Course title:	Mathematics A		
Course code:	IMB 110		
Type of course:	Lecture		
Level of course:	Bachelor		
Degree Program:	International Management		
Year of study:	First year		
ECTS Credits:	5		
Semester:	1st semester		
Name of the lecturer:	Prof. Dr. Angelika Altmann-Dieses, Prof. Dr.-Ing. Rainer Griesbaum, Prof. Dr. Ivo Rogina		
Course contents:	• General basics: complex numbers, trigonometric functions. • Matrix calculus: matrix algebra, determinants, inverse matrices, linear equations, Gaussian elimination. • Vector calculus: vector spaces, linear dependence. • Sequences and functions: convergence of sequences, elementary functions, inverse functions, limits and continuity of functions. • Differentiation of functions of one variable: derivative, rules of differentiation, extrema of functions, applications. • Integration of functions of one variable: definite and indefinite integrals, fundamental theorem of calculus, integration methods, improper integrals, applications.		
Prerequisites:	none		
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • know the basics of higher mathematics for undergraduate studies in engineering and business administration, • be able to use mathematical tools and methods for solving technical or economic problems, • be able to transfer the mathematical way of thinking to engineering and business administration applications.		
Language of instruction:	German		
Teaching methods:	Lecture supported by backboard notes, seminar, exercices (problem class) and tutorials		
Assessment methods:	☒ Written exam ☐ Written assignment ☐ Oral exam	☐ Presentation ☐ Project work ☐ Practical exercises	☐ ☐
Recommended reading:	Papula: Mathematik für Ingenieure und Naturwissenschaftler. Rießinger: Mathematik für Ingenieure. Dürrschnabel: Mathematik für Ingenieure.		

Course title:	Language A
Course code:	IMB 120
Type of course:	Seminar
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	First year
ECTS Credits:	5
Semester:	1st semester
Name of the lecturer:	Instructors from the Foreign Language Institute
Course contents:	Students can choose either French or Spanish as the target language. Courses are offered from beginner to B2 level in the Common European Framework of Reference for Languages (CEFR); see www.coe.int. Students can enter the program at any level, depending on their demonstrated proficiency. They are required to take two semesters in the target language. The focus of all levels is the effective use of the target language in business contexts. While grammar is covered, speaking is emphasized. The B2 level, the highest level, describes an "Independent User" who can understand the main ideas of complex text on both concrete and abstract topics, including technical discussions in his/her field of specialization; can interact with a degree of fluency and spontaneity that makes regular interaction with native speakers quite possible without strain for either party; can produce clear, detailed text on a wide range of subjects and explain a viewpoint on a topical issue giving the advantages and disadvantages of various options. Most students will probably achieve the B1 level ("Threshold"): can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc.; can deal with most situations likely to arise while travelling in an area where the language is spoken; can produce simple connected text on topics which are familiar or of personal interest; can describe experiences and events, dreams, hopes and ambitions and briefly give reasons and explanations for opinions and plans. The minimum level all students must achieve is A2 "Basic User - Waystage": can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, shopping, local geography, employment); can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters; can describe in simple terms aspects of his/her background, immediate environment and matters in areas of immediate need.
Prerequisites:	none for the lowest course level, otherwise a placement test
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • see above "Course contents"

Language of instruction:	French or Spanish		
Teaching methods:	Lecture supported by group and pair work, written exercises, role plays and simulations		
Assessment methods:	☒ Written exam ☒ Written assignment ☒ Oral exam	☒ Presentation ☐ Project work ☒ Practical exercises	☐ ☐
Recommended reading:	The course books used are regularly changed to remain up-to-date. Current information is available on the website of the Foreign Language Institute: www.hs-karlsruhe.de/ifs.		

Course title:	Technical Concepts A
Course code:	IMB 130
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	First Year
ECTS Credits:	5
Semester:	1st semester
Name of the lecturer:	Michael Schopen
Course contents:	Relations between products and technology, the product development process, basics of development and design, technical drawings, materials, manufacturing methods.
Prerequisites:	none
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • know the relations between a product and the corresponding technology, • know the requirements of the development and design process, • be able to create and read simple technical drawings, • know basic technical concepts, • know the most important materials relevant to engineering, • know the different manufacturing and production processes.
Language of instruction:	German
Teaching methods:	Lecture supported by transparencies, Power Point slides and practical exercises
Assessment methods:	☒ Written exam ☐ Written assignment ☐ Oral exam ☐ Presentation ☐ Project work ☐ Practical exercises ☐ ☐
Recommended reading:	Corsten, H. R. Gössinger und H. Schneider: Grundlagen des Innovationsmanagements. Einführung in das industrielle

