



BSc International Business

List of courses
For exchange students

Winter semester 2020-2021

How to register for courses

Deadline	What	Who
03.08.2020	Course selection (please use the selection form given)	Tening Félicité Sène ib.incomings@reutlingen-university.de
14.09.2020	Course counselling	Tening Félicité Sène Building 5, 1 st floor, room 5-124
25.09.2020	Final course selection → Please confirm your course selection → After this date no add/drop of courses due to team assignments	Tening Félicité Sène ib.incomings@reutlingen-university.de

Business courses held in English

Course Title	Contact hours / week	ECTS Credits	Semester level	Offered winter/summer semester	Type of assessment	Graded/ungraded
M1.1 Financial Accounting	2	3	1 st sem.	Both winter/summer	Written exam	Graded
M1.2 Management and Cost Accounting	2	3	1 st sem.	Both winter/summer	Written exam	Graded
M2 Principles of Marketing	4	6	1 st sem.	Both winter/summer	Written exam	Graded
M3 Business Mathematics	4	6	1 st sem.	Both winter/summer	Written exam	Graded
M4 Business Law	4	5	1 st sem.	Both winter/summer	Written exam	Graded
M5.1 Business Communication Essentials	2	2	1 st sem.	Both winter/summer	Continuous assessment	Graded
M5.2 Intercultural Management	2*	2	1 st sem.	Both winter/summer	Continuous assessment	Graded
M6 Second Business Language 1	4	3	1 st sem.	Both winter/summer	Continuous assessment	Graded
M7.1 Digital Systems 1	2	3	2 nd sem.	Both winter/summer	Continuous assessment & project work	Graded

M7.2 Digital Systems 2	2	3	2 nd sem.	Both winter/summer	Continuous assessment & project work	Graded
M8 Business Statistics	4	6	2 nd sem.	Both winter/summer	Written exam	Graded
M9 Microeconomics	4	6	2 nd sem.	Both winter/summer	Written exam & continuous assessment	Graded
M10 Principles of HRM	4	6	2 nd sem.	Both winter/summer	Written exam	Graded
M11 Business Communication 2	2	3	2 nd sem.	Both winter/summer	Continuous assessment	Graded
M12 Second Business Language 2	4	3	2 nd sem.	Both winter/summer	Continuous assessment	Graded
M13 Macroeconomics	4	6	3 rd sem.	Both winter/summer	Written exam	Graded
M14 Principles of Corporate Finance	4	6	3 rd sem.	Both winter/summer	Written exam	Graded
M15 Management Accounting and Control	2	4	3 rd sem.	Both winter/summer	Written exam	Graded
M16.1 Strategic Management Essentials	2	3	3 rd sem.	Both winter/summer	Written exam & Project Work	Graded
M16.2 Project Management	2	3	3 rd sem.	Both winter/summer	Written exam & Project Work	Graded
M17.1 International Business Communication	2	3	3 rd sem.	Both winter/summer	Continuous assessment	Graded
M17.2 Intercultural Negotiations	2	2	3 rd sem.	Both winter/summer	Continuous assessment	Graded
M18 Second Business Language 3	4	3	3 rd sem.	Both winter/summer	Continuous assessment	Graded
M21 Business Ethics	2	3	6 th sem.	Both winter/summer	Written exam	Graded
M22 Practical Intercultural Studies	2	2	6 th Sem.	Both winter/summer	Project Work	Graded
M23 Business Research Methods	3	5	6 th Semester	Both winter/summer	Seminar Paper	Ungraded

ELECTIVES M24-30

Please note: the number of places in the elective courses is limited and the access is dependent on course specific **requirements/prerequisites**



M24-30 Sales Management	4	5	6 th sem.	Both winter/summer	Project Work	Graded
M24-30 Marketing Communications	4	5	6 th sem.	Both winter/summer	Project Work	Graded
M24-30 Marketing Research Projects	4	5	6 th sem.	Both winter/summer	Project Work	Graded
M24-30 International Financial Reporting	4	5	6 th sem.	Both winter/summer	Research & seminar paper	Graded
M24-30 Consolidated Financial Statements	4	5	6 th sem.	Both winter/summer	Written exam	Graded
M24-30 International Corporate Transactions	4	5	6 th sem.	Both winter/summer	Project Work & written exam	Graded
M24-30 Advanced Quantitative Finance	4	5	6 th sem.	Both winter/summer	Written exam	Graded
M24-30 Strategic Management in the Digital Age	4	5	6 th sem.	Both winter/summer	Continuous Assessment & Project Work	Graded
M24-30 Business Simulation	4	5	6 th sem.	Both winter/summer	Project Work	Graded
M24-30 Advanced HRM	4	5	6 th sem.	Both winter/summer	Seminar paper	Graded
M24-30 Managing a Global Workforce	4	5	6 th sem.	Both winter/summer	Project Work	Graded
M24-30 Corporate Social Responsibility	4	5	6 th sem.	Both winter/summer	Project Work	Graded
M24-30 Industrial Organization	4	5	6 th sem.	Both winter/summer	Project Work	Graded
M24-30 Advanced International Economics	4	5	6 th sem.	Both winter/summer	Seminar paper	Graded
M24-30 Data Analysis	4	5	6 th sem.	Both winter/summer	Project Work	Graded
M24-30 Social Entrepreneurship	4	5	6 th sem.	Both winter/summer	Project Work	Graded
M24-30 Digital Entrepreneurship	4	5	6 th sem.	Both winter/summer	Project Work	Graded
M31 International Seminar	2*	3	7 th sem.	Both winter/summer	Project Work	Ungraded

*This course is held as a block seminar during the "block seminar week" from October 26 to 30.



In the following you'll find a selection of business and language courses held in German that are specifically suitable for exchange students and offered by Reutlingen International Office (RIO). For students who want to attend more or other business courses in German we might organize courses in other study programmes of ESB Business School.

All courses organized by the Reutlingen International Office (RIO) are available at:
<https://www.reutlingen-university.de/en/international/german-as-a-foreign-language/>

Business courses held in German

Course Title	Contact hours / week	ECTS Credits	Semester level	Offered winter/summer semester	Type of assessment	Graded/ungraded
Wirtschaft auf Deutsch <i>Business in German</i>	4 + Excursions	6	1 st sem.	Both winter/summer	Written exam	Graded
Marketing für internationale Studierende <i>Marketing for international students</i>	2	2	1 st sem.	Both winter/summer	Written exam	Graded

German language courses

Course Title	Contact hours / week	ECTS Credits	Offered winter/summer semester	Type of assessment	Graded/ungraded
Intensive pre-semester German course „Business German“	2 weeks*	4	Only in September	Written exam	Graded
Allgemeinsprachliche Deutschkurse <i>German language courses (offered on different levels A1 - B2/C1)</i>	4	4	Both winter/summer	Written exam	Graded
Besser Deutsch sprechen <i>Course focussing on conversation & pronunciation (offered on levels A2/B1 & B2/C1)</i>	2	2	Both winter/summer	Continuous assessment & individual presentation	Graded
Grammatik kompakt <i>Course focussing on grammar (offered on levels A2/B1 & B2/C1)</i>	2	2	Both winter/summer	Written exam	Graded

* From 1 to 11 September 2020

M1.1 Financial Accounting	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 1 st semester
ECTS Credits	3 ECTS Credits
Hours per week / total contact hours	2 / 30
Total hours of study	60
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Michel Charifzadeh E-Mail: michel.charifzadeh@reutlingen-university.de
Restrictions (falls zutreffend)	Admission capacity for this course is limited
Prerequisites:	
Course learning objectives:	<p>This aim of this course is to introduce and train students in the broad application of financial accounting theory and practice from an international perspective. Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • Participants will be comfortable with reading, preparing, and interpreting basic financial statements. • They will be confident with the relevant areas of financial accounting including assets, liabilities, equity, revenues and expenses. • Students will understand accounting terminology and will be able to record business transactions independently, applying the double entry bookkeeping technique. • Students will be able to use valuation principles for assets and liabilities and calculate applicable book values. Where applicable, students will apply accounting rules according to international financial reporting standards (IFRS). • Upon successful completion of this course, participants will understand the role of accounting in the financial decision



	<p>making process and will be prepared for all subsequent courses in accounting and financial management.</p> <p>Methodological competences:</p> <ul style="list-style-type: none"> • Students will develop mechanisms of problem solving to real life business cases. • Through a principles-based accounting approach, students will acquire the ability to apply general concepts to specific situations. • Students will be able to prepare financial statements and have an understanding of the information given in financial statements. • They will have basic knowledge to interpret financial statements and compare financial statements of different companies. <p>Social competences:</p> <ul style="list-style-type: none"> • Through the interactive nature of the course, participating students will refine their oral and written communication skills and become comfortable with communicating in a business context. <p>Personal competences:</p> <ul style="list-style-type: none"> • Most students will experience this course as an entirely new field. Thereby they will acquire the general readiness to learn a completely new “language” their way up from the bottom.
Contents:	<ul style="list-style-type: none"> • Introduction to accounting • Accounting concepts and principles • The accounting equation • The financial statements (Balance Sheet, Income Statement, Statement of Changes in Equity, Statement of Cash Flows) • Recording business transactions using double entry bookkeeping • Recording in a journal • Accrual accounting vs. cash-basis accounting • The accounting cycle • Accounting for merchandising operations • Current assets, accounting for inventory • Non-current assets and intangibles • Provisions, liabilities • Short-term investment and receivables • Shareholders equity
Assessment	Graded: Written exam



M1.2 Management and Cost Accounting	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 1 st semester
ECTS Credits	3 ECTS Credits
Hours per week / total contact hours	2 / 30
Total hours of study	60
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Robert Lobue E-Mail: robert.lobue@reutlingen-university.de
Restrictions (falls zutreffend)	Admission capacity for this course is limited
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • Participants will have developed an understanding and insight into management accounting in general and especially the cost accounting framework and its basic instruments. • Students will be able to distinguish the corporate functions of management accounting from financial accounting and corporate finance. • They will be more familiar with the relevant cost terminology, the cost behavior patterns and develop an in-depth understanding of the cost aspects of running a business. • Students will develop an in-depth understanding of different methods and techniques of cost allocation applied in practice. • They will be able to independently apply, discuss, and challenge these methods. • They will learn how to use cost-volume-profit analysis independently to assist in cost planning and how to identify relevant information for decision making. <p>Methodological competences:</p>



