

## Course Description

<b>Course title:</b>	Crossing Cultures – Management Skills for Multi-Cultural Business Contexts
<b>Course code:</b>	S 9938
<b>Type of course:</b>	Seminar
<b>Level of course:</b>	Bachelor/Master
<b>Degree program:</b>	Studium Generale, optional course
<b>Position in curriculum:</b>	
<b>ECTS credits:</b>	2 CP
<b>Semester:</b>	Each semester
<b>Workload:</b>	In total 60 h, 30 h course attendance, 30 h self study
<b>Name of the lecturer:</b>	Susan Penrose
<b>Description/contents:</b>	<ul style="list-style-type: none"> <li>• Factors shaping our thinking and affecting our behavior.</li> <li>• What is culture? Definitions, models and levels of national culture, including the Iceberg Model, Hofstede’s dimensions of national culture and Trompenaas’ moral dilemmas.</li> <li>• Cultural lenses, ethnocentricity and stereotyping.</li> <li>• Application of the theoretical models. Case studies and dilemmas.</li> <li>• Diagnosing organizational culture using the cultural web. Examples of different organizational cultures and how they are aligned with the vision and strategy of the business.</li> <li>• Adding value through diversity. How approaching problems from different perspectives can enhance creativity and the performance of multi-cultural teams.</li> </ul>
<b>Prerequisites:</b>	
<b>Learning outcomes/competences:</b>	<ul style="list-style-type: none"> <li>• To understand that human behaviours are influenced by both conscious and unconscious factors, some of which are related to national cultures or to other cultural groups which we belong to.</li> <li>• To be able to evaluate the usefulness and limitations of theoretical models of national culture for today’s global business context and for students’ personal situations and challenges when moving to a new culture (Germany).</li> <li>• To develop an awareness of student’s own cultural lens and how this may affect their perception of German and other cultures they may study/work with.</li> <li>• To develop a greater understanding of German (business) culture.</li> </ul>

	<ul style="list-style-type: none"> <li>• To develop cultural intelligence as a management skill for multi-cultural business contexts, with an understanding that there is not just “one best way” of managing or doing things in multi-cultural teams and situations.</li> <li>• To be able to define corporate culture and understand that an organization’s culture can affect its ability to operate effectively and limit its strategic options, unless it can be aligned with business strategy.</li> <li>• To understand how valuing diversity can enhance business performance.</li> </ul>
<b>Language of instruction:</b>	English
<b>Teaching methods:</b>	<input type="checkbox"/> Lecture <input checked="" type="checkbox"/> Exercises <input checked="" type="checkbox"/> Seminar <input checked="" type="checkbox"/> Group work <input type="checkbox"/>
<b>Assessment methods:</b>	<input type="checkbox"/> Written exam <input type="checkbox"/> Term paper <input checked="" type="checkbox"/> Presentation <input checked="" type="checkbox"/> project work
<b>Recommended reading:</b>	
<b>Additional information:</b>	

## Course Description

<b>Course title:</b>	Future Leadership 4.0	
<b>Course code:</b>	S 0329	
<b>Type of course:</b>	Block Seminar, no grading	
<b>Level of course:</b>	Bachelor/Master	
<b>Degree program:</b>	Studium Generale, optional course	
<b>Position in curriculum:</b>		
<b>ECTS credits:</b>	2 CP	
<b>Semester:</b>	Each semester	
<b>Workload:</b>	In total 60 h, 30 h course attendance, 30 h self study	
<b>Name of the lecturer:</b>	Peter H. Buchenau	
<b>Description/contents:</b>	<p>Digitalisation and globalization will change leadership. Additionally, Kondratieff's wave model describes the aspect of health which will be one of the most significant success factors in future leadership. In the meantime the W.H.O. has declared that stress is the greatest health hazard of the 21st century. The working world, its performance as well as health and well-being of workers are increasingly threatened by the consequences of stress. Employees suffer more and more under pressure and additional workloads. In a time of acceleration, in an ever-shorter time where more and more is to be achieved, someone is day by day dependent on one's own performance. Only those who maintain their physical and psychological health and learn to deal with stress remain permanently fit for work and success. In this special seminar the participants learn future success factors of leading, how stress develops, immediate measures against it and what each individual can prevent against stress and burnout - on the one hand private for themselves and on the other hand in preparation for the professional life for cost reduction and increase in productivity of the company.</p>	
<b>Prerequisites:</b>		
<b>Learning outcomes/competences:</b>	<p>After having successfully completed the course, the students should</p> <ul style="list-style-type: none"> <li>•</li> </ul>	
<b>Language of instruction:</b>	English	
<b>Teaching methods:</b>	<input type="checkbox"/> Lecture <input checked="" type="checkbox"/> Exercises <input checked="" type="checkbox"/> Seminar	<input checked="" type="checkbox"/> Group work <input type="checkbox"/>
<b>Assessment methods:</b>	<input type="checkbox"/> Written exam	<input type="checkbox"/> Presentation

