

Faculty of Business and Economics

Modules regularly taught in English

Bachelor's Level

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Business Administration

Ausgewählte Probleme des operativen Controllings
Cases in Management Accounting
Corporate Social Responsibility
Einführung in die Energiewirtschaft
Energiewirtschaft in der Praxis I
Erneuerbare Energien – Technologie und Potentiale
Essentials of Leadership and Management
Fallstudien in Energie und Umwelt
Financial Modeling
Innovation and Product Management
Leading People in Innovation
Nachhaltigkeitsmanagement in der Praxis
Praktische Aspekte des Gründungs- und Innovationsmanagements
Scenario Planning
Selected Topics in Organization and Management
Social Entrepreneurship
Stakeholdermanagement
Sustainable Entrepreneurship
Unternehmerisches Handeln
Value Chain Management

Economics

Applied Econometrics
Arbeitsmarktpolitik
Empirische Wirtschaftsforschung
International Trade: Theory and Policy
Internationale Wirtschaftspolitik
Introduction to Economic Growth

Business Information Systems

Business Process Management
Information Systems Success
Machine Learning for Business Analytics
Process Analytics

Business Education and Management Training

Ausgewählte grundlegende Fragestellungen des Personalmanagements
Betriebliche Aus- und Weiterbildung

Grundlagen des Personalmanagements

Pädagogische Psychologie

Business Administration

Module number	Module name	Responsible lecturer
WW-BA-106-APOC WW-D-106-APOC	Ausgewählte Probleme des operativen Controllings	Prof. Dr. Thomas Günther lehrstuhl.controlling@tu-dresden.de
Qualification objectives	The students are familiar with selected issues in finance and accounting related to the operational management of companies.	
Contents	The module covers selected issues and methods in operational controlling, such as internal accounting, investment decisions, and risk management methods.	
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 seminar is limited to 30 participants, selection based on the order of enrollment.	
Prerequisites for participation	Students are expected to have acquired the skills covered in the modules "Introduction to Business Administration," "Fundamentals of Accounting," and "Financial Statements, Investment, and Financing."	
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 assesment, 15 hours	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each summer semester	
Duration	One semester	

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-102-CSRE WW-D-102-CSRE	Corporate Social Responsibility	Prof. Dr. Remmer Sassen lehre_bu@mailbox.tu-dresden.de
Qualification objectives	The students understand the concerns of corporate responsibility in operational decisions. You will be familiar with instruments for implementing corporate social responsibility and will be able to describe and interpret their effectiveness in the corporate context. You will be familiar with suitable instruments for identifying ethical conflict areas in companies and will be able to present the current state of development of sustainable business administration and corresponding design options in companies. In addition, after graduation, students are able to solve problems appropriately and to present their proposed solutions in written form.	
Contents	The contents of the module are the basics of corporate social responsibility management in a corporate context. These are based on various management standards, guidelines and codes. This includes the following topics: Consideration of stakeholders in global supply chains, linking working conditions, customer needs and corporate action to greater social responsibility, linking social and environmental concerns in the context of responsible corporate action.	
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 competencies to be acquired in the Marketing and Sustainable Management module 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: Fields 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 summer 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-EWIP WW-D-114-EWIP	Energiewirtschaft in der Praxis I	Prof. Dr. Dominik Möst ee2@mailbox.tu-dresden.de
Qualification objectives	Students are able to prepare, present and discuss practice-relevant questions and challenges with a scientific approach.	
Contents	The content of the module is the examination of changing current issues that are applied in practice from an individual economic point of view in the field of the energy industry.	
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	Basic knowledge of energy industry issues is 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 summer semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-114-EETP WW-D-114-EETP	Erneuerbare Energien – Technologie und Potentiale	Prof. Dr. Dominik Möst ee2@mailbox.tu-dresden.de
Qualification objectives	Students are able to reproduce basic terms, definitions, concepts and methods of renewable energies and name relevant parameters. Students are also able to explain techno-economic contexts as well as funding instruments and characteristics of individual renewable energy sources. In addition, students are able to classify renewable energies in the overall energy industry system and assess the potentials of renewable energies. The students are able to illustrate fundamental relationships in the field of renewable energies as well as to calculate investment decisions and physical relationships, such as electricity generation costs, and to analyze practical problems against an energy industry background.	
Contents	The content of the module is the technical and economic basics of electricity and heat generation from renewable energies as well as their integration into the overall system of the energy industry and its funding regime. This includes the energy sources wind power, solar power, hydropower, biomass, geothermal energy and, bundled other renewable energies, in particular the current state of potential and technology as well as the economic viability, subsidies and future developments.	
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, 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: Fields Business Administration and Economics, Presenting and Discussing Students must choose according to the respective examination regulations. The choice is only permitted for one of the fields mentioned.	
Examination	Portfolio, 60 hours	
Workload and Credit points	300 hours, 10 credit points	