	Produktionsmanagement, Verlag Franz Wahlen München, 2006 Strebel, H.: Innovations- und Technologiemanagement, Facultas Verlags- und Buchhandels AG Wien, 2007 Corsten, H.: Produktionswirtschaft. Einführung in das industrielle Produktionsmanagement, R. Oldenbourg Verlag München Wien, 2007 Conrad, K.-J.: Grundlagen der Konstruktionslehre. Methoden und Beispiele für den Maschinenbau, Carl Hanser Verlag München Wien, 2005 Cooper, R.: Top oder Flop in der Produktentwicklung. Erfolgsstrategien: Von der Idee zum Launch, Wiley-VCH Verlag GmbH Weinheim, 2002 Labisch, S. und C. Weber: Technisches Zeichnen. Intensiv und effektiv lernen und üben, Friedr. Vieweg & Sohn Verlag Wiesbaden, 2005 Geschke, H, M. Helmetag und W. Wehr (Böttcher/Forberg): Technisches Zeichnen, Beuth Verlag Berlin Wien Zürich, 1998 Roloff, H. und W. Matek: Maschinenelemente. Normung, Berechnung, Gestaltung, Friedr. Vieweg & Sohn Verlag, Wiesbaden, 2005 Seidel, W.: Werkstofftechnik. Werkstoffe – Eigenschaften – Prüfung – Anwendung, Carl Hanser Verlag München Wien, 2007 Fritz, A. und G. Schulze (Hrsg.): Fertigungstechnik, Springer Verlag Berlin Heidelberg, 2007 Westkämper, E. und H.-J. Warnecke: Einführung in die Fertigungstechnik, B. G. Teubner Verlag / GWV Fachverlage GmbH Wiesbaden, 2006

Course title:	Economics A
Course code:	IMB 140
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	First year
ECTS Credits:	5
Semester:	1st semester
Name of the lecturer:	Prof. Dr. Hagen Krämer
Course contents:	Microeconomics
Prerequisites:	Ability to think and formulate (written and oral) in a logical and abstract manner, basic calculus skills.

Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • be provided with basic microeconomic tools and methods necessary to analyse typical microeconomic processes and phenomena, • know the basic principles of microeconomics, its methods and techniques and should be enabled to answer typical questions microeconomics deals with, • understand the consequences of (simplified) changes in the market setting on equilibrium prices and quantities, and should also be able to make judgements based on scientific reasoning about it, • also have learned to apply the acquired methodological knowledge to real-life economic questions and current economic policy issues.		
Language of instruction:	German		
Teaching methods:	Lecture supported by transparencies and Power Point slides		
Assessment methods:	☒ Written exam ☐ Written assignment ☐ Oral exam	☐ Presentation ☒ Project work ☒ Practical exercises	☐ ☐
Recommended reading:	Mankiw, N. G., Taylor, M. P., Grundzüge der Volkswirtschaftslehre, 4. Auflage, Verlag Schäffer-Poeschel, Stuttgart 2008 Bofinger, Peter, Grundzüge der Volkswirtschaftslehre, 2. Auflage, Verlag Pearson Studium, München 2006 Samuelson, Paul A.; Nordhaus, William D., Volkswirtschaftslehre, 3. Auflage, Moderne Industrie Heidelberg 2007 Heilbroner, Robert; Thurow, Lester, Wirtschaft - Das sollte man wissen, 5. Auflage Campus Verlag, Frankfurt/M. 2004 Varian, Hal R., Grundzüge der Mikroökonomik, 7. Auflage, München 2007		

Course title:	Introduction to Business Administration
Course code:	IMB 160
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	First year
ECTS Credits:	5
Semester:	1st semester
Name of the lecturer:	Prof. Dipl.-Ing. André Wölfle
Course contents:	Entrepreneurial activities, procurement, production, marketing, corporate finance, accounting, human resources, organisation, corporate management

Prerequisites:	none
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • have an overview on business administration, • have learned the fundamental vocabulary, • recognise interdependencies between specific areas of business administration, • have learned about academical ways of research and solving problems.
Language of instruction:	German
Teaching methods:	Lecture supported by practical exercises
Assessment methods:	☒ Written exam ☐ Presentation ☐ ☐ Written assignment ☐ Project work ☐ Oral exam ☐ Practical exercises ☐
Recommended reading:	Schaufenbühl, Karl u. a. (Hrsg.): Betriebswirtschaftslehre für Bachelor, Verlag Orell füssli (UTB), 2007 Schierenbeck, Henner: Grundzüge der Betriebswirtschaftslehre, Verlag Oldenbourg, 17. Auflage 2008 Wöhe, Günter; Döring, Ulrich: Einführung in die Allgemeine Betriebswirtschaftslehre, Verlag Vahlen, 23. Auflage 2008