	<input type="checkbox"/> Term paper	<input checked="" type="checkbox"/> Project work
<b>Recommended reading:</b>		
<b>Additional information:</b>	no grading	

## Course Description

<b>Course title:</b>	Get ready for the job – Working with Global Players	
<b>Course code:</b>	S 0327	
<b>Type of course:</b>	(not graded)	
<b>Level of course:</b>	Bachelor	
<b>Degree program:</b>	Studium Generale, optional course	
<b>Position in curriculum:</b>		
<b>ECTS credits:</b>	2 CP	
<b>Semester:</b>		
<b>Workload:</b>	In total 60 h, 30 h course attendance, 30 h self study	
<b>Name of the lecturer:</b>	Verena Kienzle	
<b>Description/contents:</b>	<p>“We are all academics” - “We all do speak English” - “We will get along”</p> <p>If you ever have assumed that things are just about the same in all international companies when in fact they are not, or if you choose to ignore the differences, you may have to face some serious undesirable consequences ranging from individual embarrassment to jeopardizing your international career. We will find out about the unspoken expectations of culture and discover that language may very well not be the key to a smooth international cooperation, We will understand why the same presentation maybe an absolute success at home and yet utterly fail abroad.</p>	
<b>Prerequisites:</b>	-.-	
<b>Learning outcomes/competences:</b>	<p>Our seminar prepares you to succeed in the Global Market and grants you a better understanding of:</p> <ul style="list-style-type: none"> <li>• Corporate Cultures - hierarchies and business structures worldwide</li> <li>• Communicating, discussing and and negotiating across cultures</li> <li>• The Global Manager – models of leadership</li> <li>• Building and working in strong intercultural teams</li> <li>• Reviewing performances</li> </ul>	
<b>Language of instruction:</b>	English	
<b>Teaching methods:</b>	<input checked="" type="checkbox"/> Lecture <input checked="" type="checkbox"/> Exercises <input checked="" type="checkbox"/> Seminar	<input checked="" type="checkbox"/> Group work <input type="checkbox"/>
<b>Assessment methods:</b>	<input type="checkbox"/> Written exam <input type="checkbox"/> Term paper	<input type="checkbox"/> Presentation <input checked="" type="checkbox"/> Business simulation
<b>Recommended reading:</b>	You will receive a selected reading list with your seminar handout	
<b>Additional information:</b>	-.-	

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## Course Description

<b>Course title:</b>	Human Ressource Management	
<b>Course code:</b>	S 9925	
<b>Type of course:</b>	Block Seminar	
<b>Level of course:</b>	Bachelor/Master	
<b>Degree program:</b>	Studium Generale, optional course	
<b>Position in curriculum:</b>	Second year	
<b>ECTS credits:</b>	2 CP	
<b>Semester:</b>	Each semester	
<b>Workload:</b>	In total 60h, 24h course attendance, 36 h self study	
<b>Person in charge:</b>	Dr. Evangelia Markaki & Mr. Dimitris Starogiannis, MBA	
<b>Name of the lecturer:</b>	Dipl.-Ing. Dimitris Starogiannis, MBA	
<b>Description/contents:</b>	Introduction in Strategic Human Resource Management, Recruitment and Selection, Performance Management, Training & Development, Compensation & Benefits, Employee Relations, Business Ethics, International HR and Expatriates	
<b>Prerequisites:</b>	None	
<b>Learning outcomes/competences:</b>	<p>After having success fully completed the course, the students should</p> <ul style="list-style-type: none"> <li>• To review and examine critically the current scientific status regarding the link between the human resource management and business strategy.</li> <li>• Evaluate their role as leaders / HR manager in order to add value to the organization.</li> <li>• Implement tools and practices in Human Resource Management in a national or international environment</li> </ul>	
<b>Language of instruction:</b>	English	
<b>Teaching methods:</b>	<input checked="" type="checkbox"/> Lecture <input checked="" type="checkbox"/> Exercises <input type="checkbox"/> Seminar	<input type="checkbox"/> Group work <input checked="" type="checkbox"/> Simulation / Role Play <input checked="" type="checkbox"/> Case Study
<b>Assessment methods:</b>	<input type="checkbox"/> Written exam <input type="checkbox"/> Term paper	<input type="checkbox"/> Presentation <input checked="" type="checkbox"/> Assignment 2.500 words