Frequency	Offered each summer semester
Duration	One semester

Module number	Module name	Responsible lecturer
WW-BA-111-ELAM WW-D-111-ELAM	Essentials of Leadership and Management	Prof. Dr. Stefan Razinskas orga.wiwi@tu-dresden.de
Qualification objectives	Students are able to reproduce basic terms, definitions and concepts of leadership and management theory as well as to recognize and assess central management approaches in their economic and behavioral science conditions, effects and limits. In addition, they are able to illustrate fundamental relationships between the four management functions of planning, organization, leadership and control, to analyze practical management problems against a social science background and to make appropriate design decisions in the leadership context.	
Contents	The contents of the module are the basics of management theory. These are based on the four basic management functions of planning, organization, leadership and control.	
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 course Abitur level as well as the skills to be acquired in the module Introduction to Business Administration and Organization 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	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each summer 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-101-FIMO WW-D-101-FIMO	Financial Modeling	Prof. Dr. Peter Schäfer maac@tu-dresden.de
Qualification objectives	<p>After successful completion of the module, students will know and master concepts of business and financial planning and will be able to apply them in practice. They are able to use this knowledge to solve business decision-making problems.</p> <p>Students are familiar with various aspects of the modeling of integrated financial plans as well as their financial evaluation.</p>	
Contents	The module covers concepts of business and financial planning and aspects of modelling financial plans.	
Teaching and learning methods	<p>Seminar: 2 hours per week Independent study</p> <p>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.</p> <p>The seminar is limited to 12 participants, selection based on the order of enrollment.</p>	
Prerequisites for participation	Basic knowledge of cost accounting and finance is required, as taught in the Basics of Accounting module, for example.	
Usability	<p>BA Wiwi, D WiInf, D WiIng: Fields Business Administration and Economics, Presenting and Discussing</p> <p>BA WiPäd: Fields Business Administration and Economics</p> <p>Students must choose according to the respective examination regulations. The choice is only permitted for one of the fields mentioned.</p>	
Examination	Combined term paper, 20 hours	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each summer semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-113-IAPM WW-D-113-IAPM	Innovation and Product Management	Prof. Dr. Michael Schefczyk mandy.windisch@tu-dresden.de
Qualification objectives	After completing the module, students will be able to independently analyze complex questions from the areas of product development and innovation management in groups and apply them to relevant practice-related questions in a situation-appropriate manner in order to develop targeted solutions.	
Contents	The content of the module is the basics of innovation and product management, in particular the different phases of the innovation process, from idea generation to the exploitation of technologies.	
Teaching and learning methods	Lecture: 2 hours per week Seminar: 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.	
Prerequisites for participation	The competencies to be acquired in the module Introduction to Business Administration and Organization 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. It creates the groundwork for the module "Practical Aspects of Start-up and Innovation Management."	
Examination	Term paper, 50 hours Written exam, 90 minutes	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each summer 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. Remmer Sassen 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 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, 90 minutes	
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. Remmer Sassen 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 20 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, 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-111-STOM WW-D-111-STOM	Selected Topics in Organization and Management	Prof. Dr. Stefan Razinskas orga.wiwi@tu-dresden.de
Qualification objectives	The students are familiar with fundamental questions of organization and management. They are able to prepare, represent, analyze and discuss these questions in teams using scientific methods. Students have key qualifications in the areas of rhetoric, presentation and presentation techniques as well as social skills and the ability to work in a team.	
Contents	The contents of the module are theoretical and empirical research contributions of an application-oriented nature to annually changing, fundamental problems of organizational and management theory.	
Teaching and learning methods	Seminar: 3 hours per week Independent study The language of the module is English. The seminar is limited to 20 participants, selection based on the order of enrollment.	
Prerequisites for participation	The module requires knowledge and skills as taught in the module Introduction to Business Administration and Organization. Furthermore, English language skills at level B2 of the Common European Framework of Reference for Languages are required.	
Usability	BA WiWi, D WiIng, D WiInf: Fields 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	Complex assesment, 90 hours	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each summer 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. Remmer Sassen Lehre_bu@mailbox.tu-dresden.de
Qualification objectives	<p>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.</p>	
Contents	<p>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.</p>	
Teaching and learning methods	<p>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.</p>	
Prerequisites for participation	<p>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.</p>	