Course title:	Language B
Course code:	IMB 220
Type of course:	Seminar
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	First year
ECTS Credits:	5
Semester:	2nd semester
Name of the lecturer:	Instructors from the Foreign Language Institute
Course contents:	Students can choose either French or Spanish as the target language. Courses are offered from beginner to B2 level in the Common European Framework of Reference for Languages (CEFR); see www.coe.int. Students can enter the program at any level, depending on their demonstrated proficiency. They are required to take two semesters in the target language. The focus of all levels is the effective use of the target language in business contexts. While grammar is covered, speaking is emphasized. The B2 level, the highest level, describes an "Independent User" who can understand the main ideas of complex text on both concrete and abstract topics, including technical discussions in his/her field of specialization; can

	interact with a degree of fluency and spontaneity that makes regular interaction with native speakers quite possible without strain for either party; can produce clear, detailed text on a wide range of subjects and explain a viewpoint on a topical issue giving the advantages and disadvantages of various options. Most students will probably achieve the B1 level ("Threshold"): can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc.; can deal with most situations likely to arise while travelling in an area where the language is spoken; can produce simple connected text on topics which are familiar or of personal interest; can describe experiences and events, dreams, hopes and ambitions and briefly give reasons and explanations for opinions and plans. The minimum level all students must achieve is A2 "Basic User - Waystage": can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, shopping, local geography, employment); can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters; can describe in simple terms aspects of his/her background, immediate environment and matters in areas of immediate need.
Prerequisites:	none for the lowest course level, otherwise a placement test
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • see above "Course contents"
Language of instruction:	French or Spanish
Teaching methods:	Lecture supported by group and pair work, written exercises, role plays and simulations
Assessment methods:	☒ Written exam ☒ Written assignment ☒ Oral exam ☒ Presentation ☐ Project work ☒ Practical exercises ☐ ☐
Recommended reading:	The course books used are regularly changed to remain up-to-date. Current information is available on the website of the Foreign Language Institute: www.hs-karlsruhe.de/ifs.

Course title:	Law A
Course code:	IMB 230
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	First Year
ECTS Credits:	5
Semester:	2nd semester

Name of the lecturer:	Prof. Dr. jur. Angela Knauer		
Course contents:	• Selected parts of private law (particularly law of contract, agreement categories in economic life, general terms and conditions, limitation, and enforcement of claims) • Labour Law (establishment of employment contracts, rights and responsibilities of contract parties, liability of employees, and dismissal protection)		
Prerequisites:	none		
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • comprehend the basic facts of private and labour law, • recognise legal terms that appear in agreements, • be able to recognise legal problems in order to seek advice of the legal department in due time, • have enhanced their articulacy trained on the basis of exact legal argumentation.		
Language of instruction:	German		
Teaching methods:	Lecture supported by transparencies		
Assessment methods:	☒ Written exam ☐ Written assignment ☐ Oral exam	☐ Presentation ☐ Project work ☐ Practical exercises	☐ ☐
Recommended reading:	Mehrings, Grundlagen des Wirtschaftsprivatrechts, Pearson Studium; Müssig, Wirtschaftsprivatrecht, C.F. Müller; Senne, Petra, Arbeitsrecht, Das Arbeitsverhältnis in der betrieblichen Praxis, Luchterhand		

Course title:	Economics B
Course code:	IMB 240
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	First year
ECTS Credits:	5
Semester:	2nd semester
Name of the lecturer:	Prof. Dr. Hagen Krämer
Course contents:	Macroeconomics
Prerequisites:	Ability to think and formulate (written and oral) in a logical and abstract manner, basic calculus and financing skills

Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • be able to demonstrate their knowledge of macroeconomic principles, • have a sound basis in the fundamentals of macroeconomics and their application to both theoretical and real world situations. • be able to identify appropriate techniques for analysing the macroeconomic equilibrium in the various markets, • show an understanding of mathematical, diagrammatic and verbal forms of economic ideas and macroeconomic analyses, including the relationship between them, • be able to discuss and analyse macroeconomic government policies.		
Language of instruction:	German		
Teaching methods:	Lecture supported by transparencies and Power Point slides		
Assessment methods:	☒ Written exam ☐ Written assignment ☐ Oral exam	☐ Presentation ☒ Project work ☒ Practical exercises	☐ ☐
Recommended reading:	N.G. Mankiw, Grundzüge der Volkswirtschaftslehre, 4. Aufl., Stuttgart 2008 O.Blanchard/G. Illing, Makroökonomie, 4. Aufl., München 2006 J. Kromphardt, Grundlagen der Makroökonomie, 2. Auflage, München 2001 B. Felderer/St. Homburg, Makroökonomik und Neue Makroökonomik, Berlin et al. 2001		

Course title:	Financial Accounting
Course code:	IMB 260
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	First year
ECTS Credits:	5
Semester:	2nd semester
Name of the lecturer:	Prof. Dr. Jörg Wöltje
Course contents:	Introduction in accounting, double-entry bookkeeping, organization of the bookkeeping, booking from goods of resale, output tax, depreciation and valuation adjustment, personnel expenses and taxes, structure and organization of the financial statement, accounting policies from fixed assets and current assets, accruals and deferred items, equity and liabilities, income statement, financial statement analysis, basic principles from the Anglo-Saxon and the Continental accounting, parts from the international financial statement, important differences between HGB,