**Recommended reading:**

- Rees, G. and R. French (2010) Leading, Managing and Developing People. London: CIPD
- Adams, J (2007): Managing People in Organizations: Contemporary Theory and Practice Basingstoke, Palgrave.
- Bach, S. (Ed) (2005) Managing Human Resources. UK. Blackwell Publishing
- Boxall P, Purcell J & Wright P (eds) (2007): The Oxford Handbook of Human Resource Management. Oxford, OUP.
- Bratton J. & Gold J. (2007) Human Resource Management Theory and Practice, 4th Ed. FT Prentice Hall
- Gennard J. & Judge G. (2005) Employee Relations. London. CIPD
- Gillen T. (2007). Performance Management and Appraisal. London, CIPD
- Harrison R. (2005). Learning & Development, 4th Edition. London, CIPD
- Kersley B, Alpin C, Forth J, Bryson A, Bewley H, Dix G & Oxenbridge S (2006): Inside the Workplace: Findings from the 2004 Workplace Employment Relations Survey.. London, Routledge.
- Huczynski A, Buchanan D & Dunham R (2007): Organizational Behaviour: An Introductory Text. London, FT / Prentice Hall.
- Marchington, M. & Wilkinson, A. (2008). Human Resource Management at Work. 4th Edition, London, CIPD
- Pinnington A, Macklin R & Campbell T (eds) (2007): Human Resource Management: Ethics and Employment. Oxford, OUP.
- Redman, T. & Wilkinson, A. (2006) Contemporary Human Resource Management, 2ND Edition, London: FT Prentice Hall
- Taylor, S. (2008) Employee Resourcing. London. CIPD
- Torrington D, Hall, L, Taylor S & Atkinson C (2009): Fundamentals of Human Resource Management: Managing People at Work. London, FT / Prentice Hall.

<p><b>Additional Information:</b></p> <p><b>ASSIGNMENT</b></p>	<p>Students will have to choose one German company operating in Germany and create a Human Resources management plan for the opening of a branch of that company overseas. You must create an essay 2,500 words with the following structure.</p> <p>Essay Structure.</p> <ol style="list-style-type: none"><li>1. Introduction (10%) In this part, students should describe the purpose and content of work.</li><li>2. major part (60%)<ol style="list-style-type: none"><li>a. A description of the company (5%)</li><li>b. Description of the country where it will open a new branch (5%)</li><li>c. Description of all HR procedures to be developed at the branch. (Recruitment and selection methods, planning HR, international environment, remuneration, performance evaluation) (50%)</li></ol></li><li>3. Conclusion (10%) Students describe the basic conclusions.</li><li>4. References (20%)</li></ol> <p>The aim of the work is not a simple literature review, but to connect theory and practice. Aim is students to make concrete proposals for the branch.</p> <p>The references in the text must follow the HARVARD Referencing Style.</p>
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## Course Description