	<ul style="list-style-type: none"> • Students will acquire analytical skills for business decision making. • Participants will be familiar with the relevant underlying theories and consequently develop related problem solving skills that are also applicable to general decision making. • They will be able to critically discuss concepts applied in practice and acquire the ability to transfer and apply theoretical knowledge to real-life situations. <p>Social competences:</p> <ul style="list-style-type: none"> • Through the interactive nature of the course, students will refine their oral and written communication skills and become comfortable with communicating in both finance and accounting related context. <p>Personal competences:</p> <ul style="list-style-type: none"> • Students will have gained an understanding of concepts and instruments required by managerial staff with a focus on how they are applied. They will be prepared for subsequent semester courses in accounting and financial management.
<p>Contents:</p>	<ul style="list-style-type: none"> • Introduction and management accountant's role, differences between management accounting, financial accounting, and financial management, trends in management accounting. • Cost terms, cost categorizations (e.g., variable/fixed costs, direct/indirect costs, cost of goods sold/period costs) • Cost allocation, general cost allocation methods, specific cost allocation methods, variable and direct costing • Cost-volume-profit-relationship analysis, estimating linear cost functions, break-even analysis, target operating profit analysis, operating leverage • Relevant information for decision making, e.g. one-time-only special orders, customer profitability analysis, make-or-buy decisions, product-mix decisions, equipment replacement • Activity-based costing and other management accounting tools
<p>Assessment</p>	<p>Graded: Written exam</p>



M2 Principles of Marketing	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 1 st semester
ECTS Credits	6 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	120
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Oliver Goetz E-Mail: oliver.goetz@reutlingen-university.de
Restrictions (falls zutreffend)	Admission capacity for this course is limited
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • Critically discuss the relevance and success factors of marketing programs • recapitulate and apply insights to develop own marketing programs • understand major methods and approaches to develop products, services, and brands that are specific to customer needs • learn to define prices, communicate benefits, and distribute products • understand the importance of customer relationship management. <p>Methodological competences:</p> <ul style="list-style-type: none"> • Develop a product, pricing, distribution, and advertising strategy • transfer and apply theoretical marketing knowledge to business cases • develop presentation skills, familiarize with basic research methodology. <p>Social competences:</p>



	<ul style="list-style-type: none"> • Refine their oral communication skills • improve their ability to work in teams in order to solve a given complex marketing situation • give and receive feedback in a structured manner. <p>Personal competences:</p> <ul style="list-style-type: none"> • Develop the ability to think and act proactively as well as customer/marketing oriented
Contents:	<ul style="list-style-type: none"> • Fundamentals • Branding • Product • Price • Promotion / Communication • Distribution and Sales
Assessment	Graded: Written exam

M3 Business Mathematics	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 1 st semester
ECTS Credits	6 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	120
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Marlene Ferencz E-Mail: marlene.ferencz@reutlingen-university.de
Restrictions (falls zutreffend)	Admission capacity for this course is limited
Prerequisites:	Generally: basic school maths required to pass the admission test
Course learning objectives:	Upon completion of this course, participants will have developed the following competences: Professional competences:



	<ul style="list-style-type: none"> • Demonstrate an understanding of key concepts and fundamental mathematical techniques used in modern economics: to differentiate functions in one and several variables • the ability to solve economic optimization problems and basic the skills of matrix manipulation and mathematics of finance <p>Methodological competences:</p> <ul style="list-style-type: none"> • Provide appropriate mathematical representations of economic problems • Demonstrate an ability to apply and explain the use of mathematical techniques to solve problems in macroeconomics and microeconomics <p>Social competences:</p> <p>n/a</p> <p>Personal competences:</p> <p>n/a</p>
Contents:	Basic skills, mathematics of finance, differentiation, and its economic applications, partial differentiation, constrained and unconstrained optimization problems using Lagrange method, integration, matrices, systems of linear equations, input-output algebra, linear programming.
Assessment	Graded: Written exam

M4 Business Law	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 1 st semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	90
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester



Course Coordinator/Instructor	Prof. Dr. Bernd Banke E-Mail: bernd.banke@reutlingen-university.de
Restrictions (falls zutreffend)	Admission capacity for this course is limited
Prerequisites:	
Course learning objectives:	Upon completion of this course, participants will have developed the following competences: Professional competences: <ul style="list-style-type: none"> • Identify legal problems • acquire a basic knowledge of legal institutions and methods Methodological competences: <ul style="list-style-type: none"> • Analyze topics of an area of business they are not familiar with – and law is such an area • summarize their results of research for a layman Social competences: <ul style="list-style-type: none"> • Be open for the proposals of potential contract partners and react on them appropriately • improve interdisciplinary team working skills Personal competences: n/a
Contents:	The lecture Business Law gives an overview of international mercantile and business law. Conflict of laws, international civil procedure, CISG and INCOTERMS. The lectures are combined with case studies reviewing legal perspectives of international business activities. <ul style="list-style-type: none"> • Part 1: Introduction to legal systems in a business environment–Structure of German Civil Code as an example for a civil law system: A comparative view. • Part 2: Case Studies: Conflict Solving in Civil Law Systems–Principles of German Civil Code and their Application on everyday-life cases • Part 3: European Conflict of Laws–ROME I and ROME II Regulations • Part 4: European Civil Procedure–European Rules governing Civil Procedure in Cross Border Transactions • Part 5: CISG–CISG as source of international unified law–Content of CISG–Legal traditions behind the CISG
Assessment	Graded: Written exam



M5.1 Business Communication Essentials	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 1 st semester
ECTS Credits	2 ECTS Credits
Hours per week / total contact hours	2 / 30
Total hours of study	30
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Yoany Beldarrain, Ph.D E-Mail: yoany.beldarrain@reutlingen-university.de
Restrictions (falls zutreffend)	Admission capacity for this course is limited
Prerequisites:	
Course learning objectives:	<p>Professional competences:</p> <ul style="list-style-type: none"> • Students will demonstrate effective presentation skills and techniques. • Students will use technology tools to create and conduct highly effective presentations • Students will demonstrate effective verbal and written English language skills to communicate with an audience in different business scenarios • Students will understand the role of internal/external communication in employer branding <p>Methodological competences:</p> <ul style="list-style-type: none"> • Students will identify and discuss using different presentation styles in real-world scenarios • Students will propose solutions to common problems associated with presenting to a business audience <p>Social competences:</p> <ul style="list-style-type: none"> • Students will demonstrate techniques that help presenters connect with an audience <p>Personal competences:</p>



	<ul style="list-style-type: none"> • Students will improve self-confidence using the English language for conducting business presentations • Students will improve their public speaking confidence • Students will understand and acknowledge how effective presentation skills are an essential part of today's business world
Contents:	<p>The topics covered will be of recent/current interest in a global context. The course Business Communication Essentials will include:</p> <ul style="list-style-type: none"> • relevant language, etiquette and protocols used in presentations and meetings in different cultural contexts, as well as conducting general business activities. • writing skills such as complaint/rejection/or recommendation emails • employer branding as it pertains to internal and external business communication • the enrichment of business vocabulary and business grammar • Key elements of verbal and written communication will be emphasized such as: defining the goals and the topic, preparing and structuring the content, adjusting to the audience, developing powerful arguments, chairing the discussion, etc.
Assessment	Graded: Continuous Assessment & Project Work

M5.2 Intercultural Management	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 1 st semester
ECTS Credits	2 ECTS Credits
Hours per week / total contact hours	2 / 30
Total hours of study	30
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Yoany Beldarrain, Ph.D E-Mail: yoany.beldarrain@reutlingen-university.de
Restrictions (falls zutreffend)	Admission capacity for this course is limited



Prerequisites:	
Course learning objectives:	<p>Professional competences:</p> <ul style="list-style-type: none"> • Ability to recognize and explain culturally related behavior and business phenomena; competence to evaluate and make recommendation on culture-oriented management decisions <p>Methodological competences:</p> <ul style="list-style-type: none"> • Ability to apply the ‘critical incident technique’ (as a research methodology used for qualitative research in social sciences); problem-solving skills (how to use theoretical intercultural concepts to solve problems in international business cases) <p>Social competences:</p> <ul style="list-style-type: none"> • Advanced presentation and intercultural team working skills (cf. group discussions and group presentations); ability to perceive a multicultural scene as an opportunity rather than a threat or liability <p>Personal competences:</p> <ul style="list-style-type: none"> • Awareness of the own cultural profile, the individual strength and weaknesses in intercultural business situations and in an intercultural learning environment
Contents:	<ol style="list-style-type: none"> 1. Basics of Intercultural Management <ul style="list-style-type: none"> • The relevance of different levels of culture for business(e.g. national, regional, corporate culture) • The role, the notion and the handling of individual stereotypes and judgements (including self-assessment exercise) • Strategies for intercultural interaction (adaptation/reconciliation) • Intercultural competence / cultural intelligence, 2. A framework for understanding human values and behaviors –the model of cultural dimensions <ul style="list-style-type: none"> • Critical introduction to the model of cultural dimensions (GLOBE Study, Hofstede, Trompenaars, etc.) • Major dimensions and discussion of practical consequences for leadership, decision-making, negotiating etc. • The relevance and examples of culture-specific concepts • An awareness of one’s own cultural profile 3. Practical examples and business cases <ul style="list-style-type: none"> • The importance of intercultural issues in international M&As, joint ventures, multinational projects etc. • Case study/ies of different intercultural business settings
Assessment	Graded: Continuous Assessment & Project Work



M6 Second Business Language 1	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 1 st sem.
ECTS Credits	3 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	30
Type/Teaching Method	Lecture
Language of instruction	M6.a Business French M6.b Business Spanish M6.c Business Chinese M6.d Business German
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Yoany Beldarrain, Ph.D E-Mail: yoany.beldarrain@reutlingen-university.de
Restrictions (falls zutreffend)	Language Placement Test
Prerequisites:	
Course learning objectives:	<p>For Spanish, courses are offered on several levels (A1 to C1 of the Common European Framework of Reference for Languages). For French, courses are offered at the B1 to C1 level. For Chinese, courses are offered A1 to B1 level. Over the course of three semesters students complete three consecutive levels of one language. Students must demonstrate prerequisite skills in order to advance to the next level. After successful completion of this course, students should have developed:</p> <p>Professional competence:</p> <ul style="list-style-type: none"> • Students will improve their language skills, while increasing their knowledge of basic business terminology in the target language. • Students will demonstrate best practices for business communication skills in the target language. • On all levels, students will improve their communication skills according to their individual capabilities. • Students will acquire or improve their grammar skills and vocabulary in the target language according to their



	<p>individual competency level. • Students will acquire or improve written and oral communication skills in the target language, especially those skills used in business contexts and situations in the student’s personal context (studies, internships).</p> <p>Methodological competence:</p> <ul style="list-style-type: none"> • Students will analyze and discuss different business topics using the target language. <p>Social competence:</p> <ul style="list-style-type: none"> • Students will interact in the target language for various purposes and with different types of audiences. • Students will improve their intercultural awareness and intercultural communication competences. <p>Personal competence:</p> <ul style="list-style-type: none"> • Students will improve self-confidence using the target language for different purposes, including business situations. • Students will become familiar with Spain/Latin America, France and Germany and the ways of life and business life in Spanish, French or German-speaking countries. • Students will become aware of current economic developments and problems in Spanish, French, Chinese or German-speaking countries.
Contents:	<p>The Business Spanish, Business Chinese and Business French courses are offered ESB-wide and therefore reflect the ESB-wide module and course descriptions. The Business Communication and Business German courses are offered within the study programme.</p>
Assessment	<p>Graded: Continuous Assessment</p>