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
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	Jun.-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	
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	

Module number	Module name	Responsible lecturer
WW-BA-102-VACM WW-D-102-VACM	Value Chain Management	Prof. Dr. Remmer Sassen lehre_bu@mailbox.tu-dresden.de
Qualification objectives	Upon completion, students will be familiar with the primary and secondary stages of the value chain of organizations or companies and will be able to apply them to company-specific decisions. In addition, students are able to work in teams, solve problems independently, present their proposed solutions in written form and present and defend them orally.	
Contents	The contents of the module are social and environmental aspects in the context of management systems in the functional areas of procurement, production, sales, disposal, research and development, logistics, personnel and organization, marketing and controlling, in particular the importance of the individual stages of the global value chain with regard to the value creation of the company, the influence of the value chain on decision-making in companies as well as concepts for value chain management and their implementation in practice.	
Teaching and learning methods	Lecture: 1 hour per week Practical: 1 hour 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, 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 Euro-pean 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	Term paper, 90 hours	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each summer 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 wiwi-econometrics@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-207-AMPO WW-D-207-AMPO	Arbeitsmarktpolitik	Prof. Dr. Marcel Thum marcel.thum@tu-dresden.de
Qualification objectives	Students understand basic economic relationships in labor markets.	
Contents	The module covers the identification of problems in labor markets and the evaluation of labor market policy measures.	
Teaching and learning methods	Lecture: 2 hours per week Independent study The language of the module is English.	
Prerequisites for participation	The skills acquired in the modules Introduction to Economics, Introduction to Microeconomics, and Introduction to Macroeconomics 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	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each summer 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 wiwi-econometrics@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 16 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	

Module number	Module name	Responsible lecturer
WW-BA-203-ITTP WW-D-203-ITTP	International Trade: Theory and Policy	Prof. Dr. Christian Leßmann christian.lessmann@tu-dresden.de
Qualification objectives	Students are familiar with traditional and new theories of international trade. They are familiar with their mechanisms and implications and are able to apply them independently to questions of international trade.	
Contents	The module focuses on traditional and newer explanatory approaches to international trade flows, their characteristics as well as distributional and welfare effects. Various market structures and relevant instruments of international trade policy are examined.	
Teaching and learning methods	Lecture: 2 hours per week Practical: 1 hour per week Independent study The language of the module is English.	
Prerequisites for participation	English language skills at basic course Abitur level as well as the skills to be acquired in the modules Introduction to Microeconomics and Introduction to Macroeconomics 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	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each summer semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-203-INWP WW-D-203-INWP	Internationale Wirtschaftspolitik	Prof. Dr. Christian Leßmann christian.lessmann@tu-dresden.de
Qualification objectives	After completing the module, students are familiar with current issues of international economic policy, in particular relevant theoretical and empirical research. They are able to understand this research work and to write their own scientific work in its thematic context.	
Contents	The contents of the module are current issues of international economic policy, theoretical and empirical contributions of scientific research, basic and in-depth methods of application-oriented research as well as selected, specific approaches to answering concrete current questions of international economic relations.	
Teaching and learning methods	Seminar: 2 hours per week Independent study The language of the module is English. The seminar is limited to 50 participants, selection based by lottery.	
Prerequisites for participation	Skills to be acquired in the modules Introduction to Microeconomics and Introduction to Macroeconomics are required.	
Usability	BA WiWi, D WiIng, D WiInf: 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 summer semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-201-IGRO WW-D-201-IGRO	Introduction to Economic Growth	Prof. Dr. Alexander Kemnitz alexander.kemnitz@tu-dresden.de
Qualification objectives	After completing the module, students will understand the basics of the theory and empirical evidence of economic growth and will have an overview of the determinants of long-term economic growth processes. They are able to analyse growth and income differences between economies and can communicate technical results in English.	
Contents	Contents of the module are mechanisms and areas of application of neoclassical and endogenous growth theories, growth accounting, technical progress as well as external and internal determinants of economic development.	
Teaching and learning methods	Lecture: 2 hours per week Tutorial: 1 hour per week Independent study The language of the module is English.	
Prerequisites for participation	English language skills at basic course Abitur level as well as the skills to be acquired in the modules Introduction to Microeconomics and Introduction to Macroeconomics 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	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each summer semester	
Duration	One semester	

