschaftliches Arbeiten, 14th Auflage, München</p> <p>In each case current edition.</p>
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Applied Project					
Code	Workload	Credits	Semester	Offer Frequency	Duration
	600 h	20	6th Semester	At will	16 Weeks
Responsible for Module					
Prof. Dr. Werner Müller					
1	Courses	Hours of Contact	Hours of Self Study	Number of Students	
	Applied Project	15 h	585 h		
2	Learning Objectives <p>The students can transfer the knowledge from the lectures to the real life. Generally they work on a small project or task in the company. There they use the knowledge of the lectures to combine these with the demands in the company.</p> <p>The results of the practical project have to be shown in a paper. The students learn to structure and systematize different aspects. They also learn how to apply and connect different professional and method competences.</p>				
3	Content Internship / internships having economic content				
4	Type of Study Individual coaching				
5	Recommmed Previous Knowledge –				
6	Presence required? –				
7	Type of Examination Written documentation related to the internship(s)				
8	Requirements for Achieving Credits Passed examination				
9	Use of Module in Other Study Programmes –				
10	Weight of Grade in Final Grade 0 of 150 Credits (Pass/no pass)				

11	Additional Information
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