M7.1 Digital Systems 1	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 2 nd Semester
ECTS Credits	3 ECTS Credits
Hours per week / total contact hours	2 (+ Block Seminar) / 30
Total hours of study	60
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Martin Mocker E-mail: martin.mocker@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • to solve business problems with the help of information technology (IT)-based tools, especially by programming web-based applications; to be able to more effectively communicate with IT people <p>Methodological competences:</p> <ul style="list-style-type: none"> • to formulate, analyze and solve business problems with algorithms and to implement them in a programming language <p>Social competences:</p> <ul style="list-style-type: none"> • improve the ability to work individually and in teams under time pressure <p>Personal competences:</p>



	<ul style="list-style-type: none"> by mastering the skills addressed in this course, students should be more productive in addressing these problems by using the appropriate IT-based tools
Contents:	Introduction to problem analysis and formulating algorithms; implementing algorithms in a programming language, especially implementing 3-tiered web-based applications with a presentation-tier (using HTML), a data-tier (using relational databases and SQL), and a business logic layer (using Python: variables, data-types, functions, control structures like conditional tests and loops).
Assessment	Graded: Continuous Assessment & Project Work

M7.2 Digital Systems 2	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 2 nd Semester
ECTS Credits	3 ECTS Credits
Hours per week / total contact hours	2 / 30
Total hours of study	60
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Martin Mocker E-mail: martin.mocker@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	Upon completion of this course, participants will have developed the following competences: Professional competences:



	<ul style="list-style-type: none"> to further enhance students' IT literacy skills and to provide and broaden the understanding of IT-related concepts and trends, and to evaluate and work with those concepts in a business context <p>Methodological competences:</p> <ul style="list-style-type: none"> students will be familiar with the management of IT as a business re-source by managing applications, information, IT infrastructure and important tasks of the IT function <p>Social competences:</p> <ul style="list-style-type: none"> to further improve their ability to work on problem solving and under time pressure; to arrive at a managerial decision in situations of ambiguity and defend it in a discussion with others <p>Personal competences:</p> <ul style="list-style-type: none"> to prepare students for the requirements during their studies and in their later business careers in these fields
Contents:	<ul style="list-style-type: none"> Digit(al)-ization: using digital technologies to improve business processes, products, and business models Managing applications (application development, major application types: ERP, CRM, SCM, etc.) IT infrastructure management Managing the IT function: outsourcing, IT governance, the role of the CIO Current digital technology trends (e.g., machine learning, cloud computing, blockchain, big data analytics, internet of things, etc.)
Assessment	Graded: Continuous Assessment & Project Work

M8 Business Statistics	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 2 nd Semester
ECTS Credits	6 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	120
Type/Teaching Method	Lecture



Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Marlene Ferencz E-mail: marlene.ferencz@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • to introduce the students to many of the statistical and quantitative concepts and procedures in business applications and to improve their ability to make better decisions utilizing statistical methods on a wide variety of topics such as interpreting numerical and graphical summaries of data, solving a range of problems involving probability, understanding the basic concepts of statistical inference, computing and interpreting the results in hypothesis testing, fitting and interpreting regression models. • to understand a common statistical presentation. <p>Methodological competences:</p> <ul style="list-style-type: none"> • to introduce the students to statistical methods, concepts and analysis to support decision making and to understand the role of Excel in statistical calculations.
Contents:	Descriptive statistics, probability and probability distributions, sampling and sampling distributions, statistical inference and hypothesis testing for single populations, statistical inference and hypothesis testing for two populations, simple regression analysis and correlation, tests of goodness of fit and independence.
Assessment	Graded: Written Exam



M9 Microeconomics	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 1 st Semester
ECTS Credits	6 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	120
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Anna Goeddeke Email: anna.goeddeke@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competence:</p> <ul style="list-style-type: none"> • familiarizing students with current internationally accepted microeconomic concepts and its problem-oriented application • enabling students to comprehend and analyse market economy systems and to understand and assess the de facto opportunities and limits of market economy systems • strengthening the ability to apply classical microeconomic theories as well as behavioral economic theories when appropriate <p>Methodological competences:</p> <ul style="list-style-type: none"> • ability to think in a structured manner about complex problems • deepening mathematical skills; ability to apply theoretic models to real-world problems, strengthening the ability to challenge theoretic concepts and their applicability to real life situation • developing competences to assimilate new knowledge alone or in a group with the support of text books • be able to support firms' decisions on strategic variables in different real live competitive situations



	<p>Social competences:</p> <ul style="list-style-type: none"> • different intellectual skills needed in this class, such as mathematical, analytical, synthesizing and problem-solving skills • students will have to work in teams and thereby benefitting from the different skills of the different team members. • therefore, students' social competence cooperating with each other, managing conflicts and giving and receiving feedback will be strengthened <p>Personal competences:</p> <ul style="list-style-type: none"> • the class will support the first semester students to find their personal learning style providing a variety of learning environments • participants will study under the guidance of the lecturer in class as well as studying in smaller groups or individually outside of the class. The continuous assessment will enhance their awareness about the currently on-going process of learning and problem-solving. • students will learn to manage themselves to handle a considerable amount of unfamiliar knowledge within a limited timeframe. Thereby, the class supports a realistic and positive self-confidence of the students together with the student's ability in managing personal expectations. • students are furthermore encouraged in their ambitiousness to build the ability to solve applied economic problems.
<p>Contents:</p>	<ol style="list-style-type: none"> 1. How do markets work? <ol style="list-style-type: none"> 1.1 Classical theory: Analysis of supply and demand; principle of price formation; elasticity of supply and demand; theory of households and enterprises in the economy. 1.2 Behavioural theory of consumer decision, introduction to cognitive biases 2. Which types of markets do exist? Introduction to different types of markets such as perfect competition, (natural) monopolies, and oligopolies 3. Why do some markets fail? Introduction to the theories of market failure, such as exclusion and rivalry, too big to fail, and asymmetric information
<p>Assessment</p>	<p>Graded: Written Exam and Continuous Assessment</p>



M10 Principles of Human Resource Management	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 2 nd Semester
ECTS Credits	6 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	120
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Hermann Lassleben Email: hermann.lassleben@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this module students will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • overview of human resource and intercultural management • acquaintance with theoretical foundations, concepts and approaches; ability to deal with HR related responsibilities in managerial jobs • ability to analyze and manage the effects of cultural differences in international business situations <p>Methodological competences:</p> <ul style="list-style-type: none"> • problem-solve HR and international management issues • critically assess HRM and international management concepts and their limitations • contribute to organizational effectiveness by appropriate HR solutions and intercultural management strategies <p>Social competences:</p>



	<ul style="list-style-type: none"> • advanced presentation and team working skills • competence to interact successfully in an intercultural business environment • understand dynamics in social systems such as organizations, or teams <p>Personal competences:</p> <ul style="list-style-type: none"> • awareness of own cultural profile and individual strengths and weaknesses in intercultural business situations • awareness of own personality and its relation to job requirements
<p>Contents:</p>	<p>1.Introduction to HRM HRM Theories and Concepts, HRM Processes, HRM Roles, HRM Value Chain, HRM Competences, HRM and Organizational Performance</p> <p>2.HR Planning Job Analysis, Job Description, Job Specification, Job Architecture, Forecasting Demand, Forecasting Supply, Workforce Planning, Succession Planning</p> <p>3.Recruitment Staffing Process, Internal/External Hiring, External Recruiting Sources, Active Sourcing, Employer Brand & Branding</p> <p>4.Selection Selection Process, Selection Instruments, Competency Profiling, Interviewing, Testing, Assessment Centers, Assessment Errors, Staffing Metrics</p> <p>5.Training & Development Training Process, Training Needs, Training Methods, Evaluating Training Effects, Management Development, Career Management</p> <p>6.Performance Management Performance Measurement vs. Performance Management, Functions, Roles, Tools, 360° Feedback, Forced Distribution, Management by Objectives, Appraisal Interviews</p> <p>7.Reward Management Reward Strategy, Reward Components, Job Evaluation, Pay for Performance, Reward and Motivation, Benefits</p> <p>8.Retention Management Types of Turnover, Costs of Turnover, Reasons for Voluntary Turnover, Organizational Commitment, Employee Retention</p> <p>9.Predictive HR Analytics Human Capital Data, Analysis versus Prediction, Predictive Modelling, Dependent & Independent Variables, HR Analytics & HR Strategy</p> <p>10.International HRM Cultural Effects on HRM, International Staffing Policies, Managing International Assignments</p> <p>11.Strategic HRM Aligning Business & HR Strategies, Theoretical Perspectives on SHRM, Strategic Challenges</p>
<p>Assessment</p>	<p>Graded: Written Exam</p>



M11 Business Communication 2	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 2 nd Semester
ECTS Credits	2 ECTS Credits
Hours per week / total contact hours	2 / 30
Total hours of study	30
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Yoany Beldarrain, Ph.D. Email: yoany.beldarrain@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competence:</p> <ul style="list-style-type: none"> • Students will improve their English language skills while increasing their knowledge of basic business terminology, as well as terminology connected to marketing • Students will understand the role of business communication in marketing • Students will demonstrate best practices for personal branding • Students will demonstrate best practices for business communication skills. • Students will write and present persuasively. <p>Methodological competence:</p> <ul style="list-style-type: none"> • Students will analyze and discuss different business topics business using appropriate vocabulary connected to marketing and strategy. <p>Social competence:</p>



	<ul style="list-style-type: none"> • Students will interact in English for various purposes and with different types of audiences. <p>Personal competence:</p> <ul style="list-style-type: none"> • Students will improve self-confidence using spoken and written English in intercultural business situations.
Contents:	<p>The topics covered will be of recent/current interest in a global context. The course Business Communication 2 will include:</p> <ul style="list-style-type: none"> • the role of communication in self-branding/self-marketing and employability aspects such as CV, cover letter writing, job interview) • advanced persuasive writing skills • advanced persuasive presentation skills
Assessment	Graded: Continuous Assessment

M12 Second Business Language 2	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 2 nd sem.
ECTS Credits	3 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	60
Type/Teaching Method	Lecture
Language of instruction	M6.a Business French M6.b Business Spanish M6.c Business Chinese M6.d Business German
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Yoany Beldarrain, Ph.D E-Mail: yoany.beldarrain@reutlingen-university.de
Restrictions (falls zutreffend)	Language Placement Test