<b>Course title:</b>	Innovation Management for Technical Products	
<b>Course code:</b>	S 9141/S 9143	
<b>Type of course:</b>	Block Seminar	
<b>Level of course:</b>	Bachelor/Master	
<b>Degree program:</b>	Studium Generale, optional course	
<b>Position in curriculum:</b>	Second year	
<b>ECTS credits:</b>	2 CP	
<b>Semester:</b>	Each semester	
<b>Workload:</b>	In total 60 h, 30 h course attendance, 30 h self study	
<b>Name of the lecturer:</b>	Dr. Jan Schröder / Jürgen Henke	
<b>Description/contents:</b>	<p>Innovation Management for Technical Products is a competitive advantage of the future. Companies like SAP, Tesla, Google, Apple, Airbnb, uber, hilti, IKEA and IBM are achieving success by differentiating their products, services and business models through innovation. This course will give you an understanding about the methods and tools to change the global market through innovation. This course features an overview of different approaches to innovation and development of strategy to optimize innovation within an organization. We will try to apply different tools (eg Design Thinking) and see different case studies. You will learn to understand, to define and to optimize processes of innovation, through creativity, technology and architecture. This will help you to measure your innovation performance and build a competitive advantage. Skills of leadership and interaction with innovative teams that can deliver innovation is also part of the course.</p>	
<b>Prerequisites:</b>	none	
<b>Learning outcomes/competences:</b>	<p>After having successfully completed the course, the students should</p> <ul style="list-style-type: none"> <li>The takeaways for you should be understanding innovation, analyzing innovation and the organization and get motivation to implement processes of innovation.</li> </ul>	
<b>Language of instruction:</b>	English	
<b>Teaching methods:</b>	<input type="checkbox"/> Lecture <input checked="" type="checkbox"/> Exercises <input checked="" type="checkbox"/> Seminar	<input checked="" type="checkbox"/> Group work <input type="checkbox"/>
<b>Assessment methods:</b>	<input checked="" type="checkbox"/> Written exam <input type="checkbox"/> Term paper	<input checked="" type="checkbox"/> Presentation <input type="checkbox"/>
<b>Recommended reading:</b>		

<b>Additional information:</b>	

## Course Description

<b>Course title:</b>	Intercultural Management Communication	
<b>Course code:</b>	S 9910/S9911	
<b>Type of course:</b>	Block Seminar	
<b>Level of course:</b>	Bachelor/Master	
<b>Degree program:</b>	Studium Generale, optional course	
<b>Position in curriculum:</b>	Second year	
<b>ECTS credits:</b>	2 CP	
<b>Semester:</b>	Each semester	
<b>Workload:</b>	In total 60 h, 30 h course attendance, 30 h self-study	
<b>Name of the lecturer:</b>	Waltraud Gehrig (M.A.) / (Natalia Holl)	
<b>Description/contents:</b>	<p>The world goes global and we should be able to manage a wide range of personalities and man-power from different cultures and countries at our workplace.</p> <p>In this course the impact of culture on international business relationships is analyzed and the course content will refer mainly to experiences in countries from the Eastern part of the world, like CIS-countries (former Soviet Union), MENA&amp;MEA (Middle East Northern Africa &amp; Middle East Asia) and the Balkan. Topics include:</p> <ul style="list-style-type: none"> <li>• Introduction in most popular intercultural communication theories</li> <li>• Negotiating styles and conflict management</li> <li>• Identification and management of stakeholders and key decision makers in various cultures</li> <li>• Networking and relationship management in international markets</li> <li>• Cross-cultural management of human resources</li> <li>• General aspects of project management in the above-mentioned countries</li> <li>• Various country-specific profiles are used for different case-studies</li> </ul> <p>All examples and case studies are based on the professional experience of the lecturers and are by 100% out of practice.</p>	
<b>Prerequisites:</b>	Min. English B2-level	
<b>Learning outcomes/competences:</b>	<p>After having success fully completed the course, the students should be</p> <ul style="list-style-type: none"> <li>• able to initiate and handle relationships in a multi-cultural environment</li> <li>• sensitized for the importance of intercultural communication in international projects and able to handle possible conflict situations</li> <li>• aware of potential risks and challenges of working in a different cultural environment (especially in transition countries)</li> </ul>	
<b>Language of instruction:</b>	English	
<b>Teaching methods:</b>	<input type="checkbox"/> Lecture	X-Group work

	X-Exercises X-Seminar	<input type="checkbox"/>
<b>Assessment methods:</b>	<input type="checkbox"/> Written exam Term paper	<input type="checkbox"/> Presentation <input type="checkbox"/>
<b>Recommended reading:</b>		
<b>Additional information:</b>	The course content is based on the examples of cultures from the Eastern hemisphere: CIS, Balkan, MEA&MENA, UAE etc.	

