

Faculty of Business and Economics

Modules regularly taught in English

Bachelor's Level

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Business Administration	
Cases in Management Accounting	
Einführung in die Energiewirtschaft	
Fallstudien in Energie und Umwelt	
Leading People in Innovation	
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Scenario Planning	
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Business Administration

Module number	Module name	Responsible lecturer
WW-BA-101-CIMA WW-D-101-CIMA	Cases in Management Accounting	Prof. Dr. Peter Schäfer maac@tu-dresden.de
Qualification objectives	After completing the module, students will be able to identify and structure problems of controlling in corporate practice and its causes, identify and evaluate possible solutions, and develop, present and discuss a suitable solution. On the basis of case studies, students learn to develop solutions to problems of management accounting in corporate practice.	
Contents	The contents of the module are cost accounting systems, budgeting, transfer pricing and variance analyses.	
Teaching and learning methods	Seminar: 2 hours per week Independent study The language of the module is English. The seminar is limited to 16 participants, selection based on the order of enrollment.	
Prerequisites for participation	Basic knowledge of cost accounting and controlling is required, as taught in the Fundamentals of Accounting module, for example.	
Usability	BA Wiwi, D WiInf, D WiIng: Fields Business Administration and Economics, Presenting and Discussing BA WiPäd: Fields Business Administration and Economics Students must choose according to the respective examination regulations. The choice is only permitted for one of the fields mentioned.	
Examination	Combined term paper, 50 hours	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each winter semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-114-EENW WW-D-114-EENW	Einführung in die Energiewirtschaft	Prof. Dr. Dominik Möst ee2@mailbox.tu-dresden.de
Qualification objectives	Students are able to reproduce basic terms, definitions, concepts and methods of the energy industry and name relevant parameters of energy sources. In addition, students are able to explain techno-economic relationships, concepts and methods of renewable energies and are able to illustrate fundamental relationships in the energy industry, such as ho-telling, and to calculate physical relationships as well as to analyse practi-cal problems against an energy industry background.	
Contents	The contents of the module are basic terms, relationships and market forms in the energy industry Value chains of conventional and renewable energy sources including their effects on the energy industry, in particular the energy sources oil, gas, coal, nuclear energy, renewable energies as well as the final energy sources electricity and heat as well as practical, current topics from the energy industry.	
Teaching and learning methods	Lecture: 2 hours per week Practical: 2 hours per week Seminar: 2 hours per week Independent study The language of the module can be German or English and is determined at the beginning of each semester and announced in the usual manner.	
Prerequisites for participation	The skills to be acquired in the modules Fundamentals of Accounting, In-troduction to Business Administration and Organization, Marketing and Sustainable Corporate Management, Annual Financial Statements, In-vestment and Financing, and Production and Logistics are required. Fur-thermore, English language skills at level B2 of the Common European Framework of Reference for Languages are required.	
Usability	BA WiWi, BA WiPäd, D WiInf, D WiIng: Field Business Administration and Economics, Supplementary Qualifications Students must choose according to the respective examination regulations. The choice is only permitted for one of the fields mentioned.	
Examination	Portfolio, 15 hours	
Workload and Credit points	300 hours, 10 credit points	
Frequency	Offered each winter semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-114-FSEU WW-D-114-FSEU	Fallstudien in Energie und Umwelt	Prof. Dr. Dominik Möst ee2@mailbox.tu-dresden.de
Qualification objectives	Students can present the contents of a practical case study in writing and illustrate the independently developed results and compare them with current results from research and practice. The students are able to calculate the questions of the case study independently, to organize themselves independently in a group and to work out solutions together. In addition, students are able to differentiate between different aspects of the energy industry and sustainable corporate management and to analyze them using methods used in these departments.	
Contents	The content of the module is current issues in the fields of energy management and sustainable corporate management.	
Teaching and learning methods	Seminar: 2 hours per week Independent study The language of the module can be German or English and is determined at the beginning of each semester and announced in the usual manner.	
Prerequisites for participation	The skills to be acquired in the modules Fundamentals of Accounting, Introduction to Business Administration and Organization, Marketing and Sustainable Corporate Management, Annual Financial Statements, Investment and Financing, and Production and Logistics are required. Furthermore, English language skills at level B2 of the Common European Framework of Reference for Languages are required.	
Usability	BA Wiwi, D WiInf, D WiIng: Fields Business Administration and Economics, Presenting and Discussing BA WiPäd: Fields Business Administration and Economics Students must choose according to the respective examination regulations. The choice is only permitted for one of the fields mentioned.	
Examination	Combined term paper, 90 hours	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each winter semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-111-LPII WW-D-111-LPII	Leading People in Innovation	Prof. Dr. Stefan Razinskas orga.wiwi@tu-dresden.de
Qualification objectives	Students will be able to reproduce basic terms, definitions and concepts of innovation management and recognize and assess central approaches to organizational innovation management in terms of their behavioral science conditions, effects and limitations. In addition, they are able to illustrate fundamental management issues of innovative companies, analyze practical problems of innovation management against a social science background and make appropriate design decisions for innovation-promoting behavior management.	
Contents	Behavioral science principles of innovation management. These are based on the work of individuals and teams in innovative companies and the organizational framework conditions in which they carry out their creative activities.	
Teaching and learning methods	Lecture: 2 hours per week, Practical: 2 hours per week, Independent study The language of the module is English.	
Prerequisites for participation	English language skills at basic A-level and the skills to be acquired in the module Introduction to Business Administration and Organization.	
Usability	BA WiWi, BA WiPäd, D WiInf, D WiIng: Field Business Administration and Economics The selection must be made in accordance with the examination regulations.	
Examination	Written exam, 90 minutes	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each winter semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-102-NMPR WW-D-102-NMPR	Nachhaltigkeitsmanagement in der Praxis	Prof. Dr. Edeltraud Günther lehre_bu@mailbox.tu-dresden.de
Qualification objectives	Students are able to apply various methods of sustainability assessment, in particular life cycle analysis, to products in a simple form. They can thus make ecologically-oriented decisions in a wide range of issues in the entrepreneurial environment.	