Prerequisites:	
Course learning objectives:	<p>For Spanish, courses are offered on several levels (A1 to C1 of the Common European Framework of Reference for Languages). For French, courses are offered at the B1 to C1 level. For Chinese, courses are offered A1 to B1 level. Over the course of three semesters students complete three consecutive levels of one language. Students must demonstrate prerequisite skills in order to advance to the next level. After successful completion of this course, students should have developed:</p> <p>Professional competence:</p> <ul style="list-style-type: none"> • Students will improve their language skills, while increasing their knowledge of basic business terminology in the target language. • Students will demonstrate best practices for business communication skills in the target language. • On all levels, students will improve their communication skills according to their individual capabilities. • Students will acquire or improve their grammar skills and vocabulary in the target language according to their individual competency level. • Students will acquire or improve written and oral communication skills in the target language, especially those skills used in business contexts and situations in the student's personal context (studies, internships). <p>Methodological competence:</p> <ul style="list-style-type: none"> • Students will analyze and discuss different business topics using the target language. <p>Social competence:</p> <ul style="list-style-type: none"> • Students will interact in the target language for various purposes and with different types of audiences. • Students will improve their intercultural awareness and intercultural communication competences. <p>Personal competence:</p> <ul style="list-style-type: none"> • Students will improve self-confidence using the target language for different purposes, including business situations. • Students will become familiar with Spain/Latin America, France and Germany and the ways of life and business life in Spanish, French or German-speaking countries. • Students will become aware of current economic developments and problems in Spanish, French, Chinese or German-speaking countries.
Contents:	<p>The Business Spanish, Business Chinese and Business French courses are offered ESB-wide and therefore reflect the ESB-wide module and course descriptions. The Business Communication and Business German courses are offered within the study programme.</p>
Assessment	Graded: Continuous Assessment



M13 Macroeconomics	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 3 rd Semester
ECTS Credits	6 ECTS Credits
Hours per week / total contact hours	4 / 40
Total hours of study	140
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Bodo Herzog Email: bodo.herzog@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • The students can critically discuss the relevance and limitations or macroeconomic models; apply mathematical models in economics; understand model implications in specific economic situations; calculate and analytically derive model outcomes; MATLAB <p>Methodological competences:</p> <ul style="list-style-type: none"> • Gather data and empirically test and validate models; synthesize complex quantitative information for professional presentations; transfer and apply theoretical knowledge to real-life settings. Improve the ability to work in an analytical consistent and rigorous way <p>Social competences:</p> <p>n/a</p>



	Personal competences: n/a The students will be able to think strategically, such as economists and mathematicians
Contents:	1. What's Macroeconomics about? 2. Growth Theory (Dynamic Theory & Simulations; Differential Equations) 3. IS-LM and AD-AS Model (closed and open economy; exchange rates) 4. Monetary Policy and Fiscal Policy 5. Advanced Issues: New Macro-Models 6. Current Economic Policy Issues
Assessment	Graded: Written exam

M14 Principles of Corporate Finance	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 3 rd Semester
ECTS Credits	6 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	120
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Hans-Martin Beyer Email: hans-martin.beyer@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	



<p>Course learning objectives:</p>	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • Students will obtain fundamental understanding, competences, and skills in the field of corporate financial management and understand the connections to financial and management accounting. • Students will be able to identify the relevant approaches and variables of financial decisions in general. More specifically, they will understand, apply and assess approaches and methods of investment decision making. • They will be able to assess the theoretical and practical connections between e.g. investment decisions, cost of capital, capital structure, and financing instruments. • Students will be able to identify the basic instruments of corporate funding and to understand the underlying capital structure theory and practice. They are enabled to critically discuss concepts applied in practice and acquire the ability to transfer theoretical knowledge into real-life situations. <p>Methodological competences:</p> <ul style="list-style-type: none"> • Students will develop and further enhance their critical thinking and problem-solving skills in addition to analytical skills particularly in the fields of financing and investment decision making. • They will be able to apply and connect skills obtained in previous courses like M1.2, M3, M8, M10.1. <p>Social/personal competences:</p> <ul style="list-style-type: none"> • Through the interactive nature of the module elements, students will develop their respective terminology and refine their professional communication competences.
<p>Contents:</p>	<ol style="list-style-type: none"> 1. Financial Management Basics (finance definitions, finance functions, financial goals, stakeholders, financial planning, financial default) 2. Investment Decisions (types of Investments, Fisher separation theorem, methods of investment appraisal / capital budgeting under certainty - NPV, IRR, Payback/amortization methods, methods, methods of addressing uncertainty in investment decisions e.g. sensitivity analysis) Cost of Capital and Risk (Measuring Risk, Portfolio theory, asset pricing models eg. CAPM, calculation of WACC, alternative approaches of Dividend Policy, Capital Structure theory and practical considerations) 3. Management of Corporate Capital (overview on financing options, sources / instruments of equity e.g. IPO/SPO, VC/PE, sources / instruments of debt financing e.g. bonds, bank loans, alternative approaches e.g. leasing, factoring, ABS) 4. Financial Risk Management with Derivatives
<p>Assessment</p>	<p>Graded: Written exam</p>



M15 Management Accounting and Control	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 3 rd Semester
ECTS Credits	4 ECTS Credits
Hours per week / total contact hours	2 / 30
Total hours of study	60
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Michel Charifzadeh Email: michel.charifzadeh@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • Students will have an enhanced understanding and insight into applying concepts, instruments, and techniques of management accounting and control for implementing strategic goals. • In the first part, students will understand the role of the controller in a corporation and recognize ethical aspects of accounting. Then, students will acquire the ability to set up an operating as well as a financial budget independently. • In parallel, they will be able to critically discuss behavioral implications of the budgeting process. A major part of the course is dedicated to performance measurement. Students will acquire the skills to measure financial performance of a business firm in various ways. • They will be able to identify financial drivers as well as being able to re-late them to operational drivers. • By learning from real-life examples, students will gain insight in how performance measurement systems are applied in companies and how they help implementing strategies. • Students will be able to reveal the shortcomings



	<p>and weaknesses of management control systems, and they will be able to develop solutions to these shortcomings.</p> <p>Methodological competences:</p> <ul style="list-style-type: none"> • Students will develop critical thinking and problem-solving skills in addition to analytical skills. • They will be able to critically discuss concepts applied in practice and acquire the ability to transfer and apply theoretical knowledge to real-life situations. <p>Social competences:</p> <ul style="list-style-type: none"> • Through the interactive nature of the course, students will refine their oral and written communication skills. Besides, students will improve their ability to work in teams under time pressure. <p>Personal competences:</p> <ul style="list-style-type: none"> • Students will be equipped with the necessary knowledge and competences to resume a role in a management control function in an inter-nationally operating firm and become a valuable partner for operating and financial managers
Contents:	<p>Introduction to management accounting and management control • The role of a controller in a corporate function • Ethical challenges in management accounting and control • The budgeting process, operating budgets, financial budgets • Controllability and responsibility centers • Performance measurement with financial statements • Key financial ratios • Shareholder value analysis, cost of capital and value based management</p> <p>Strategic management accounting with the balanced scorecard • Advanced topics in management accounting and control</p>
Assessment	Graded: Written exam

M16.1 Strategic Management Essentials	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 3 rd Semester
ECTS Credits	3 ECTS Credits
Hours per week / total contact hours	2 / 30
Total hours of study	60
Type/Teaching Method	Lecture



Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Florian Kapmeier Email: florian.kapmeier@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>This course draws on a wide range of perspectives to explore the roots of long term competitive advantage in organizations. Using a combination of learning about strategic management concepts and tools, cases, readings and, most importantly, lively discussion, the course will explore the ways in which companies can differentiate themselves from others. Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • Students are introduced to the principles of strategic management. • They will develop an understanding of the key concepts and principles of strategy formulation and competitive analysis. • Students learn about how long term advantage is built from first-mover advantage, increasing returns, and unique organizational competences. • They will be able to critically discuss strategic management concepts applied in practice and acquire the ability to transfer and apply theoretical knowledge to real-life situations. <p>Methodological competences:</p> <ul style="list-style-type: none"> • Students will develop an understanding of the basic concepts and terminology used in strategic management, in particular, a clear understanding of the key concepts and principles of strategy formulation and competitive analysis, thus identifying opportunities and threats as well as strengths and weaknesses in the operating environment of organizations. • They develop an understanding of useful analytical skills, tools, and techniques for analyzing companies strategically, recognizing that no one strategic solution for an organization is necessarily correct. <p>Social competences:</p> <ul style="list-style-type: none"> • Students will improve their oral and written communication skills because of the interactive nature of the course and through the analysis and reporting of case situations. • Through teamwork on mini cases under time pressure and diversity in class, students will develop social and intercultural skills, including giving and receiving feedback.



	<p>Personal competences:</p> <p>Students will improve their oral and written presentation skills through the analysis and reporting of case situations and their analytical and problem-solving skills and their ability to think critically and strategically.</p>
Contents:	<ul style="list-style-type: none"> • Strategic Management: characteristics, strategic choice (Blue Oceans), strategy development • Company environment: market-based view, macro-environment, competitors, opportunities and threats • Strategic capability: resource-based-view, resources and competences, dynamic capabilities, organizational learning, strengths and weaknesses • Business level strategy: strategic business units, bases of competitive advantage, sustaining competitive advantage (Delta model), competition and cooperation, game theory • Corporate level and international strategy: product/market diversity, international diversity and international strategy • Methods of strategy development: directions for strategy development, methods of strategy development • Organizing for success: organizational forms, processes (Balanced Scorecard and Strategy Maps), relationships • Enabling success: managing people, managing information, managing finance, managing technology • Managing strategic change: change and change management, levers for managing strategic change • Understanding strategy development: intended strategy development, emergent strategy development
Assessment	Graded: Written exam

M16.2 Project Management	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 3 rd Semester
ECTS Credits	3 ECTS Credits
Hours per week / total contact hours	2 / 30
Total hours of study	60
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Florian Kapmeier Email: florian.kapmeier@reutlingen-university.de



Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>This course aims to introduce and train students in managing projects, and especially dealing with complexity in projects. Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • Students will learn about theory, methods, and quantitative tools that are applied to effectively plan, organize, and control projects, and about efficient techniques for managing projects. • Students will understand the theory underlying the methods and the tools of project management, incl. work breakdown structure (WBS), Critical Path Method (CPM), Critical Chain Method, Programme Evaluation and Review Techniques (PERT), and Project Risk Management, among others. <p>Methodological competences:</p> <ul style="list-style-type: none"> • Students will develop mechanisms of problem-solving and apply them to project management business cases. • They will develop competences to assimilate new knowledge alone or in a group with the support of state-of-the-art textbooks, apply the methods and tools to real-project management challenges and understand their limitations. <p>Social competences:</p> <ul style="list-style-type: none"> • Students will improve their intellectual skills including soft, social, communication, mathematical, analytical, synthesizing and problem-solving skills. As students work primarily in teams they benefit from their team members' skills: students will strengthen their social competence through cooperating with each other, by managing conflicts and giving and receiving feedback. • Students will also obtain an appreciation for organizational and human aspects in project organizations and project manager soft skills and typical profiles. <p>Personal competences:</p> <ul style="list-style-type: none"> • Students will gain personal confidence by building up knowledge, skills and capacities to approach managerial challenges in general and in managing projects in particular. • They also learn how to present logical and convincing arguments.
Contents:	<ul style="list-style-type: none"> • Introduction to project management • Projects in the organizational structure • Challenges in managing international projects • Project activity and risk planning • Project budgeting: costs and risks • Project scheduling: network techniques • Resource allocation • Project monitoring, project control, project auditing • Project termination



Assessment	Graded: Written exam
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M17.1 International Business Communication	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 3 rd Semester
ECTS Credits	3 ECTS Credits
Hours per week / total contact hours	2 / 30
Total hours of study	60
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Yoany Beldarrain, Ph.D. Email: yoany.beldarrain@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competence:</p> <ul style="list-style-type: none"> • Students will apply extended business and economics-related terminology in scenarios and discussions. • Students will integrate and demonstrate best practices for effective and ethical business communication skills when dealing with difficult work situations. • Students will demonstrate highly effective presentation skills. <p>Methodological competence:</p> <ul style="list-style-type: none"> • Students will discuss the impact of cultural dimensions and leadership styles on communication • Students will analyze, synthesize and evaluate business topics using verbal and written business English. • Students will



	<p>apply communication methods and techniques best suited for specific business scenarios.</p> <p>Social competence:</p> <ul style="list-style-type: none"> • Students will apply networking and teambuilding skills within an intercultural context. • Students will collaborate with peers from various cultural backgrounds to problem-solve business scenarios. <p>Personal competence:</p> <ul style="list-style-type: none"> • Students will confidently use the English language for different purposes, including business situations. • Students will attain the skills necessary to do an internship semester in an English-speaking program.
<p>Contents:</p>	<p>The International Business Communication course incorporates topics of recent/current interest around the globe. Topics from economics, finance, politics, etc., are all examined through the lens of effective communication for international business purposes. The course builds on skills previously learned in Business Communication 1 and 2, thus underscoring the dynamics at play in a communication act.</p> <ol style="list-style-type: none"> 1. Describe the Weaver & Shannon model 2. Define & recognize semantic noise 3. Describe the NLP Meta model 4. Compare processing capabilities of subconscious/unconscious vs conscious mind 5. Define unconscious cognition 6. Reflect upon own personal preferences and cultural background that influence communication 7. Define & identify the basic leadership styles & how BC may be influenced 8. Identify and discuss traits of a micromanager & typical BC problems associated with micromanagers 9. Identify and discuss the different types of power 10. Solve BC communication problems as represented in different work scenarios involving international teams 11. Identify the 7 C □s of communication 12. Identify & use the 5 stages of listening 13. Reflect upon own personal cultural competence and how it may influence communication 14. Identify and discuss predominant leadership styles based on cultural dimensions 15. Identify & discuss the impact of current BC trends 16. Assess what is meant by ethical communication 17. Differentiate between the components of Redding's (1996) typology of unethical organizational communication 18. Understand the four phases of the feminist perspective of organizational communication ethics proposed by Mattson and Buzzanell (1999) 19. Understand the importance of crisis communication



	<p>20.Compare actions vs reactions, proactive vs reactive BC</p> <p>21.Identify benefits of open & clear BC</p> <p>22.Compare/contrast the 5 management styles for handling conflict as per Thomas-Kilmann</p> <p>23.Choose the proper communication channel, mode, tone, register when dealing with a difficult situation</p> <p>24.Critically analyze and evaluate a current event as it relates to international BC dynamics(written and oral form)</p>
Assessment	Graded: Continuous assessment

M18 Second Business Language 3	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 3 rd sem.
ECTS Credits	3 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	60
Type/Teaching Method	Lecture
Language of instruction	<p>M6.a Business French</p> <p>M6.b Business Spanish</p> <p>M6.c Business Chinese</p> <p>M6.d Business German</p>
Frequency	Every Semester
Course Coordinator/Instructor	<p>Prof. Yoany Beldarrain, Ph.D</p> <p>E-Mail: yoany.beldarrain@reutlingen-university.de</p>
Restrictions (falls zutreffend)	Completion of Module M12 Second business language 2
Prerequisites:	



<p>Course learning objectives:</p>	<p>For Spanish, courses are offered on several levels (A1 to C1 of the Common European Framework of Reference for Languages). For French, courses are offered at the B1 to C1 level. For Chinese, courses are offered A1 to B1 level. Over the course of three semesters students complete three consecutive levels of one language. Students must demonstrate prerequisite skills in order to advance to the next level. After successful completion of this course, students should have developed:</p> <p>Professional competence:</p> <ul style="list-style-type: none"> • Students will improve their language skills, while increasing their knowledge of basic business terminology in the target language. • Students will demonstrate best practices for business communication skills in the target language. • On all levels, students will improve their communication skills according to their individual capabilities. • Students will acquire or improve their grammar skills and vocabulary in the target language according to their individual competency level. • Students will acquire or improve written and oral communication skills in the target language, especially those skills used in business contexts and situations in the student's personal context (studies, internships). <p>Methodological competence:</p> <ul style="list-style-type: none"> • Students will analyze and discuss different business topics using the target language. <p>Social competence:</p> <ul style="list-style-type: none"> • Students will interact in the target language for various purposes and with different types of audiences. • Students will improve their intercultural awareness and intercultural communication competences. <p>Personal competence:</p> <ul style="list-style-type: none"> • Students will improve self-confidence using the target language for different purposes, including business situations. • Students will become familiar with Spain/Latin America, France and Germany and the ways of life and business life in Spanish, French or German-speaking countries. • Students will become aware of current economic developments and problems in Spanish, French, Chinese or German-speaking countries.
<p>Contents:</p>	<p>The Business Spanish, Business Chinese and Business French courses are offered ESB-wide and therefore reflect the ESB-wide module and course descriptions. The Business Communication and Business German courses are offered within the study programme.</p>
<p>Assessment</p>	<p>Graded: Continuous Assessment</p>



M21 Business Ethics	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th Semester
ECTS Credits	3 ECTS Credits
Hours per week / total contact hours	2 / 30
Total hours of study	60
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Bernd Banke Email: bernd.banke@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • Knowledge, skills and capabilities for ethical decision making in a global business environment. Students will learn about the four steps for ethical decision making. <p>Methodological competences:</p> <ul style="list-style-type: none"> • Knowledge and capability to transfer theoretical knowledge on given real problems in daily business life by going through 5 steps Ethics management applicable in all situations: a) Analysis of the situation given (by applying the theory of social systems and / or other analytic approaches) b) Definition of the ethical problem c) Analysis of the (ethical and economic) arguments d) Evaluation and decision e) Implementation into the management systems <p>Social competences:</p>



	<ul style="list-style-type: none"> • Improvement of communication skills by: Theory: introduction of basic knowledge of communication theories: e.g. Watzlawik and others, Schulz von Thun, transaction analysis Practice: case studies in team work and class discussions <p>Personal competences:</p> <ul style="list-style-type: none"> • Gain of personal confidence by getting knowledge, skills and capacities to approach ethical and moral problems occurring in their professional life. • Ambition and engagement are strengthened in team and class discussions. • Personal flexibility and autonomy are trained.
Contents:	<ul style="list-style-type: none"> • Definitions of terms in business ethics • Significance of ethics in modern global economy • Theory of social systems • Philosophical roots of business ethics (from Plato to Kant) • Modern business ethics approaches (Utilitarianism, Ethic of discourse, institutional ethics, ethics of governance etc.) • Business ethics in the management triangle • Integrity and compliance management • Guidelines, standards, ratings, and certifications in business ethics and CSR
Assessment	Graded: Written exam

M22 Practical Intercultural Studies	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th Semester
ECTS Credits	3 ECTS Credits
Hours per week / total contact hours	2 / 60
Total hours of study	60
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Julia Hormuth Email: julia.hormuth@reutlingen-university.de



Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • deep understanding of challenging situations in intercultural management and communication practice. <p>Methodological competences: • competence to plan, structure and realize a project work independently, competence to develop a film script and realize a film project.</p> <p>Social competences:</p> <ul style="list-style-type: none"> • advanced competence to deal with intercultural situations in different contexts (e.g. lectures, group works, presentations, negotiations, projects). <p>Personal competences:</p> <ul style="list-style-type: none"> • deep reflection of own intercultural experiences (made during students' international study semester(s) and/or their internship abroad).
Contents:	<p>This course focuses on the application of intercultural knowledge and skills on an intercultural project. Additionally, students shall systematically reflect and learn from their own and other students' intercultural experiences gained during their international study semester(s) and/or their internship abroad.</p> <ul style="list-style-type: none"> • Students work on an intercultural project – individually or in groups. The kind of project may vary from semester to semester. • During the current semester the project will consist in the realization of an intercultural film project on students' intercultural study and/or internship experience. The films are accompanied by a detailed project report in which students elaborate on the academic foundations of the film content. • During the realization of the projects, students are supported and coached by the lecturer. • The results of the projects are presented on campus and/or virtually to the whole group.
Assessment	Graded: Project Work – Video presentation

M23 Business Research Methods	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th Semester



ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	3 / 45
Total hours of study	105
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Julia Hormuth Email: julia.hormuth@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>This class provides students with opportunities to develop and demonstrate knowledge and understanding, qualities and skills in scientific research methods and applications. Students will be familiarized with scientific research methods. Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • Familiarize students with scientific research methods at all stages of the research process. This encompasses starting from an idea; stating a re-search question based on the ideas; developing specific aims and objectives of research; undertaking a literature review; select an appropriate methodology; devise data collection methods, followed by data gathering and data analyzing and finally drawing conclusions and complete a short write-up in form of a short essay. <p>Methodological competences:</p> <ul style="list-style-type: none"> • Accomplishing an applied business research project; applying principles of research design and analysis to specific small scale business projects; evaluating appropriate research methods within a research project in form of a short essay; discussing and challenging research projects with peers. <p>Social competences:</p>



	<ul style="list-style-type: none"> Giving and receiving feedback; supporting peers throughout the research process, working effectively with others on projects, managing conflicts in groups; <p>Personal competences:</p> <ul style="list-style-type: none"> managing time and workload; improve own learning and performance; developing autonomy as a researcher; improving academic writing skills and developing skills of reflection
Contents:	<ul style="list-style-type: none"> Introduction to scientific research Library databases Effective writing and writing style Citation rules Methods of data gathering and analysis
Assessment	Graded: Written Essay