## Course Description

<b>Course title:</b>	International Economics	
<b>Course code:</b>	S 9914	
<b>Type of course:</b>	Lecture	
<b>Level of course:</b>	Bachelor/Master	
<b>Degree program:</b>	Studium Generale, optional course	
<b>Position in curriculum:</b>	Second year	
<b>ECTS credits:</b>	2 CP	
<b>Semester:</b>	Each semester	
<b>Workload:</b>	In total 60 h, 30 h course attendance, 30 h self study	
<b>Name of the lecturer:</b>	Prof. Dr. Hagen Krämer	
<b>Description/contents:</b>	<p>Globalisation is one of the most discussed trends in the world economy. This „buzz-word“ characterises a process „by which markets and production in almost all countries become more and more mutually dependent of each other – thanks to the dynamics of trade with goods and Services and by the movements of capital and technology“ (OECD). This seminar deals with the theoretical foundations of open economies and the macroeconomic policy consequences of globalisation. Investigation of the empirical evidence of globalisation and discussion of some theories of international economies will be in the foreground of this course.</p> <ul style="list-style-type: none"> <li>• Megatrend globalisation: new dimensions of an old phenomenon</li> <li>• The reason for international trade: the theory of comparative advantage, modern theories of trade (economies of scale, trade and geography)</li> <li>• Macroeconomics of open economies: international flows of goods and capital, real and nominal exchange rates, the theory of purchasing-power parity, international finance, capital and foreign exchange markets</li> </ul>	
<b>Prerequisites:</b>		
<b>Learning outcomes/competences:</b>	<p>After having successfully completed the course, the students should</p> <ul style="list-style-type: none"> <li>•</li> </ul>	
<b>Language of instruction:</b>	English	
<b>Teaching methods:</b>	<input type="checkbox"/> Lecture <input type="checkbox"/> Exercises <input type="checkbox"/> Seminar	<input type="checkbox"/> Group work <input type="checkbox"/>

<b>Assessment methods:</b>	<input checked="" type="checkbox"/> Written exam <input type="checkbox"/> Term paper	<input type="checkbox"/> Presentation <input type="checkbox"/>
<b>Recommended reading:</b>		
<b>Additional information:</b>		

## Course Description

<b>Course title:</b>	International Financial Markets	
<b>Course code:</b>	S 9916 / S 9918	
<b>Type of course:</b>	Block seminar	
<b>Level of course:</b>	Bachelor	
<b>Degree program:</b>	Studium Generale, optional course	
<b>Position in curriculum:</b>	Second year	
<b>ECTS credits:</b>	2 CP	
<b>Semester:</b>	Each semester	
<b>Workload:</b>	In total 60 h, 30 h course attendance, 30 h self study	
<b>Name of the lecturer:</b>	Jörg Glasstetter	
<b>Description/contents:</b>	<ol style="list-style-type: none"> <li>1. Economic Situation</li> <li>2. Economic System <ul style="list-style-type: none"> <li>• Investments</li> <li>• Central Bank &amp; Money</li> </ul> </li> <li>3. Financial Market</li> <li>4. Financing <ul style="list-style-type: none"> <li>• Equity - Shares</li> <li>• Debt - Bonds</li> </ul> </li> <li>5. Special Intermediaries <ul style="list-style-type: none"> <li>• Mutual Funds</li> <li>• Investment Banks</li> <li>• Venture Capital Firms</li> </ul> </li> <li>6. Financial derivatives <ul style="list-style-type: none"> <li>• Futures</li> <li>• Options</li> </ul> </li> </ol>	
<b>Prerequisites:</b>	-	
<b>Learning outcomes/competences:</b>	<p>After having successfully completed the course, the students should</p> <ul style="list-style-type: none"> <li>• have a general understanding of financial structures, products and markets</li> </ul>	
<b>Language of instruction:</b>	English	
<b>Teaching methods:</b>	<input checked="" type="checkbox"/> Lecture <input checked="" type="checkbox"/> Exercises <input type="checkbox"/> Seminar	<input checked="" type="checkbox"/> Group work <input type="checkbox"/>
<b>Assessment methods:</b>	<input type="checkbox"/> Written exam <input checked="" type="checkbox"/> Term paper	<input checked="" type="checkbox"/> Presentation <input type="checkbox"/>
<b>Recommended reading:</b>		