Contents	The content of the module is sustainability management instruments, such as life cycle assessment procedures or life cycle analysis according to ISO 14040.	
Teaching and learning methods	Lecture: 2 hours per week Independent study The language of the module is English. Participation is limited to 80 participants; selection based by lottery.	
Prerequisites for participation	The skills acquired in the modules Fundamentals of Accounting, Introduction to Business Administration and Organization, Marketing and Sustainable Corporate Management, Annual Financial Statements, Investment and Financing, and Production and Logistics are required. Furthermore, English language skills at level B2 of the Common European Framework of Reference for Languages are required.	
Usability	BA WiWi, BA WiPäd, D WiInf, D WiIng: Field Business Administration and Economics The selection must be made in accordance with the examination regulations.	
Examination	Written exam, 90 minutes The language of the exam is English.	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-113-PAGI WW-D-113-PAGI	Praktische Aspekte des Gründungs- und Innovationsmanagements	Prof. Dr. Michael Schefczyk mandy.windisch@tu-dresden.de
Qualification objectives	Students are able to understand a scientific or practical problem of a young company/innovation management in a multi-layered way. The students can independently develop materials for all important planning areas and develop a structured solution according to the task. Students have the ability to work independently and solve problems in a structured way.	
Contents	The contents of the module are relevant aspects of starting a business and innovation management. These include, for example, new business models, market and competition analyses, market entry strategies, marketing strategies, personnel, financing and intellectual property rights aspects. These are considered scientifically and/or practically.	
Teaching and learning methods	Project: 3 hours per week Independent study The language of the module can be German or English and is determined at the beginning of each semester and announced in the usual manner. The project is limited to 16 participants, selection based on the order of enrollment.	
Prerequisites for participation	The start-up-related knowledge and skills acquired in the modules Innovation and Product Management and Entrepreneurial Action are required.	
Usability	BA WiWi, BA WiPäd, D WiInf, D WiIng: Field Business Administration and Economics The selection must be made in accordance with the examination regulations.	
Examination	Term paper, 90 hours	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-102-SCPL WW-D-102-SCPL	Scenario Planning	Prof. Dr. Edeltraud Günther Lehre_bu@mailbox.tu-dresden.de
Qualification objectives	After completing the module, students will be able to analyze and strategically prepare future developments that cannot be planned. You will know the methodological basics of scenario planning and apply them successively to real situations.	
Contents	The content of the module is the application of the management tool scenario planning, the identification of trends based on current social issues, the development of future scenarios and the development of solution strategies for organizations.	
Teaching and learning methods	Seminar: 2 hours per week Independent study The language of the module is English. The seminar is limited to 16 participants, selection based on the order of enrollment.	
Prerequisites for participation	The skills to be acquired in the modules Introduction to Business Administration and Organization, Basics of Accounting, Marketing and Sustainable Corporate Management, Annual Financial Statements, Investment and Financing, and Production and Logistics are required. Furthermore, English language skills at level B2+ of the Common European Framework of Reference for Languages are required.	
Usability	BA WiWi, D WiInf, D WiIng: Field Business Administration and Economics, Presenting and Discussing BA WiPäd: Field Business Administration and Economics Students must choose according to the respective examination regulations. The choice is only permitted for one of the fields mentioned.	
Examination	Term paper, 90 hours	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-122-SOEN WW-D-122-SOEN	Social Entrepreneurship	Jun.-Prof. Dr. Ignas Bruder Ignas.bruder@tu-dresden.de
Qualification objectives	Students have in-depth knowledge of the special features and challenges of managing social enterprises. They are able to critically reflect on scientific and practical problems in the field of social entrepreneurship and independently develop appropriate solutions.	
Contents	Central concepts and approaches of social entrepreneurship with a special focus on its social character and the resulting special features for management.	
Teaching and learning methods	Seminar: 2 hours per week, Independent study The language of the module is English. Participation is limited to 36 participants; selection based on the order of enrollment.	
Prerequisites for participation	Knowledge of business administration as taught in the modules Introduction to Business Administration and Organization as well as Marketing and Sustainable Management; English language skills at level B2.	
Usability	BA Wiwi, BA WiPäd, D WiInf, D WiIng: Field Business Administration and Economics The selection must be made in accordance with the examination regulations.	
Examination	Complex assessment, 30 hours	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each winter semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-102-STHM WW-D-102-STHM	Stakeholdermanagement	Prof. Dr. Edeltraud Günther Lehre_bu@mailbox.tu-dresden.de
Qualification objectives	Upon completion, students will be able to analyze the macro and micro environment of a company. To this end, they will be able to analyze political, economic, social, technological, ecological, and legal influences as well as the stakeholders of organizations or companies and integrate them using the example of company-specific decisions . In addition, students are able to solve problems appropriately and present their proposed solutions in written form. They can identify, classify, and analyze stakeholders. Students understand scientific texts and can apply theory to current topics. Students are able to transfer theoretical approaches to practical examples in interactive group work. Students are able to analyze the macro- and micro-environment of a company.	
Contents	The module covers the basics of stakeholder management, including stakeholder theory, stakeholder identification, and stakeholder management, with a particular focus on environmental and social issues and a focus on corporate interaction and communication as well as learning and change processes, in particular the influence of framework conditions and stakeholder groups on decision-making in companies, the decision-making process in companies, and concepts for stakeholder participation and their implementation in practice. The module is taught in English.	
Teaching and learning methods	Lecture: 2 hours per week Practical: 1 hour per week Independent study The language of the module can be German or English and is determined at the beginning of each semester and announced in the usual manner.	
Prerequisites for participation	The skills acquired in the modules Fundamentals of Accounting, Introduction to Business Administration and Organization, Marketing and Sustainable Corporate Management, Annual Financial Statements, Investment and Financing, and Production and Logistics are required. Furthermore, English language skills at level B2 of the Common European Framework of Reference for Languages are required.	