M24-30 Sales Management	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	90
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Marco Schmäh Email: marco.schmaeh@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	Upon completion of this course, participants will have developed the following competences:



	<p>Professional competences:</p> <ul style="list-style-type: none"> • expanded familiarity with methods and practical tools for sales management and strengthened understanding of implementation of personnel selling. This module contributes to the profile in Marketing. <p>Methodological competences:</p> <ul style="list-style-type: none"> • fostering analytical and decision-making skills of the students by using theoretical concepts in lectures and case studies • preparation and presentation of team business case study before peers, critical evaluation of colleagues' case studies, research and writing of sales management solutions, participation in seminar sessions <p>Social competences:</p> <ul style="list-style-type: none"> • improved ability to work individually and in teams with focus on complex theoretical and analytical models • refined oral and written communication skills <p>Personal competences:</p> <ul style="list-style-type: none"> • analysis of complex situation and execution of professional tools and techniques, present and debate topics on sales management in a compelling and convincing manner
Contents:	<ol style="list-style-type: none"> 1.Introduction to Sales Management 2.Value Based Selling 3.Digital Value Selling 4.Buying Center Analysis 5.Understanding Sales Processes
Assessment	Graded: Project Work

M24-30 Marketing Communication	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	90



Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Stefan Busch Email: stefan.busch@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • deepen marketing knowledge in B2C markets and broaden it by topics of marketing communication; understand and explain the relevant tools of marketing communication. This module contributes to the pro-file in Marketing. <p>Methodological competences:</p> <ul style="list-style-type: none"> • solve complex tasks in marketing communication above and below the line; work with interdisciplinary methods and models from psychology, sociology, and other related disciplines <p>Social competences:</p> <ul style="list-style-type: none"> • improve the ability to work individually and in teams under time pressure; refine verbal and written communication skills <p>Personal competences:</p> <ul style="list-style-type: none"> • present logical and convincing arguments; discuss topics on marketing communication responsibly on an expert level
Contents:	<p>Topics will vary from semester to semester, for example: • Branding • International Brand Management • International Brand Communications • Communication Instruments in Marketing • Integrated Communications • Analysis of Communication Tools like Advertisement Topics vary from semester to semester depending on innovative research or actual business aspects</p>
Assessment	Graded: Project Work



M24-30 Marketing Research Projects	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	90
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Gerd Nufer Email: gerd.nufer@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • deepen marketing knowledge with the process of marketing research; apply marketing knowledge in real-life project work in a company context. <p>Methodological competences:</p> <ul style="list-style-type: none"> • employ and sharpen research, information & data handling; convert theoretical knowledge immediately into a practical research and consulting project <p>Social competences:</p> <ul style="list-style-type: none"> • improve the ability to work in teams under time pressure; refine oral and written communication skills. <p>Personal competences:</p>



	<ul style="list-style-type: none"> convince a company to participate in such a project; present results to company representatives
Contents:	<ol style="list-style-type: none"> Marketing research planning Data collection Data analysis Presentation of results and consulting
Assessment	Graded: Project Work

M24-30 International Financial Reporting	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	90
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Michel Charifzadeh Email: michel.charifzadeh@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	Upon completion of this course, participants will have developed the following competences: Professional competences: <ul style="list-style-type: none"> In this seminar, students get a detailed understanding of financial accounting according to International Financial Reporting Standards (IFRS). Students acquire professional in-depth knowledge about selected relevant



	<p>areas of international financial reporting including its principles and theories as well as the elements of financial statements, i.e. assets, liabilities, equity, revenues and expenses. In specific, • students will develop an understanding of the origin of the international accounting standards, the principles and the framework of IFRS in contrast to major local reporting principles like US GAAP or German GAAP (HGB). • since IFRSs are continuously developed, students will become familiar with the role of the standard-setting bodies (especially the IASB) and the imminent changes of IFRS. • students will deal with the most recent topics of standard development currently discussed by the IASB. Based on this, students will be equipped with the knowledge and skills to critically discuss and solve specific accounting problems and challenge existing and proposed standards. The course contributes to the profile in Finance.</p> <p>Methodological competences:</p> <ul style="list-style-type: none"> • Students will develop critical thinking, case analysis skills, and academic writing skills. • In a research paper, they train the key skills of selecting, justifying and applying methods, tools, and instruments correctly for solving a re-search question. • Through a principles-based approach, students will acquire the ability to apply general accounting concepts to specific situations and to critically discuss existing solutions to accounting problems. • In addition, they further shape their presentation skills. <p>Social competences:</p> <ul style="list-style-type: none"> • Through the interactive nature of the course, students will refine their oral and written communication skills. • Through teamwork under time pressure and diversity in class, students will develop social and intercultural skills. <p>Personal competences:</p> <ul style="list-style-type: none"> • Students develop the skills to work autonomously on a new complex topic. • They learn how to act competently and self-responsibly. • As part of the major in Finance and Accounting, the course will train students for both a specialist career in accounting and auditing as well as a leadership role in international management.
<p>Contents:</p>	<p>Exemplary topics to be covered in the course are:</p> <ol style="list-style-type: none"> 1.Theory, Framework, and Regulation 2.The process of harmonization, IFRS vs. US GAAP 3.Financial Statements Presentation 4.Fixed (non-current) tangible assets 5.Intangible assets 6.Impairment and disposal of assets 7.Leases 8.Inventories 9.Revenue and revenue recognition 10.Provisions, contingent liabilities, and contingent assets



	11. Financial instruments, financial derivatives 12. Deferred taxes 13. Other current topics in IFRS
Assessment	Graded: Project Work & Research Paper

M24-30 Consolidated Financial Statements	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	90
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Dominic Wader Email: dominic.wader@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Professional Competences:</p> <ul style="list-style-type: none"> • In this seminar-style course, students get a detailed understanding of consolidated financial statements. • Students are guided through all relevant areas of the preparation of consolidated financial statements according to local and international GAAP. • Starting with the scope and the principles of consolidated financial statements they will learn to apply in-depth the consolidation process for investments, joint ventures, and associates both in theory and in practice. This module contributes to the profile in Finance. <p>Methodological competences:</p>



	<ul style="list-style-type: none"> • Students will further enhance their critical thinking, case analytical skills and problem-solving skills particularly in the fields of consolidated financial statements. <p>Social competences:</p> <ul style="list-style-type: none"> • Through the interactive nature of the course, students will refine their oral and written communication competence and their team skills. <p>Personal competences:</p> <ul style="list-style-type: none"> • Students will be equipped with the necessary knowledge, experiences, and competences to resume a role in the respective fields of professional competence. • The course will train students for both a specialist career in accounting and auditing and a role in general management.
Contents:	<p>Basic topics and an overview will be presented by the instructor. Case studies will deepen the understanding. Case studies are prepared by students, who are coached by the instructor. Students will present the results of their work and discuss them in class. General topics to be covered are:</p> <ul style="list-style-type: none"> • Scope of Consolidated Financial Statements • Principles of Consolidated Financial Statements • Special Purpose Entities • Components of Consolidated Financial Statements • Translation of foreign exchanges rates • Consolidation of investments • Elimination of intragroup transactions • Joint Ventures • Equity Method • Deferred Taxes • Additional elements of consolidated financial statements.
Assessment	Graded: Written exam

M24-30 International Corporate Transactions	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 50
Total hours of study	50
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester



Course Coordinator/Instructor	Prof. Dr. Hans-Martin Beyer Email: Hans-martin.beyer@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • Students will develop an enhanced understanding of corporate M&A transactions and valuation techniques. In specific, students will be able to • Differentiate and explain types of corporate transactions, key stages and respective stakeholders of M&A processes, and generic forms of structuring and financing transactions • Understand theoretical and methodological fundamentals of company valuation • Identify required data for income approaches including calculation of different forms of FCFs and understand estimating and planning approaches and limitations • Apply company valuation techniques to problems of limited complexity. • Identify and address specific methodological issues in an international context e.g. in regard to the cost of capital -Students will be able to critically assess valuation concepts as well as data sources (i.e. Factset) applied in practice and acquire the ability to transfer and apply theoretical knowledge to real-life situations. This module contributes to the profile in Finance. <p>Methodological competences:</p> <ul style="list-style-type: none"> • Students will further enhance their critical thinking and problem-solving skills in addition to analytical skills particularly in the fields of company valuation and respective decision-making. • They will obtain advanced analytical skills in structuring / developing business plans and applying financial modeling techniques. <p>Social competences:</p> <ul style="list-style-type: none"> • Through the interactive nature of the course, students will refine their oral and written communication competence and their team skills. <p>Personal competences:</p> <ul style="list-style-type: none"> • Students will be equipped with the necessary knowledge, experiences and competences to resume a role in the respective fields of professional competence. • Conflicting interests and related inter- and intrapersonal conflicts and ethical problems will be assessed and discussed.
Contents:	Key topics / elements of the course include:



	<ul style="list-style-type: none"> • Introduction • Transaction fundament also Types, terms and motives <p>Transaction process and the role of valuation in the transaction process, stakeholders and regulatory framework</p> <p>Generic forms of structuring and financing transactions</p> <ul style="list-style-type: none"> • Company Valuation <p>Valuation basics and overview</p> <p>Income Approaches – ♣Types/calculation of FCF and forecasting ♣Capital structure and cost of capital ♣Terminal value ♣Plausibility, interpreting of results</p> <p>Market Approaches</p> <p>Assessment of approaches and conclusions</p> <p>The above content will be accompanied/supported by case studies and student projects. Students will work mainly in groups on methodological issues of valuation and will prepare a presentation and a paper. The student work is coached by the instructor. Students will present the results of their work and discuss them in class.</p>
Assessment	Graded: Project Work & Written exam

M24-30 Advanced Quantitative Finance	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 40
Total hours of study	110
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Bodo Herzog Email: bodo.herzog@reutlingen-university.de
Restrictions (falls zutreffend)	