	IFRS and US-GAAP
Prerequisites:	Business Administration
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • be able to handle the difficult accounting formulas and closing entries, • understand financial accounting as a very important information system.
Language of instruction:	German
Teaching methods:	Lecture supported by blackboard notes, transparencies and Power Point slides.
Assessment methods:	☒ Written exam ☐ Presentation ☐ ☐ Written assignment ☐ Project work ☐ Oral exam ☐ Practical exercises ☐
Recommended reading:	Lecture notes and books: Wöltje, J.: Buchführung und Jahresabschluss, 2001; Wöltje, J.: Schnelleinstieg Rechnungswesen, 2008; Schöttler, S. und Deitermann: Industrielles Rechnungswesen, 2006; Buchholz, R.: Grundzüge des Jahresabschlusses nach HGB u. IFRS, 2008; Spurga, R.: Balance Sheet Basics, 2004; Bragg, S.: Fast Close. A Guide to Closing the Books Quickly, 2005; Pinson, L.: Keeping the Books, 2007

Course title:	Cross-Cultural Business Communication
Course code:	IMB 310
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	Second year
ECTS Credits:	5
Semester:	3rd semester
Name of the lecturer:	Prof. Dr. Ingrid Rose-Neiger
Course contents:	• General introduction and key concepts • Empirical studies (including Hofstede and Trompenaars) • National and organizational cultures • Task-oriented cultures and low-context communication (examples include Germany and Anglo-Saxon cultures) • Relationship-oriented cultures and high-context communication (examples include Russia, Arab and Asian cultures) • Aspects of verbal, paraverbal and non-verbal communication

Prerequisites:	none
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • have an intellectual framework which allows for description and analysis of their own culture and other cultures, particularly in business-related contexts, • have an understanding of the relationship between culture and communication, • have a set of tools to resolve cross-cultural conflicts effectively.
Language of instruction:	English
Teaching methods:	- Lecture, group work, videos - Analysis of critical incidents - Course website with exercises and links
Assessment methods:	☒ Written exam ☐ Presentation ☐ ☐ Written assignment ☐ Project work ☐ Oral exam ☐ Practical exercises ☐
Recommended reading:	International Dimensions of Organizational Behavior, Nancy Adler, 5th Edition, Cengage, 2007. Intercultural Communication in the Global Workplace, 2nd Edition, Linda Beamer and Iris Varner, McGraw-Hill/Irwin, 2000. When Cultures Collide: Managing Successfully Across Cultures, Richard D. Lewis, Nicholas Brealey Publishing, 2005. Communicating Globally: Intercultural Communication and International Business, Wallace Schmidt et. al., Sage Publications, 2007. Cross-Cultural Business Behaviour, Richard Gesteland, Copenhagen Business School Press, 1999. Interkulturelle Kommunikation: Kulturbedingte Unterschiede in Verkauf und Werbung, Michael Schugk, Verlag Franz Vahlen, 2004.

Course title:	Statistics
Course code:	IMB 320
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	Second year
ECTS Credits:	5
Semester:	3rd semester
Name of the lecturer:	Prof. Dr. Angelika Altmann-Dieses, Prof. Dr. Udo Krzensk
Course contents:	• Descriptive statistics: statistical key numbers (mean, variance),

	graphical displays and tabular description of data, linear regression. • Probability: relative frequency, definition of probability, combinatorics, conditional probability, independence, random variables, expectation, variance, special distributions and their key numbers, multidimensional random variables, Central Limit Theorem. • Inductive statistics: hypothesis tests, special statistical test methods, confidence intervals.
Prerequisites:	Mathematics B
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • know the basics of statistics for undergraduate studies in engineering and business administration, • be able to use statisticals tools and methods for solving technical or economic problems, • be able to transfer the statistical way of thinking to engineering and business administration applications.
Language of instruction:	German
Teaching methods:	Lecture supported by blackboard notes, seminar, exercises (problem class) and tutorials
Assessment methods:	☒ Written exam ☐ Presentation ☐ ☐ Written assignment ☐ Project work ☐ Oral exam ☐ Practical exercises ☐
Recommended reading:	Lehn, Wegmann. Einführung in die Statistik. Dürr, Mayer: Wahrscheinlichkeitsrechnung und Schließende Statistik.

Course title:	Technical Concepts B
Course code:	IMB 330
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	Second year
ECTS Credits:	5
Semester:	3rd semester
Name of the lecturer:	Michael Schopen
Course contents:	Manufacturing methods, machine tools, basics of production, production factors, production and cost functions, the organisation of production, workplace design, and production planning