Usability	BA Wiwi, BA WiPäd, D WiInf, D WiIng: Field Business Administration and Economics The selection must be made in accordance with the examination regulations.
Examination	Written exam, 60 minutes The language of the exam is German or English.
Workload and Credit points	150 hours, 5 credit points
Frequency	Offered each winter semester
Duration	One semester

Module number	Module name	Responsible lecturer
WW-BA-121-SUES WW-D-121-SUES	Sustainable Entrepreneurship	Prof. Dr. Samantha Dijkstra-Silva Sustainability@tu-dresden.de
Qualification objectives	Students are familiar with the fundamentals of sustainable entrepreneurship and can understand this in the context of sustainability management. They understand the various dimensions that a sustainable company takes into account and can apply them.	
Contents	The module covers current findings in sustainability research and specific case studies from corporate practice with a focus on sustainable entrepreneurship.	
Teaching and learning methods	Seminar: 2 hours per week Independent study The language of the module can be German or English and is determined at the beginning of each semester and announced in the usual manner. The module is limited to 20 participants, selection based on the order of enrollment.	
Prerequisites for participation	The skills acquired in the modules Introduction to Business Administration and Organization as well as Marketing and Sustainable Business Management are required. Furthermore, English language skills at level B2+ of the Common European Framework of Reference for Languages are required.	
Usability	BA Wiwi, BA WiPäd, D WiInf, D WiIng: Field Business Administration and Economics The selection must be made in accordance with the examination regulations.	
Examination	Complex assessment, 90 hours The language of the exam is German or English.	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each winter semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-113-UNHA WW-D-113-UNHA	Unternehmerisches Handeln	Prof. Dr. Michael Schefczyk mandy.windisch@tu-dresden.de
Qualification objectives	After completing the module, students will be able to independently analyze complex issues from the field of entrepreneurship in groups and apply them to practice-related issues in a situation-appropriate manner in order to develop targeted solutions. They understand the requirements and contents of a business plan and are able to evaluate business models from the business idea to market launch.	
Contents	The contents of the module include the basics of entrepreneurial action. These include the entrepreneur as a person, the process of entrepreneurship and the planning and development of start-up projects.	
Teaching and learning methods	Lecture: 2 hours per week Project: 3 hours per week Independent study The language of the module can be German or English and is determined at the beginning of each semester and announced in the usual manner. The module is limited to 130 participants, selection based on the order of enrollment.	
Prerequisites for participation	The competencies to be acquired in the modules Introduction to Business Administration and Organization and Marketing and Sustainable Corporate Management are required.	
Usability	BA Wiwi, BA WiPäd, D WiInf, D WiIng: Field Business Administration and Economics The selection must be made in accordance with the examination regulations. It creates the prerequisites for the module "Practical Aspects of Start-up and Innovation Management."	
Examination	Term paper, 100 hours Written exam, 90 minutes	
Workload and Credit points	300 hours, 10 credit points	
Frequency	Offered each winter semester	
Duration	One semester	