Prerequisites:	
Course learning objectives:	<p>The course about 'Financial Mathematics and Financial Engineering' provides a focus on both mathematical and applied issues for banking and corporations. Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <p>After the successful completion of this module the students can critically discuss the relevance and limitations of financial & economic concepts; apply mathematical models; understand model implications in specific situations; calculate and analytically derive model outcomes; Students will implement their models in reliable and useable software solutions with software applications. This module contributes to the profile in Finance or Economics.</p> <p>Methodological competences:</p> <p>Students will have the persistence, integrity, and maturity to develop advanced tools that can be used responsibly and fully appropriate to the problem at hand; improve the ability to work in analytical rigorous way. Students will design and evaluate complex financial instruments in a global context from a banking and corporate perspective; synthesize complex quantitative information for professional presentations; transfer and apply theoretical knowledge to real-life settings.</p> <p>Social competences:</p> <p>n/a</p> <p>Personal competences:</p> <p>n/a</p> <p>Students will effectively communicate difficult quantitative solutions to non-specialist users; the students should be able to think strategically</p>
Contents:	<ol style="list-style-type: none"> 1.Recap in Financial Engineering <ol style="list-style-type: none"> a.Design of Complex (Derivative) Products bFOUNDATIONS OF PROBABILITY THEORY 2.Foundation of Mathematical Finance <ol style="list-style-type: none"> a.Brown Motions and Stochastic Processes b.Stochastic Integrationc.Stochastic Differential Equations & Partial Differential Equation 3.Mathematical Concepts in Finance <ol style="list-style-type: none"> a.Derivation of Black-Scholes Model b.Mathematical Methods to Solve BS-Formula 4.Fractional Calcululus and Fractional Finance



Assessment	Graded: Written exam
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M24-30 Strategic Management in the Digital Age	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	90
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Martin Mocker Email: martin.mocker@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • Students are expected to understand the ambiguity and complexity of defining and executing strategy in an increasingly global and increasingly digital world. • They will be able to identify the key decisions—especially those pertaining to digitalization—driving long-term firm performance and understand how these decisions influence why some firms are more successful than others while still others fail. This module contributes to the profile in Strategy, Leadership or Digital Business. <p>Methodological competences:</p> <ul style="list-style-type: none"> • the capability to deal with complex, ambiguous situations by breaking problems down into parts, analyze the parts critically, weigh opposing



	<p>arguments, present a synthesis and debate a decision in class as well as staying open to enhance or change decisions</p> <p>Social competences:</p> <ul style="list-style-type: none"> • use feedback to improve their communication skills, their ability to work in teams, as well as defend their arguments in a discussion <p>Personal competences:</p> <ul style="list-style-type: none"> • deal with ambiguous situations that do not have a definite “right or wrong answer”
Contents:	<p>The course is organized around strategic decisions</p> <ol style="list-style-type: none"> 1. Overview: Strategic issues in the digital age 2. The impact of digital technologies on industry structure 3. Strategy implementation and business architecture 4. The role of digital technologies in gaining and sustaining competitive advantage 5. Multi-sided platforms 6. Digital transformation
Assessment	Graded: Written exam

M24-30 Business Simulation	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	90
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	<p>Prof. Dr. Florian Kapmeier</p> <p>Email: florian.kapmeier@reutlingen-university.de</p>



Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Why do so many business strategies fail? Why do so many others fail to produce lasting results? Why do many businesses suffer from periodic crises, fluctuating sales, earnings, and morale? Why do some firms grow while others stagnate? How do once-dominant firms lose their competitive edge? And how can a firm identify and design high-leverage policies, policies that are not thwarted by unanticipated side effects? Accelerating economic, technological, social, and environmental change challenge managers to learn at increasing rates. And we must increasingly learn how to design and manage complex systems with multiple feedback effects, long time delays, and nonlinear responses to our decisions. Yet learning in such environments is difficult, precisely because we never confront many of the consequences of our most important decisions. Effective learning in such environments requires methods to develop systems thinking, to represent and assess such dynamic complexity- and tools managers can use to accelerate learning throughout an organization. Upon completion of this strategy course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • Students are introduced to systems thinking and the system dynamics modelling methodology. • They apply system dynamics to corporate challenges in the area of strategy, organizational change, and policy design. • Students will learn to visualize a business organization in terms of the structures and policies that create dynamics and regulate performance. • In particular, they will improve their understanding of the ways in which an organization's performance is related to its internal structure and operating policies as well as those of customers, competitors, and suppliers. • Students will use simulation models, management flight simulators, and case studies to develop conceptual and modelling skills for the design and management of organizations in a dynamic world. • They will learn principles for effective use of modelling in the real world. The module contributes to the profile in Strategy. <p>Methodological competences:</p> <ul style="list-style-type: none"> • Students will develop an understanding of dynamic complexity, inherent in most business situations of policy-design and decision-making. • They will learn how to carefully analyze complex systems, understand over-time-behaviour, and the impacts of time delays, non-linear relationships, and feedbacks. • Students will learn to recognize and deal with situations where policy interventions are likely to be delayed, diluted, or defeated by unanticipated reactions and side effects. • Students get to work with role-playing games, simulation models, case studies, and management flight simulators to develop principles of policy design for successful management



	<p>of complex strategies. • They will have a chance to use state of the art software for computer simulation and gaming (no prior computer modelling experience is needed).</p> <p>Social competences:</p> <ul style="list-style-type: none"> • Students will improve their ability to work in teams in order to analyze complex business challenges. • They will also refine their oral and written communication skills be-cause of the interactive nature of the course. • Through teamwork under time pressure and diversity in class, students will develop social and intercultural skills, including giving and receiving feedback. <p>Personal competences:</p> <ul style="list-style-type: none"> • Students will improve their analytical and problem-solving skills. Students will be better aware of dynamic complexity • They will learn about their own position and the impact of own behavior, policy-design, and strategic decision-making on the complex system in which they themselves –as decision-makers -are embedded.
Contents:	<ul style="list-style-type: none"> • Strategic management dynamics: Purpose, Tools and Concepts • Model building • Problem definition and model purpose • Causal loop diagrams & Stock-and-flow-diagrams to grasp complexity • Dynamics of stocks and flows, feedback • Understanding the dynamics of simple systems • Analyzing systems and creating robust policies • Network externalities, complementarities, and path dependence • New technologies • Interactions of operations, strategy, and Human resource policy: • the case of People Express • Re-engineering the supply chain in a high-velocity industry • Cutting corners and working overtime: Service quality management • Understanding complex systems which require international policy-de-sign with the example of the climate system
Assessment	Graded: Written exam

M24-30 Advanced Human Resource Management	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	90
Type/Teaching Method	Lecture



Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Hermann Lassleben Email: hermann.lassleben@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon successful completion, students will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • in-depth knowledge in a defined subject area of HRM, acquaintance with relevant theoretical backgrounds; in-depth familiarity with challenges, issues, concepts, and solutions as well as limitations in the subject area. <p>Methodological competences:</p> <ul style="list-style-type: none"> • competence to conduct empirical research projects independently, ability to investigate HRM concepts from different angles, critically assess their relevance and use, chances and risks, possibilities and limitations, prerequisites and consequences, putting them in context, building an own critical stance, and drawing profit for daily work out of them. <p>Social competences:</p> <ul style="list-style-type: none"> • perform effectively as a team member, encourage and utilize others' contributions; build teams. <p>Personal competences:</p> <ul style="list-style-type: none"> • increase personal and work effectiveness; exercise self-reflection; improve self-awareness and self-management; become aware of diversity in people and concepts; reflect on practice to improve work skills continuously
Contents:	<p>The seminar is conducted in the form of a project seminar. It is built on a “three columns” didactical model: (1) Learn, (2) Reflect, (3) Apply. Participants learn (read, recapitulate and discuss) the basic principles of business research (1). They reflect (read, recapitulate and discuss) recent research in the area of HRM. Doing so, they deepen their understanding of applied business (HRM) research and become familiar with various up-to-date HRM topics and research results (2). Finally, participants apply their knowledge and conduct own research projects in teams during the semester. Doing so, they, in addition, develop expertise in the content area of their research (3). Upon conducting their research projects, participants are closely coached by the instructor. Each</p>



	<p>project includes an empirical study as well as the preparation of a respective paper/project report.</p> <p>Topics for the projects are defined by practice partners, the instructor, or participants themselves. Condition is that the topic is appropriate for a structured quantitative or qualitative empirical research approach. Participants will stepwise develop their research proposal, configure an appropriate research design, review the literature, decide about and develop research methods, determine the sample, administer data collection, analyze data, draw conclusions, discuss findings and write up their entire research. The research process will basically follow the structure given by Quinlan et al. (2015). Participants prepare respective chapters for class meetings in which they are recapitulated and discussed. In accordance with that structure, all steps of the research process will be - one after the other - applied to the determined research question/topic. Simultaneously, current research papers are discussed in class in order to better understand the application of business research principles and strategies, as well as to become familiar with the HRM content issues un-der research.</p>
Assessment	Graded: Project assessment

M24-30 Managing a Global Workforce	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	90
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Hermann Lassleben Email: hermann.lassleben@reutlingen-university.de
Restrictions (falls zutreffend)	



Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • Familiarity with specific challenges of managing people in a multinational environment; understanding of country-specific differences of HRM; deeper insight into one aspect of managing a global workforce. The module contributes to the profile in Leadership or Strategy. <p>Methodological competences:</p> <ul style="list-style-type: none"> • Competence to develop and answer a specific research question, to prepare a paper and a presentation according to scientific standards. <p>Social competences:</p> <ul style="list-style-type: none"> • Presentation and team working skills (through group work and group presentations). <p>Personal competences:</p> <ul style="list-style-type: none"> • awareness of the own skills in managing international employees; awareness of the own skills in realizing an academic project.
Contents:	<p>PART I: During the first part of the course, students will get familiar with specific challenges of managing a global workforce in internationally operating companies. The focus is on topics like: • Internationalization strategies of multinational companies and their relevance for managing people • Managing international assignments (culture shock, cross-cultural adjustment, and repatriation) • Flexible forms of international work (e.g. frequent traveling, virtual assignment) • Managing a global workforce: global standardization or local adaptation? • Recruiting internationally and integrating new workforces</p> <ul style="list-style-type: none"> • Global leadership styles and leading international team • HRM in cross-border M&As and alliances • HR due diligence, cultural due diligence and post-merger integration <p>PART II: During the second part of the semester there will be a focus on one current topic in the field. Supported and guided by the lecturer students will work on a research project (i.e. develop a research question, a questionnaire or interview guideline, realize an empirical study, analysis the data etc.). The objective is to help them gain competences that they need to realize their own empirical project for the bachelor thesis. Examples of possible topics are: • Flexible forms of international work: frequent flyers / flex patriates, international commuters, short term assignees • Self-initiated expatriation – a chance for graduates? • Modern leadership styles in a globalized world • HR and cultural due diligence in international M&As • Recruiting and integrating refugees in German companies</p>



Assessment	Graded: Project assessment
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M24-30 Corporate Social Responsibility	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	90
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Bernd Banke Email: bernd.banke@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • The course follows a procedure of four steps. In step number one students learn about different approaches and definitions of CSR in theory and practice. At the end of step one, they will be able to develop a definition of their own including all major aspects of CSR management. • Following the management triangle of planning executing and controlling in step two of the course the most important values and aims are introduced to enable the students to plan a CSR management strategy for a specific international company or institution. • Step three shows various examples of CSR strategies and measures taken from the world of business and economy. Students will have to take part actively at this stage. They have to find contemporary examples by themselves and introduce them to class • Finally in step three