<b>Additional information:</b>	



## Course Description

<b>Course title:</b>	International Marketing
<b>Course code:</b>	S 9915
<b>Type of course:</b>	Seminar
<b>Level of course:</b>	Bachelor
<b>Degree programme:</b>	Studium Generale
<b>Year of study:</b>	./.
<b>Semester:</b>	./.
<b>Workload:</b>	in total 60 h, 30 h course attendance, 30 h self study and presentation preparation
<b>ECTS Credits:</b>	2 CP
<b>Name of the lecturer:</b>	Raimund Mollenhauer
<b>Course contents:</b>	<ul style="list-style-type: none"> <li>• Defining Marketing for the 21st Century, Marketing 3.0</li> <li>• Developing Marketing Strategies and Plans</li> <li>• Identifying Market Segments and Targets market segmentation, targeting and positioning</li> <li>• Designing and Managing Integrated Marketing Channels and Communication</li> <li>• Context of Digital Marketing and Customers being social</li> </ul>
<b>Prerequisites according to examination regulations:</b>	None
<b>Recommended Prerequisite:</b>	Own examples of practical international marketing experience
<b>Course objectives expressed in learning outcomes and competences:</b>	<ul style="list-style-type: none"> <li>• <b>Competence:</b> Students will understand the origin and nature of Marketing thinking (philosophy, basic position, processes, organization), acquire a basic understanding of management, in particular in global organizations and growing Small and Medium Enterprises, are competent partners of management or head of marketing and sales of an enterprise; they understand the relevant requirements, are able to apply basic conceptual tools of marketing</li> </ul>

	<p>in context of creating, communicating and delivering value to a target audience for profit.</p> <ul style="list-style-type: none"> <li>• <b>Skills and capabilities:</b> Students gain experience and knowledge in Marketing Strategy and Execution by combining theory with practical examples, i.e. presenting essentials of a Marketing Plan for a “new” idea.</li> <li>• Students increase their <b>social and personal competence</b> through topic centered interaction as well as challenging self-study tasks and presentations.</li> </ul>		
<b>Language of instruction:</b>	English		
<b>Teaching methods:</b>	Interactive lecture, group exercises, practical examples, strategic problem solving		
<b>Assessment methods:</b>	<input type="checkbox"/> Written exam <input type="checkbox"/> Written assignment <input type="checkbox"/> Oral exam	<input checked="" type="checkbox"/> Presentation <input type="checkbox"/> Project work <input type="checkbox"/> Practical exercises	<input type="checkbox"/>   <input type="checkbox"/>
<b>Recommended reading:</b>	<p>Recommended Reading:</p> <ul style="list-style-type: none"> <li>• Philip Kotler, Kevin Lane Keller: <a href="#">Marketing Management</a>, Pearson, 14th global edition (2012) Note: this is the basic book behind this standard lecture, students may want to make sure they have this or a recent edition available.</li> </ul> <p>Optional:</p> <ul style="list-style-type: none"> <li>• Chaffey, Dave and Ellis-Chadwick, Fiona: <a href="#">Digital Marketing</a> (5<sup>th</sup> edition, Pearson, Oct 2012)</li> <li>• Philip Kotler, Hermawan Kartajaya, Iwan Setiawan: Marketing 3.0, John Wiley &amp; Sons (2010)</li> <li>• Eric Greenberg, Alexander Kates: <a href="#">Strategic Digital Marketing: Top Digital Experts Share the Formula for Tangible Returns on Your Marketing Investment</a> (McGraw-Hill; 1 edition, Sep 2013)</li> <li>• Bernd H. Schmitt: <a href="#">Experiential Marketing</a>, Free Press, 1999</li> <li>• Bernd H. Schmitt: <a href="#">Happy Customers Everywhere</a>, Palgrave Macmillan, 2012</li> </ul>		

## Course Description

<b>Course title:</b>	International Project Management	
<b>Course code:</b>	S 9909	
<b>Type of course:</b>	Block Seminar	
<b>Level of course:</b>	Bachelor/Master	
<b>Degree program:</b>	Studium Generale, optional course	
<b>Position in curriculum:</b>		
<b>ECTS credits:</b>	2 CP	
<b>Semester:</b>		
<b>Workload:</b>	In total 60 h, 30 h course attendance, 30 h self study	
<b>Name of the lecturer:</b>	Martina Rühm	
<b>Description/contents:</b>	<p>Project Management consists in established and standardized methods and tools to achieve a defined target. For a successful and constructive collaboration, especially in an international/ intercultural context, a sensitivity for cultural differences and organizational dynamics is an additional asset.</p> <p>Based on the IPMA-standards, this course offers you an overview of the most relevant Project Management methods and tools, supplemented by exercises and group work to reflect on and develop your individual competencies on these topics.</p>	
<b>Prerequisites:</b>	None	
<b>Learning outcomes/ competences:</b>	<p>After having successfully completed the course, the students should</p> <ul style="list-style-type: none"> <li>• have an overview on Project Management Roles, Phases and Methods</li> <li>• be aware of the most relevant challenges in International Project Management</li> <li>• possess basic expertise in the most relevant Project Management methods</li> <li>• be sensitive to the specific challenges in international/ intercultural project work</li> </ul>	
<b>Language of instruction:</b>	English	
<b>Teaching methods:</b>	<input type="checkbox"/> Lecture <input checked="" type="checkbox"/> Exercises <input checked="" type="checkbox"/> Seminar	<input checked="" type="checkbox"/> Group work <input type="checkbox"/>
<b>Assessment methods:</b>	<input type="checkbox"/> Written exam <input type="checkbox"/> Term paper	<input type="checkbox"/> Presentation <input checked="" type="checkbox"/> Homework
<b>Recommended reading:</b>	Information on literature will be provided within the course	
<b>Additional information:</b>		