Prerequisites:	Technical Concepts A
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • know the characteristics of the main manufacturing methods, • know the design of the main machine tools, • know the production workflow, • know the relationship between the different production factors, • know the different ways to organise the production process, • know the requirements regarding workplace design, • know the different components of ERP systems.
Language of instruction:	German
Teaching methods:	Lecture supported by transparencies, Power Point slides and exercises
Assessment methods:	☒ Written exam ☐ Presentation ☐ ☐ Written assignment ☐ Project work ☐ Oral exam ☐ Practical exercises ☐
Recommended reading:	Fritz, A. und G. Schulze (Hrsg.): Fertigungstechnik, Springer Verlag Berlin Heidelberg, 2007 Westkämper, E. und H.-J. Warnecke: Einführung in die Fertigungstechnik, B. G. Teubner Verlag / GWV Fachverlage GmbH Wiesbaden, 2006 Weck, M., Ch. Brecher: Werkzeugmaschinen, Maschinenarten und Anwendungsbereiche, Springer Verlag Berlin Heidelberg, 2005 Conrad, K.-J. (Hrsg.): Taschenbuch der Werkzeugmaschinen, Fachbuchverlag Leipzig (im Carl Hanser Verlag München Wien), 2006 Corsten, H.: Produktionswirtschaft. Einführung in das industrielle Produktionsmanagement, R. Oldenbourg Verlag München Wien 2007 Bloech, J., R. Bogashewsky, U. Götze und F. Roland: Einführung in die Produktion, Springer Verlag Berlin Heidelberg 2004 Kiener, S., N. Maier-Scheubeck, R. Obermaier und M. Weiß: Produktions-Management. Grundlagen der Produktionsplanung und –steuerung, R. Oldenbourg Verlag, München Wien, 2006 Lotter, B. und H.-P. Wiendahl: Montage in der industriellen Produktion, Optimierte Abläufe, rationelle Automatisierung: Ein Handbuch für die Praxis, Springer Verlag, Berlin, 2006 Günther, H.-O. und H. Tempelmeier: Produktion und Logistik, Springer Verlag Berlin Heidelberg 2005 , Wannenwetsch, H.: Integrierte Materialwirtschaft und Logistik. Beschaffung, Logistik, Materialwirtschaft und Produktion, Springer Verlag Berlin Heidelberg 2007 Dangelmaier, W.: Fertigungsplanung, Springer Verlag, Berlin, 2001

Course title:	Cost Accounting and Results Accounting
Course code:	IMB 360

Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	Second year
ECTS Credits:	5
Semester:	3rd semester
Name of the lecturer:	Prof. Dr. Jörg Wöltje
Course contents:	The position of cost accounting within the superordinate accounting context, cost accounting basics, cost functions, cost accounting systems, cost type accounting, cost center accounting, cost estimating, short term profit and loss account, direct costing, marginal costing, ratio analysis, foreign subsidiary companies, cuurency divergences, transfer prices, thes effects of changes in foreign exchange rates
Prerequisites:	Business Administration and Financial Accounting
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • comprehend cost accounting as an controlling instrument within the company, • be able to evaluate a cost accounting system and to perform a cost accounting process with cost type accounting, cost center accounting and cost unit accounting, • apply the theory into practice.
Language of instruction:	German
Teaching methods:	Lecture supported by blackboard notes, transparencies, Power Point slides, exercises, teamwork and project work
Assessment methods:	☒ Written exam ☐ Written assignment ☐ Oral exam ☐ Presentation ☐ Project work ☐ Practical exercises ☐ ☐
Recommended reading:	Lecture notes and books: Wöltje, J.: Kostenrechnung Trainer, 2007; Wöltje, J. Schnelleinstieg Rechnungswesen, 2008; Wöltje, J.: Betriebswirtschaftliche Formelsammlung, 3. Auflage 2008; Drury, C.: Management and Cost Accounting, 6. Auflage 2004; Kaplan, R. et al.: Time-Driven Activity-Based Costing, 2007; Specthrie, S.: Basic Cost Accounting, 2007

Course title:	Project and Business Process Management
Course code:	IMB 410
Type of course:	Lecture
Level of course:	Bachelor

Degree Program:	International Management
Year of study:	Second year
ECTS Credits:	5
Semester:	4th semester
Name of the lecturer:	Prof. Dipl.-Ing. André Wölfle
Course contents:	Project management: Organisational aspects, phase models, critical path method, milestonetrend analysis, quality function deployment, break-even-time-analysis, risk management. Business Process Management: The identification of processes, process models, concepts of process-oriented restructuring, process design.
Prerequisites:	Business Administration, Mathematics A
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • know how to organise and evaluate project and process management, • know how to implement project and process management, • know how to use selected instruments of project and process management.
Language of instruction:	German
Teaching methods:	Lecture supported by group work and project work
Assessment methods:	☒ Written exam ☐ Written assignment ☐ Oral exam | ☐ Presentation ☐ Project work ☐ Practical exercises | ☐ ☐
Recommended reading:	Burghardt, M.: Einführung in Projektmanagement, 5. A., Erlangen 2007, Siemens AG Corsten, H.: Projektmanagement, 2. A., München 2008, Oldenbourg Gaitanides, M.: Prozessorganisation, München 2007, Vahlen Verlag Osterloh, M.; Frost, J.: Prozessmanagement als Kernkompetenz, 5. A., Wiesbaden 2006, Gabler Verlag Schmelzer, H. J., Sesselmann, W.: Geschäftsprozessmanagement in der Praxis, München/Wien 2005, Carl Hanser Verlag, 5. Auflage

Course title:	Law B
Course code:	IMB420
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	Second year