Economics

Module number	Module name	Responsible lecturer
WW-BA-205-APEC WW-D-205-APEC	Applied Econometrics	Prof. Dr. Kamila Cygan-Rehm empirics.wiwi@tu-dresden.de
Qualification objectives	Students are able to apply common methods of empirical economic research and propose solutions to typical challenges of data analysis in an economic policy and business context. They are able to analyze specific questions, propose suitable analysis methods, deal critically with the central assumptions and assess the quality of empirical analyses. Students will be able to work with statistical software.	
Contents	Basic methods of applied econometrics, such as multiple linear regression models, linear probability models, hypothesis tests, as well as an intuitive introduction to causal analysis (difference-in-differences, regression discontinuity, etc.).	
Teaching and learning methods	Lecture: 2 hours per week Practical: 2 hours per week Independent study The language of the module is English. Participation is limited to 40 participants; selection based by lottery.	
Prerequisites for participation	Basic knowledge of statistics and econometrics as taught, for example, in the modules Deductive Statistics, Inductive Statistics and Econometrics - Fundamentals; knowledge of English at level B2.	
Usability	BA Wiwi, D WiInf, D WiIng: Fields Business Administration and Economics, Methods and Procedures, Supplementary Qualifications BA WiPäd: Fields Business Administration and Economics, Supplementary Qualifications Students must choose according to the respective examination regulations. The choice is only permitted for one of the fields mentioned.	
Examination	Written exam, 90 minutes	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each winter semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-205-EMWF WW-D-205-EMWF	Empirische Wirtschaftsforschung	Prof. Dr. Kamila Cygan-Rehm empirics.wiwi@tu-dresden.de
Qualification objectives	The students are familiar with the methodological foundations of empirical economic research and its possible applications to current issues from the economic policy and business context. They improve their communicative, intercultural and social skills. In addition, they can assess the quality of empirical studies with regard to the methods used and the database.	
Contents	The content of the module is common quantitative methods of empirical economic research, esp. randomized studies, multiple linear regression, so-called natural experiments, as well as their applications to practical operational and economic policy issues, e.g. from the fields of personnel economics, education policy, family economics.	
Teaching and learning methods	Seminar: 2 hours per week Independent study The language of the module is English. The project is limited to 32 participants, selection based on the order of enrollment.	
Prerequisites for participation	Basic knowledge of statistics is required, as taught in modules such as Inductive Statistics, Introduction to Economics, Econometrics - Fundamentals, and Applied Econometrics. Furthermore, English language skills at level B2 of the Common European Framework of Reference for Languages are required.	
Usability	BA Wiwi, D WiInf, D WiIng: Fields Business Administration and Economics, Methods and Procedures, Presenting and Discussing, Supplementary Qualifications BA WiPäd: Fields Business Administration and Economics, Supplementary Qualifications Students must choose according to the respective examination regulations. The choice is only permitted for one of the fields mentioned.	
Examination	Combined term paper, 100 hours	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each semester	
Duration	One semester	

Business Education and Management Training

Module number	Module name	Responsible lecturer
WW-BA-115-GRPM WW-D-115-GRPM	Grundlagen des Personalmanagements	Prof. Dr. Bärbel Fürstenau sekretariat.wipaed@mailbox.tu-dresden.de
Qualification objectives	Students understand the functions of human resource management, explain theories and models in the context of human resource management and apply them to concrete case studies.	
Contents	The contents of the module are fundamental questions, concepts and theories of personnel management, especially in the context of personnel planning and controlling, personnel recruitment, personnel selection, personnel deployment and development as well as staff reduction and redundancy.	
Teaching and learning methods	Lecture: 2 hours per week Tutorial: 1 hour per week Independent study The language of the module can be German or English and is determined at the beginning of each semester and announced in the usual manner.	
Prerequisites for participation	The module requires knowledge and skills as taught in the module Introduction to Business Administration and Organization.	
Usability	BA WiPäd: Fields Business Administration and Economics, Business Education and Management Training BA WiWi, D WiIng, D WiInf: Fields Business Administration and Economics, Supplementary Qualifications Students must choose according to the respective examination regulations. The choice is only permitted for one of the fields mentioned.	
Examination	Written exam, 90 minutes	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each winter semester	
Duration	One semester	