## Course Description

<b>Course title:</b>	International Project Management	
<b>Course code:</b>	S 9917	
<b>Type of course:</b>	Block seminar	
<b>Level of course:</b>	Bachelor	
<b>Degree program:</b>	International Program, optional course	
<b>Position in curriculum:</b>	Second year	
<b>ECTS credits:</b>	2 CP	
<b>Semester:</b>	Summer semester	
<b>Workload:</b>	In total 60 h, 30 h course attendance, 30 h self study	
<b>Name of the lecturer:</b>	Mehrschad Zaeri Esfahani	
<b>Description/contents:</b>	<p>Within this seminar you will be introduced to the standards of the International Project Management Association (IPMA). We will work out the tools and the methods of IPMA which are mentioned in the standard. The contents are:</p> <ul style="list-style-type: none"> <li>- Objectives and their meaning in projects</li> <li>- The process of stakeholder and risk management</li> <li>- The planning instruments (structure plan, costs, resources)</li> <li>- The project controlling</li> </ul>	
<b>Prerequisites:</b>	You should have fun in working in projects. It is an advantage to have any experiences with projects but you do not have to	
<b>Learning outcomes/competences:</b>	<p>After having successfully completed the course, the students should</p> <ul style="list-style-type: none"> <li>•</li> </ul>	
<b>Language of instruction:</b>	English	
<b>Teaching methods:</b>	<input type="checkbox"/> Lecture <input checked="" type="checkbox"/> Exercises <input checked="" type="checkbox"/> Seminar	<input checked="" type="checkbox"/> Group work <input type="checkbox"/>
<b>Assessment methods:</b>	<input type="checkbox"/> Written exam <input type="checkbox"/> Term paper	<input checked="" type="checkbox"/> Presentation <input checked="" type="checkbox"/> Group work
<b>Recommended reading:</b>		
<b>Additional information:</b>		

## Course Description

<b>Course title:</b>	Presentation techniques	
<b>Course code:</b>	S 9959	
<b>Type of course:</b>	Block seminar	
<b>Level of course:</b>	Bachelor	
<b>Degree program:</b>	Studium Generale, optional course	
<b>Position in curriculum:</b>	Second year	
<b>ECTS credits:</b>	2 CP	
<b>Semester:</b>	Each semester	
<b>Workload:</b>	In total 60 h, 30 h course attendance, 30 h self study	
<b>Name of the lecturer:</b>	Stefanie Oberfell	
<b>Description/contents:</b>	English language presentations are integral to communication in the international workplace. While students and professionals are normally competent at giving oral presentations in their mother tongue, the dual challenges of preparing and delivering English presentations can seem quite daunting, time-consuming and stressful. In this seminar, students will have plenty of time to practice and will be video-recorded in order to review their performance in more detail.	
<b>Prerequisites:</b>	none	
<b>Learning outcomes/competences:</b>	<p>After having successfully completed the course, the students should</p> <ul style="list-style-type: none"> <li>• be able to deliver a well-structured presentation</li> <li>• know how to use body language, gestures, voice, etc. to their advantage</li> </ul>	
<b>Language of instruction:</b>	English	
<b>Teaching methods:</b>	<input type="checkbox"/> Lecture <input type="checkbox"/> Exercises <input checked="" type="checkbox"/> Seminar	<input type="checkbox"/> Group work <input type="checkbox"/>
<b>Assessment methods:</b>	<input type="checkbox"/> Written exam <input type="checkbox"/> Term paper	<input checked="" type="checkbox"/> Presentation <input checked="" type="checkbox"/> Exercises
<b>Recommended reading:</b>	Marion Grussendorf: "English for Presentations", Cornelsen Adrian Wallwork: "English for Presentations at International Conferences", Springer	
<b>Additional information:</b>	-	