ECTS Credits:	5		
Semester:	4th semester		
Name of the lecturer:	Prof. Dr. jur. Angela Knauer		
Course contents:	Business Law: Delay of the liable party, warranty, guaantee, product liability, international business law. Commercial Law: Commercial register, power of attorney, credit transaction, delivery clauses, caracteristics of business dealings.		
Prerequisites:	Law A		
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • be able to handle the basics of business and commercial law, • be able to independently give basic legal advice to a company.		
Language of instruction:	German		
Teaching methods:	Lecture supported by transparencies		
Assessment methods:	☒ Written exam ☐ Written assignment ☐ Oral exam	☐ Presentation ☐ Project work ☐ Practical exercises	☐ ☐
Recommended reading:	Wörlen, Handlesrecht mit Gesellschaftsrecht, Carl Heymanns Verlag; Ullrich, Wirtschaftsrecht für Betriebswirte, nwb; Gildeggen/Willburger, Internationale Handelsgeschäfte, Vahlen		

Course title:	Enterprise Resource Planning Systems (ERP)
Course code:	IMB 430
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	Second year
ECTS Credits:	5
Semester:	4th semester
Name of the lecturer:	Prof. Peter H. Steinmüller
Course contents:	• Basics of the integration of Business Information and Planning systems like SAP • The architecture of ERP-Systems, their interfaces and related protocols • Concepts of different IT solutions for e-Business systems • Steps, tools and techniques for modelling business processes • The implementation of these business processes with the help of

	mySAP
Prerequisites:	Basics of Data Processing, Basics of Business Administration, especially Logistics, Material Management and Accounting
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • know the architecture and the mode of operation of ERP systems, • be able to design e-Business solutions and business processes, • have professional skills in configuring real software systems like SAP.
Language of instruction:	German
Teaching methods:	Lecture supported by exercises in the computer lab
Assessment methods:	☒ Written exam ☐ Presentation ☐ ☐ Written assignment ☐ Project work ☐ Oral exam ☒ Practical exercises ☐
Recommended reading:	

Course title:	International Trade
Course code:	IMB 460
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	Second year
ECTS Credits:	5
Semester:	4th semester
Name of the lecturer:	Prof. König, Prof. Dr. Seiter
Course contents:	1. The business company in the global environment 2. Organisations and service providers in international trade 3. Channels of distribution and procurement in international trade 4. The international trade order 4.1 An overview on the trade policy in international trade 4.2 The legal framework in the EU and in Germany 4.3 International contracts of sale 4.4 Delivery conditions 4.5 Commercial papers and documents 4.6 Import and export procedures, customs 5. The single European Market 6. Risks in international trade 7. International payment transactions 8. Financing of international trade

Prerequisites:	Economics, Business Administration, Accounting, Law, Marketing, Sales and Procurement		
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • have an overview on all aspects and processes playing a role in international business, • be able to apply their theoretical knowledge to concrete problems in the world of international trade, • be able to coordinate all activities related to planning and realising international business in a company, • be able to apply their theoretical knowledge in the fields of international commodities, services, payment transactions, and the financing of international trade.		
Language of instruction:	German		
Teaching methods:	Lecture supported by group work on actual problems from the field of international trade		
Assessment methods:	☒ Written exam ☒ Written assignment ☐ Oral exam	☒ Presentation ☐ Project work ☐ Practical exercises	☐ ☐
Recommended reading:	Jahrmann: Außenhandel		

Course title:	Internship		
Course code:	IMB 520		
Type of course:	Internship		
Level of course:	Bachelor		
Degree Program:	International Management		
Year of study:	Third year		
ECTS Credits:	5		
Semester:	5th semester		
Name of the lecturer:	Prof. Dr. Marion Murzin		
Course contents:	The knowledge acquired in the first semesters of the degree program is applied to actual problems in the environment of a company.		
Prerequisites:	All written exams from the first year must have been passed successfully.		
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • have added practical experience to the theoretical knowledge acquired during the university courses.		
Language of instruction:	Depends on the country where the internship is done		
Teaching methods:	none		
Assessment methods:	☐ Written exam ☒ Written assignment ☐ Oral exam	☐ Presentation ☐ Project work ☒ Practical exercises	☐ ☐

Recommended reading:	none

Course title:	Operations Research
Course code:	IMB610
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management Bachelor
Year of study:	Third year
ECTS Credits:	5
Semester:	1
Name of the lecturer:	Prof. Dr. Angelika Altmann-Dieses, Prof. Dr. Reinhard Richter
Course contents:	Linear programming Simplex algorithm Integer linear programming GOMORY algorithm Transportation problem VOGEL-approximation-method Optimality test Stepping-stone-method Assignment problem Hungarian method Travelling salesman problem DACEY algorithm Algorithm of Farthest Insertion Assignment relaxation Branch-and bound method Fundamentals of graph theory Shortest path methods BELLMAN equations DIJKSTRA algorithm Chinese postman problem Christofides approximation TSP-algorithm Network analysis Critical path method
Prerequisites:	Mathematics A, Mathematics B The lecture on Operations Research is an ideal field to apply methods already known from the introductory lectures on mathematics and statistics
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • know the basic methods of Operations Research that are applied for economic optimization problems. • By various applications students become acquainted with many possibilities in practical operation. They should get a survey of situations when problems can be treated by linear programming.