Business Information Systems

Module number	Module name	Responsible lecturer
WW-BA-305-BPMA WW-D-305-BPMA	Business Process Management	Prof. Dr. Martin Wiener martin.wiener@tu-dresden.de
Qualification objectives	After completing the module, students will be familiar with the essential phases of business process management as well as phase-specific management approaches, techniques and technologies. In addition, they have basic skills in the practical use of modeling tools and can apply them to model, analyze, and improve simple business processes.	
Contents	The subject of the module is the in-depth examination of individual life cycle phases of business process management.	
Teaching and learning methods	Lecture: 2 hours per week Practical: 1 hour per week Independent study The language of the module is English.	
Prerequisites for participation	Knowledge as taught in the modules Introduction to Business Informatics and Introduction to Business Administration and Organization is required.	
Usability	BA WiWi, BA WiPäd: Fields Business Administration and Economics, Supplementary Qualifications D WiInf, D WiIng: Field Business Information Systems Students must choose according to the respective examination regulations. The choice is only permitted for one of the fields mentioned.	
Examination	More than 15 registered students: written exam, 90 minutes Up to 15 registered students: non-public oral examination as a group examination, 15 minutes for the individual examination supervisor	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each summer semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-301-SISS WW-D-301-SISS	Information Systems Success	Prof. Dr. Susanne Strahringer susanne.strahringer@tu-dresden.de
Qualification objectives	Students are able to adapt a research model based on common theories for assessing the success or acceptance of technologies in a context-specific manner. They can justify and explain the derived models and are also proficient in communicating their technical and theoretical knowledge in English.	
Contents	The module covers information system success and technology acceptance research, as well as the derivation, contextualization, and operationalization of research models and the corresponding formulation of hypotheses.	
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 acquired in the modules Introduction to Business Administration and Organization, Scientific and Practical Work, and Introduction to Business Informatics are required. Furthermore, English language skills at level B2 of the Common European Framework of Reference for Languages are required.	
Usability	BA Wiwi: Fields Business Administration and Economics, Supplementary Qualifications, Presenting and Discussing D WiInf, D WiIng: Fields Business Information Systems, Presenting and Discussing 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, 90 hours	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each summer semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-304-MLBA WW-D-304-MLBA	Machine Learning for Business Analytics	Prof. Dr. Patrick Zschech patrick.zschech@tu-dresden.de
Qualification objectives	<p>Students can describe the fields of application of business analytics and classify basic technologies, methods, and concepts. They are able to classify and distinguish between basic terms, functionalities, and principles of predictive modeling and, in particular, machine (supervised) learning. Building on this, they have a comprehensive understanding of the structure and functioning of predictive models based on machine learning methods. Students are able to explain the basic steps for developing an understanding of domains and data, for exploring and preprocessing data, and for developing and evaluating machine learning models using a systematic approach. Furthermore, they master the basic methods and principles of various machine learning models and can apply them to different practical examples and evaluate, interpret, and critically question the results. In addition, they are able to implement data analysis approaches and machine learning models using the Python programming language to address real-world problems.</p>	
Contents	<p>The module covers basic concepts and process models in the field of business analytics (e.g., CRISP-DM), basic principles of predictive modeling and how it differs from explanatory modeling, various forms of machine learning with a particular focus on supervised learning (especially classification and regression tasks), methodological steps for developing an understanding of domains and data, procedures and tools for data exploration, data visualization, and data preprocessing (especially feature engineering), basic principles and procedures for model development and model training using selected classes of machine learning methods (e.g., linear/logistic regression, decision trees, ensemble methods, artificial neural networks), as well as basic principles and procedures for model evaluation and diagnosis.</p>	
Teaching and learning methods	<p>Lecture: 2 hours per week Practical: 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.</p>	
Prerequisites for participation	<p>The skills acquired in the Programming and Databases module are required.</p>	

Usability	BA Wiwi: Fields Business Administration and Economics, Methods and Procedures, Supplementary Qualifications BA WiPäd: Fields Business Administration and Economics, Supplementary Qualifications D WiInf, D WiIng: Fields Business Information Systems, Methods and Procedures, 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 summer semester
Duration	One semester