## Course Description

<b>Course title:</b>	Supply Chain Management	
<b>Course code:</b>	S 9957	
<b>Type of course:</b>	Block Seminar	
<b>Level of course:</b>	Bachelor/Master	
<b>Degree program:</b>	Studium Generale, optional course	
<b>Position in curriculum:</b>	Second year	
<b>ECTS credits:</b>	2 CP	
<b>Semester:</b>	Each semester	
<b>Workload:</b>	In total 60 h, 30 h course attendance, 30 h self study	
<b>Name of the lecturer:</b>	Vasiliki Kazantzi	
<b>Description/contents:</b>	<p>The core concept of this logistics training programme is a computer simulation that allows the participants to face the main problems of supply planning and control in industrial production systems. For this purpose serves a computer simulated model, in which decisions regarding the main targets of an industrial company have to be taken. The concept allows simulation and training in the field of extensive logistical methods and measures using new information technologies combined with new logistical concepts for supply chain management. Traditional aspects are enhanced by current methods and concepts so that new interdisciplinary work methods can be applied in business networks. Students work together in teams of 3 to 5 participants.</p>	
<b>Prerequisites:</b>	Adequate knowledge in business organization/business administration is required.	
<b>Learning outcomes/competences:</b>	<p>After having successfully completed the course, the students should</p> <ul style="list-style-type: none"> <li>•</li> </ul>	
<b>Language of instruction:</b>	English	
<b>Teaching methods:</b>	<input type="checkbox"/> Lecture <input type="checkbox"/> Exercises <input type="checkbox"/> Seminar	<input type="checkbox"/> Group work <input type="checkbox"/>
<b>Assessment methods:</b>	<input type="checkbox"/> Written exam <input type="checkbox"/> Term paper	<input checked="" type="checkbox"/> Presentation <input checked="" type="checkbox"/> Homework
<b>Recommended reading:</b>		
<b>Additional information:</b>		

## Course Description

<b>Course title:</b>	Time matters – how to effectively manage your time... and yourself!	
<b>Course code:</b>	S 9957	
<b>Type of course:</b>	Seminar	
<b>Level of course:</b>	Bachelor/Master	
<b>Degree program:</b>	Studium Generale, optional course	
<b>Position in curriculum:</b>	Second year	
<b>ECTS credits:</b>	2 CP	
<b>Semester:</b>	Each semester	
<b>Workload:</b>	In total 60 h, 30 h course attendance, 30 h self study	
<b>Name of the lecturer:</b>	Stefanie Wolz	
<b>Description/contents:</b>	<p>Did you ever ask yourself how you could possibly have enough time to study, meet friends, go out, ... and don't have the feeling that you've never done enough? Then this seminar is perfect for you. We will first look at a somehow different approach to time and self management. What could we see differently than before? Then we will get to exploring what are our individual goals in all the different areas we are acting in. Topics like setting goals and priorities will end into very practical and down-to-earth ways to structure our days and weeks. But we will also see how other people are somehow important to reach our goals and how to build a supporting network.</p>	
<b>Prerequisites:</b>		
<b>Learning outcomes/competences:</b>	<p>After having successfully completed the course, the students should</p> <ul style="list-style-type: none"> <li>• know what they want to reach in life</li> <li>• be able to structure their days and weeks</li> <li>• have acquired new competences in managing themselves</li> </ul>	
<b>Language of instruction:</b>	English	
<b>Teaching methods:</b>	<input type="checkbox"/> Lecture <input checked="" type="checkbox"/> Exercises <input checked="" type="checkbox"/> Seminar	<input checked="" type="checkbox"/> Group work <input type="checkbox"/>
<b>Assessment methods:</b>	<input type="checkbox"/> Written exam <input checked="" type="checkbox"/> Term paper	<input type="checkbox"/> Presentation <input type="checkbox"/> Homework
<b>Recommended reading:</b>	<p>"The 7 Habits of Highly Effective People. Powerful Lessons in Personal Change" by Stephen R. Covey; "First Things First" by Stephen R. Covey and A. and R. Merrill</p>	
<b>Additional information:</b>	No grading	