	Moreover the lecture presents concrete examples for mathematical modelling.		
Language of instruction:	german		
Teaching methods:	Blackboard presentation, seminar, exercices (problem class), tutorials		
Assessment methods:	☒ Written exam ☐ Written assignment ☐ Oral exam	☐ Presentation ☐ Project work ☐ Practical exercises	☐ ☐
Recommended reading:	Dürr/Kleibohm: Operations Research (Hanser) Jungnickel: Graphs, Networks and Algorithms		

Course title:	Economics C
Course code:	IMB630
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	Fourth year
ECTS Credits:	5
Semester:	7th semester
Name of the lecturer:	Prof. Dr. Hagen Krämer
Course contents:	Economic policy and international economics
Prerequisites:	Solid knowledge in Micro-Economics and Macro-Economics. Ability to think and formulate (written and oral) in a logical and abstract manner, basic calculus skills.
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • be able to demonstrate the principle of comparative advantage and its importance in explaining why countries trade and gain by doing so, • know and be able to apply standard models explaining the possible sources of gains in trade, • be able to explain the effects of trade policies, • be able to apply central economic theories and economic reasoning to determined topics, • be able to analyse the costs and benefits of monetary integration in a regional group, including the introduction of the Euro as a single currency, • be able to discuss and analyse government policies, including monetary and fiscal policies.
Language of instruction:	German

Teaching methods:	Lecture supported by transparencies and Power Point slides		
Assessment methods:	☒ Written exam ☐ Written assignment ☐ Oral exam	☐ Presentation ☒ Project work ☒ Practical exercises	☐ ☐
Recommended reading:	Gerber, James (2008), International Economics, 4. Auflage, Boston Koch, Walter, Czogalla, Christian, Ehret, Martin (2008), Grundlagen der Wirtschaftspolitik, 3. Auflage, Stuttgart Klump, Rainer (2006), Wirtschaftspolitik, Instrumente, Ziele und Institutionen, München Krugman, Paul (1993), What do Undergrads Need to Know about Trade?, American Economic Review, May 1993, p. 23-26 Krugman, Paul und Obstfeld, Maurice (2006), Internationale Wirtschaft, Theorie und Politik der Außenwirtschaft, 7. Auflage, München		

Course title:	Technical Concepts C
Course code:	IMB 640
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	Third Year
ECTS Credits:	5
Semester:	6th semester
Name of the lecturer:	N. N.
Course contents:	Product planning, production planning, production control, ERP systems, quality management, automation in production processes, production networks
Prerequisites:	Technical Concepts A and B
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • know the elements of manufacturing, • know the processes playing a role in production planning and production, control • be able to create a production mix under different circumstances, • be able to do material planning and to determine lot sizes, • know the different parts of ERP systems, • know the elements playing a role in total quality management, • know the possibilities of automating production processes, • know the main requirements for building production networks.
Language of instruction:	German
Teaching methods:	Lecture supported by transparencies, Power Point slides and practical exercises

Assessment methods:	☒ Written exam ☐ Written assignment ☐ Oral exam	☐ Presentation ☐ Project work ☐ Practical exercises	☐ ☐
Recommended reading:	Corsten, H.: Produktionswirtschaft. Einführung in das industrielle Produktionsmanagement, R. Oldenbourg Verlag München Wien 2007 Bloech, J., R. Bogashewsky, U. Götze und F. Roland: Einführung in die Produktion, Springer Verlag Berlin Heidelberg 2004 Kiener, S., N. Maier-Scheubeck, R. Obermaier und M. Weiß: Produktions-Management. Grundlagen der Produktionsplanung und –steuerung, R. Oldenbourg Verlag, München Wien, 2006 Günther, H.-O. und H. Tempelmeier: Produktion und Logistik, Springer Verlag Berlin Heidelberg 2005 Wannenwetsch, H.: Integrierte Materialwirtschaft und Logistik. Beschaffung, Logistik, Materialwirtschaft und Produktion, Springer Verlag Berlin Heidelberg 2007 Geiger, W., W. Kotte: Handbuch Qualität. Grundlagen und Elemente des Qualitätsmanagements: Systeme – Perspektiven, Friedr. Vieweg & Sohn Verlag, Wiesbaden, 2005 Abele, E., J. Kluge und U. Näher: Handbuch Globale Produktion, Carl Hanser Verlag, München, Wien, 2006		

Course title:	International Accounting
Course code:	IMB 660
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	Third year
ECTS Credits:	5
Semester:	6th semester
Name of the lecturer:	Prof. Dr. Jörg Wöltje
Course contents:	Introduction into International Financial Reporting Standards (IFRS), accounting policies related to IFRS, special subject areas, underlying assumptions in IFRS, impairment of assets, intangiable assets, property, plant and equipment (cost model, revaluation model), financial instruments (recognition and measurement), inventories (measurement of inventories, cost of inventories, cost of conversions), construction contracts (recognition of contract revenue and expenses), equity, provisions, contingent liabilities an contingent assets leases (operating leases, financial leases), income taxes, advantages IFRS, scope of discretion by IFRS, case studies