Module number	Module name	Responsible lecturer
WW-BA-304-PRAN WW-D-304-PRAN	Process Analytics	Prof. Dr. Patrick Zschech patrick.zschech@tu-dresden.de
Qualification objectives	<p>Students can explain the essential characteristics, prerequisites, application potentials, and challenges for data-centric analysis of business processes. They have in-depth knowledge of data-centric process analysis methods from the fields of process mining, statistics, and artificial intelligence in order to analyze, improve, and control business processes. Building on this, they can use modern technologies, methods, and algorithms to solve real-world problems from research and practice and are able to compare and evaluate different approaches and procedures in order to critically assess their suitability for real-world problems. They can evaluate, interpret, and critically question the results of their process analyses. In addition, students are able to work collaboratively in project groups with other students, contribute their own ideas, and provide feedback. They can document the project results in a scientific manner, present them to a group, and defend them with arguments.</p>	
Contents	<p>The module covers fundamental concepts in the field of process mining (e.g., process discovery, conformance checking, process enhancement), the creation of event logs as a prerequisite for process mining, the link between process mining, machine learning, and operations research (e.g., predictive process monitoring, prescriptive process monitoring), use of process mining tools (e.g., Celonis, DISCO), use of prediction models for process and event log data (e.g., deep neural networks), and advanced concepts and aspects (e.g., action-oriented process mining, object-centric process mining, links to generative AI and large language models).</p>	
Teaching and learning methods	<p>Lecture: 2 hours per week Project: 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. The module is limited to 30 participants, selection based on the order of enrollment.</p>	
Prerequisites for participation	<p>The skills acquired in the Programming and Databases module are required.</p>	

Usability	<p>BA Wiwi: Fields Business Administration and Economics, Methods and Procedures, Supplementary Qualifications</p> <p>BA WiPäd: Fields Business Administration and Economics, Supplementary Qualifications</p> <p>D WiInf, D WiIng: Fields Business Information Systems, Methods and Procedures, Supplementary Qualifications</p> <p>Students must choose according to the respective examination regulations. The choice is only permitted for one of the fields mentioned.</p>
Examination	Complex assessment, 100 hours
Workload and Credit points	150 hours, 5 credit points
Frequency	Offered each summer semester
Duration	One semester

Business Education and Management Training

Module number	Module name	Responsible lecturer
WW-BA-115-AGFP WW-D-115-AGFP	Ausgewählte grundlegende Fragestellungen des Personalmanagements	Prof. Dr. Bärbel Fürstenau sekretariat.wipaed@mailbox.tu-dresden.de
Qualification objectives	The students are familiar with selected aspects from the subject areas of human resources functions, apply theoretical knowledge to practical questions of human resources work, assess the suitability of instruments for human resources functions and, based on this, make well-founded decisions regarding human resources work.	
Contents	The content of the module is selected aspects from the topics of personnel planning and recruitment, personnel selection, personnel deployment and development, and staff reduction and redundancy.	
Teaching and learning methods	Seminar: 2 hours per week Project: 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. The seminar is limited to 30 participants, selection based by lottery.	
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	Complex assesment, 90 hours	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each summer semester	
Duration	One semester	

Module number	Module name	Responsible lecturer
WW-BA-115-BAWB WW-D-115-BAWB	Betriebliche Aus- und Weiterbildung	Prof. Dr. Bärbel Fürstenau sekretariat.wipaed@mailbox.tu-dresden.de
Qualification objectives	Students can identify current problem areas in the field of corporate training and continuing education and present and critically discuss theory- and research-based solutions. They are familiar with and understand the tools used in corporate training and continuing education. They are able to apply these tools to selected examples and put the fundamentals and methods of successful communication into practice.	
Contents	The module covers tools used in the planning, implementation, and management of in-company training and continuing education, as well as current issues and problems in in-company training and continuing education.	
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 seminar is limited to 30 participants, selection based by lottery.	
Prerequisites for participation	The knowledge acquired in the modules Introduction to Business Administration and Organization, Introduction to Economics, and Fundamentals of Accounting is required.	
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	Combined term paper, 90 hours	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each summer semester	
Duration	One semester	

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	

Module number	Module name	Responsible lecturer
WP-BA-PPSY WW-BA-115-PPSY WW-D-115-PPSY	Pädagogische Psychologie	Prof. Dr. Bärbel Fürstenau sekretariat.wipaed@mailbox.tu- dresden.de
Qualification objectives	Students know and understand models and theories of memory, various learning theories, their fundamentals, and relevant factors influencing learning. They can solve problems in the context of teaching and learning.	
Contents	The content covers selected areas of psychology that are relevant to learning, including perception psychology, memory psychology, and the psychology of teaching and learning.	
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		
Usability	BA WiPäd: Field Business Education and Management Training BA Wiwi, D WiInf, D WiIng: Field Supplementary Qualifications The selection must be made in accordance with the examination regulations. The module creates the prerequisites for the school internship module.	
Examination	Written exam, 90 minutes	
Workload and Credit points	150 hours, 5 credit points	
Frequency	Offered each summer semester	
Duration	One semester	