	<p>possibilities and difficulties of measuring a “successful” CSR strategy are shown. Major international standards such as ISO 26000, Global compact and the Global Reporting Initiative (GRI) are introduced. The module contributes to the profile in Leadership.</p> <p>Methodological competences:</p> <ul style="list-style-type: none"> • Knowledge and capability to transfer theoretical knowledge on given real problems, e.g.: <ul style="list-style-type: none"> • - finding newest informations in this fast developing area of research- managing CSR related problems and challenges by following a 5 step procedure: 1. Analysis of the situation 2. Definition of the problem 3. Analysis of the arguments 4. Evaluation and decision 5. Implementation into the management systems <p>Social competences:</p> <ul style="list-style-type: none"> • 1. Sharpening of awareness for ecological and social questions • 2. Strengthening of emphatic capabilities • 3. As a consequence of points 1. and 2. better communication and argumentation abilities. <p>Personal competences:</p> <ul style="list-style-type: none"> • Higher awareness of the individual responsibility in professional life • Ability to influence work / life balance by finding more satisfaction in professional life • Higher self-consciousness
Contents:	<ul style="list-style-type: none"> • Definitions of and approaches to CSR • (Short) history of CSR • Types of CSR • Management tools for the integration of a CSR strategy • CSR rankings, ratings and certifications
Assessment	Graded: Project assessment

M24-30 Industrial Organization	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	90
Type/Teaching Method	Lecture
Language of instruction	English

Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Anna Göddeke Email: anna.goeddeke@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • The module contributes to the profile in Economics, Strategy or Marketing. • Students should strengthen their ability to think in a structured manner about complex microeconomic especially competition problems; deepen their mathematic skills; strengthen their ability to apply theoretic models to real-world problems, and strengthen their ability to challenge theoretic concepts and their applicability to real-life situation <p>Methodological competences:</p> <ul style="list-style-type: none"> • Reading of state of the art research papers of industrial organization as well as a discussion of recent competition authority decision. • Being able to articulate current research to a general audience without any background in industrial organization. <p>Social competences:</p> <ul style="list-style-type: none"> • Different intellectual skills needed in this class, such as mathematical, analytical, synthesizing and problem-solving skills. • Students will have to work in teams and thereby benefitting from the different skills of the different team member. • Therefore, students' social competence cooperating with each other, managing conflicts, giving, and receiving feedback will be strengthened. <p>Personal competences:</p> <ul style="list-style-type: none"> • Participants will study under the guidance of the lecturer in class as well as studying in smaller groups or individually outside of the class. • Students will learn managing themselves to handle a considerable amount of unfamiliar knowledge within a limited timeframe. Thereby, the class supports a realistic and positive self-confidence of the students together with the student's ability managing personal expectations. • Students are furthermore encouraged in their ambitiousness to build the ability to solve applied economic problems.
Contents:	1.What is 'Markets and Strategies'?

	<ol style="list-style-type: none"> 2. Firms, consumers and the market 3. Static imperfect competition 4. Dynamic aspects of imperfect competition 5. Product differentiation 6. Advertising and related market strategies 7. Consumer inertia 8. Group pricing and personalized pricing 9. Menu pricing 10. Intertemporal price discrimination 11. Bundling 12. Asymmetric information, price and advertising signals 13. Marketing tools for experience goods 14. Cartels and tacit collusion 15. Horizontal mergers 16. Strategic incumbents and entry 17. Vertically related markets 18. Innovation and R&D 19. Intellectual property 20. Markets with network goods 21. Strategies for network goods 22. Markets with intermediated goods 23. Information and reputation in intermediated product markets
Assessment	Graded: Project assessment

M24-30 Advanced International Economics	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits



Hours per week / total contact hours	4 / 40
Total hours of study	110
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Bodo Herzog Email: bodo.herzog@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • The module contributes to the profile in Economics or Finance. • Students critically discuss macroeconomic and monetary models, including interdisciplinary research topics. • Students apply mathematical tools in economic research. <p>Methodological competences:</p> <ul style="list-style-type: none"> • Gather data and empirically test and validate econometric models; synthesize complex quantitative information; transfer and apply theoretical knowledge <p>Social competences:</p> <p>n/a</p> <p>Personal competences:</p> <p>n/a</p>
Contents:	Theoretical, empirical or experimental research project in monetary economics, finance, or political economy.
Assessment	Graded: Research Paper



M24-30 Data Analysis	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	90
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	Prof. Dr. Marlene Ferencz Email: marlene.ferencz@reutlingen-university.de
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • The module contributes to the profile in Marketing, Finance, Economics or Digital business. • Students should gain a practical understanding of statistical questions and be able to apply them in business management contexts. • The module imparts advanced skills for the analysis of statistical problems. This includes concrete procedures as well as methodical correlations. • The students learn to correctly apply and interpret statistical programme packages. <p>Methodological competences:</p> <ul style="list-style-type: none"> • Students gain insight into statistical programme packages and learn the basic ideas of the implemented methods. Students will learn how to identify the correct statistical technique by focusing on the problem objective and data type; • how to compute the statistics using SPSS; • how to interpret results in the context of the problem. They should be able to continue their



	<p>education independently and to understand and apply other methods from the literature.</p> <p>Social competences:</p> <ul style="list-style-type: none"> • Students learn the responsible handling of statistical data analysis and are able to assess the significance of the statements. • They improve their ability to work focused and under time pressure. <p>Personal competences:</p> <ul style="list-style-type: none"> • Using case studies, students learn to understand and explain a statistical evaluation. In addition, their own presentation techniques and in-dependent learning are required.
Contents:	<p>Introduction to SPSS Important inference methods of data analysis in Business • Hypothesis testing • Comparing two populations • Analysis of variance • Assumptions, relationships • Nonparametric statistics</p> <p>Discussion of results</p> <p>Conclusions and writing up statistical results</p>
Assessment	Graded: Project assessment

M24-30 Social Entrepreneurship	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	90
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	



Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>After the successful completion of this course the students should have gained the following knowledge and developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • Students will become familiar with theoretical and practical aspects of entrepreneurship. • They will be acquainted with the design thinking method and business model canvas. • They will also learn to identify, describe and apply the appropriate validation method for their start-up idea. The module contributes to the profile in Marketing, Strategy, and Leadership. <p>Methodological competences:</p> <ul style="list-style-type: none"> • Students will learn to apply the basic scientific method (make observations, formulate a problem statement, develop a hypothesis, design attestable prediction, gather data, test the prediction, refine/alter/expand/reject the hypothesis and develop a general action plan) in the field of entrepreneurship. <p>Social competences:</p> <ul style="list-style-type: none"> • Students will enhance their oral and written communication, social interaction and team working skills. • They will learn how to respectfully cooperate in a competitive environment, be supportive of one another and base their action on facts and objective criteria. <p>Personal competences:</p> <ul style="list-style-type: none"> • Students will learn to critically reflect on and analyze their ideas, actions, specific personal skills and strengths. Through the self-reflection process, they will develop personal confidence and decision making skills.
Contents:	<p>The aim of this module is to sensitize the participants to the topic Entrepreneurship, to teach them the relevant skills for exploring, finding, developing and validating a business idea for a sustainable start-up. The students also learn the relevant soft skills to negotiate, pitch and present their start-up ideas to a jury panel and successful entrepreneurs (such as in the start-up event 'Move Your Idea'). This module consists of the following lectures:</p> <ul style="list-style-type: none"> • The 17 Sustainable Development Goals • Change Agents/ Theory of Change • Entrepreneurship and Corporate Social Responsibility • Design Thinking • Business Model Canvas • Project Management • Validation • Financing • Marketing (Online Marketing/ Social Media Marketing) • Interview and Pitch Training
Assessment	Graded: Written exam &Project work



M24-30 Digital Entrepreneurship	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 6 th or 7 th Semester
ECTS Credits	5 ECTS Credits
Hours per week / total contact hours	4 / 60
Total hours of study	90
Type/Teaching Method	Lecture
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	
Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	<p>Upon completion of this course, participants will have developed the following competences:</p> <p>Professional competences:</p> <ul style="list-style-type: none"> • Students will become familiar with theoretical and practical aspects of entrepreneurship in digital business. • They will be acquainted with the design thinking method and business model canvas. • They will also learn to identify, describe and apply the appropriate validation method for their digital start-up idea. The module contributes to the profile in Strategy, Economics and Digital Business. <p>Methodological competences:</p> <ul style="list-style-type: none"> • Students will learn to apply the basic scientific method (make observations, formulate a problem statement, develop a hypothesis, design a testable prediction, gather data, test the prediction, refine/alter/expand/reject the hypothesis and develop a general action plan) in the field of digital entrepreneurship.



	<p>Social competences:</p> <ul style="list-style-type: none"> • Students will enhance their oral and written communication, social interaction and team working skills. • They will learn how to respectfully cooperate in a competitive environment, be supportive of one another and base their action on facts and objective criteria. <p>Personal competences:</p> <ul style="list-style-type: none"> • Students will learn to critically reflect on and analyze their ideas, actions, specific personal skills, and strengths. • Through the self-reflection process, they will develop personal confidence and decision making skills.
Contents:	The aim of this module is to sensitize the participants to the topic Entrepreneurship, to teach them the relevant skills for exploring, finding, developing and validating a business idea in the field of digital business.
Assessment	Graded: Written exam & Project work

M31 International Seminar	
Study Program	B.Sc. International Business
Study level and semester	Bachelor, 7 th Semester
ECTS Credits	3 ECTS Credits
Hours per week / total contact hours	3 / 45
Total hours of study	105
Type/Teaching Method	Seminar
Language of instruction	English
Frequency	Every Semester
Course Coordinator/Instructor	<p>Prof. Dr. Hans-Martin Beyer Email: hans-martin.beyer@reutlingen-university.de</p> <p>Prof. Dr. Hermann Lassleben Email: hermann.lassleben@reutlingen-university.de</p> <p>Prof. Dr. Florian Kapmeier Email: florian.kapmeier@reutlingen-university.de</p>



Restrictions (falls zutreffend)	
Prerequisites:	
Course learning objectives:	Depends on the offered course. Topic to be determined by visiting professor.
Contents:	A visiting professor will be invited to teach this seminar, which will take place blocked in one week. The topic of the seminar will vary and is determined by the respective visiting professor. The topic will be introduced by the visiting professor. To arrive at a balanced, holistic understanding of challenges and solutions in the area under regard, the topic will be split up and distributed to students together with research questions. Students will work on a research question (topic), and prepare a presentation and a paper according to scientific standards. The whole process is coached by the instructor. Students present the results of their work in class and discuss them with instructor and peers. During the course selected reading material is distributed and discussed to round-up all participants' view of the topic.
Assessment	Ungraded: Project work (-pass/fail)