Prerequisites:	Financial Accounting		
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • know the differences between HGB and IFRS (US-GAAP), • understand the case studies regarding the accounting policies.		
Language of instruction:	German		
Teaching methods:	Lecture supported by blackboard notes, transparencies, Power Point slides, exercises, teamwork and project work		
Assessment methods:	☒ Written exam ☐ Written assignment ☐ Oral exam	☐ Presentation ☒ Project work ☐ Practical exercises	☐ ☐
Recommended reading:	Lecture notes and books: Wöltje, J.: IFRS, 4. Auflage 2008; Wöltje, J.: Trainer IFRS, 2007; Wöltje, J.: Trainingsbuch IFRS, 2007; International Financial Reporting Standards (IFRSs®) 2008: Including International Accounting Standards (IASs) and Interpretations as at 1 January 2008; IDW: International Financial Reporting Standards, 4. Auflage 2008		

Course title:	Case Studies
Course code:	IMB 720
Type of course:	Exercises
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	Fourth Year
ECTS Credits:	5
Semester:	7th semester
Name of the lecturer:	Prof. Dr. Bleiweis
Course contents:	Analysis and discussion of current cases
Prerequisites:	The students should possess profound knowledge in all topics that have been dealt with in previous courses
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • be able to familiarise themselves with a specific case, • be able to identify contextual relations, • be able to recognise interdependencies, • be able to refer to theories and models learned in previous courses, • be able to research, analyse and comprehend background knowledge.

Language of instruction:	German or English		
Teaching methods:	Lecture supported by practical exercises		
Assessment methods:	☒ Written exam ☐ Written assignment ☐ Oral exam	☒ Presentation ☒ Project work ☐ Practical exercises	☐ ☐
Recommended reading:			

Course title:	Finance and Capital Investment
Course code:	IMB 760
Type of course:	Lecture
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	Fourth year
ECTS Credits:	5
Semester:	7th semester
Name of the lecturer:	Prof. Dr. Jörg Wöltje
Course contents:	Relations between finance and capital investment, non-discounting methods of investment appraisal (cost comparison method, profit comparison method, accounting rate of return method, payback method), discounting methods of investment appraisal (time value of money, net present value methode, internal rate of return method, annuity method, discounting payback method), replacement of decision, scoring model, investment controlling, systematics of financing, external financing, equity financing, going public, internal financing, mezzanine financing instruments, budgeting, finance controlling, special finance (leasing, factoring, asset backed securities, derivative instruments), the international money and foreign exchange market, forward exchange dealings
Prerequisites:	Financial Accounting, Mathematics
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should • know the relations between investment decisions and business finance, • know the characteristics of non-discounting and discounting methods of investment appraisal, • be able to work with the financial mathematics involved in the discounted cash flow techniques, • know financial instruments.
Language of instruction:	German

Teaching methods:	Lecture supported by blackboard notes, transparencies, Power Point slides, exercises, teamwork and project work		
Assessment methods:	☒ Written exam ☐ Written assignment ☐ Oral exam	☐ Presentation ☒ Project work ☐ Practical exercises	☐ ☐
Recommended reading:	Lecture notes and books: Wöltje, J.:Investitions- und Finanzmanagement, 2009; Wöltje, J.: Betriebswirtschaftliche Formelsammlung, 3. Auflage 2008; Perridon und Steiner: Finanzwirtschaft der Unternehmung, 2007; Hull, J. C.: Options, Futures an other Derivates, 2005; Brealey a. et al.: Principles of Corporate Finance, 2005; Röhrich, M.: Fundamentals of Investment Appraisal, 2007		

Course title:	Business Simulation
Course code:	IMB 810
Type of course:	Laboratory
Level of course:	Bachelor
Degree Program:	International Management
Year of study:	Fourth year
ECTS Credits:	5
Semester:	8th semester
Name of the lecturer:	Prof. König
Course contents:	The students are managing companies in simulated markets. They are analysing, planning and taking decisions for their company. The focus is on management accounting, production planning, marketing, communication and strategic competitioning. Accounting is handled from a sales-related perspective. The entry into international markets is explicitly analysed and realised..
Prerequisites:	Accounting, Marketing, Finance and Investment
Course objectives expressed in learning outcomes and competences:	After having successfully completed the course, the students should be able to to apply their knowledge in business administration holisticaly. be able to estimate the impact of their decisions to the departments concerned. be able to make economic analyses and plannings in a systematical way. be able to evaluate the consequences of their decisions and find the appropriate concretion and detailling be able to moderate group-dynamic processes under time pressure and to pilote them to decisions to be able to apply the Englisch terminology in corporate management •

Language of instruction:	German, partly in English		
Teaching methods:	Small groups of students are analysing, planning and taking decisions. In the first phase, they work without a computer but use visualisation papers. Later, the groups work with a computer to quickly analyse and simulate their plans. The groups are supported by a professor and an assistant.The students have to solve problems and are introduced into different decision fields. Weekly, the students get market scenarios, new tasks and detailed reports of their company.		
Assessment methods:	☒ Written exam ☐ Written assignment ☐ Oral exam	☒ Presentation ☐ Project work ☐ Practical exercises	☐ ☐
Recommended reading:	Fundamentals in Business Administration		