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	<b>Module name</b>	<b>Responsible lecturer</b>
	Applied Econometrics	Prof. Dr. Kamila Cygan-Rehm wiwi-econometrics@tu-dresden.de
<b>Qualification objectives</b>	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.	
<b>Contents</b>	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.).	
<b>Teaching and learning methods</b>	Lecture: 2 hours per week, practical: 2 hours per week, self-study Participation is limited to 30 participants; selection by lottery.	
<b>Prerequisites for participation</b>	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.	
<b>Usability</b>	BA Wiwi, D WiInf, D WiIng: Areas of Economics, Presentation and Discussion, Supplementary Qualifications BA WiPäd: Areas of Economics, Supplementary Qualifications Students must choose according to the respective examination regulations. The choice is only permitted for one of the areas mentioned.	
<b>Examination</b>	Written exam, 90 minutes	
<b>Workload and Credit points</b>	5 credit points, 150 hours	
<b>Frequency</b>	Offered each winter semester	
<b>Duration</b>	One semester	

	<b>Module name</b>	<b>Responsible lecturer</b>
	Business Process Management	Prof. Dr. Martin Wiener martin.wiener@tu-dresden.de
<b>Qualification objectives</b>	Students are familiar with the main 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.	
<b>Contents</b>	In-depth examination of individual life cycle phases of business process management.	
<b>Teaching and learning methods</b>	Lecture: 2 hours per week, practical: 1 hour per week, self-study	
<b>Prerequisites for participation</b>	Knowledge as taught in the modules Introduction to Business Information Systems and Introduction to Business Administration and Organization.	
<b>Usability</b>	BA Wiwi, BA WiPäd: Areas of Economics, Supplementary Qualifications D Wilnf, D Wilng: Area of Business Informatics It must be chosen in accordance with the examination regulations. The choice is only permitted for one of the areas mentioned.	
<b>Examination</b>	For more than 15 registered students, the module examination consists of a written examination lasting 90 minutes. For up to 15 registered students, it consists of a non-public oral examination as a group examination lasting 15 minutes for the individual examiner; if necessary, this will be announced to the registered students in text form at the end of the registration period.	
<b>Workload and Credit points</b>	5 credit points, 150 hours	
<b>Frequency</b>	Offered each summer semester	
<b>Duration</b>	One semester	

	<b>Module name</b>	<b>Responsible lecturer</b>
	Empirische Wirtschaftsforschung	Prof. Dr. Kamila Cygan-Rehm wiwi-econometrics@tu-dresden.de
<b>Qualification objectives</b>	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. They are also able to assess the quality of empirical studies with regard to the methods used and the data basis.	
<b>Contents</b>	Common quantitative methods of empirical economic research, in particular randomized studies, multiple linear regression, so-called natural experiments, as well as their application to practical business and economic policy issues, e.g. in the fields of personnel economics, education policy, family economics.	
<b>Teaching and learning methods</b>	Seminar: 2 hours per week, self-study Participation is limited to 16 participants; selection based on order of enrollment.	
<b>Prerequisites for participation</b>	Basic knowledge of statistics as taught, for example, in the modules Deductive Statistics, Inductive Statistics, Introduction to Economics and Econometrics - Fundamentals; knowledge of English at level B2.	
<b>Usability</b>	BA Wiwi, D Wilnf, D Wilng: Areas of Economics, Presentation and Discussion, Supplementary Qualifications BA WiPäd: Areas of Economics, Supplementary Qualifications Students must choose according to the respective examination regulations. The choice is only permitted for one of the areas mentioned.	
<b>Examination</b>	Complex assessment, 100 hours	
<b>Workload and Credit points</b>	5 credit points, 150 hours	
<b>Frequency</b>	Offered each winter semester	
<b>Duration</b>	One semester	

	<b>Module name</b>	<b>Responsible lecturer</b>
	Innovations- und Produktmanagement	Prof. Dr. Michael Schefczyk mandy.windisch@tu-dresden.de
<b>Qualification objectives</b>	After completing the module, students can independently analyze complex issues from the areas of product development and the management of innovations in groups and apply them to relevant practical issues in order to develop targeted solutions.	
<b>Contents</b>	Fundamentals of innovation and product management, in particular the various phases of the innovation process, from the generation of ideas to the commercialization of technologies.	
<b>Teaching and learning methods</b>	Lecture: 2 hours per week, seminar: 3 hours per week, self-study	
<b>Prerequisites for participation</b>	The skills to be acquired in the module Introduction to Business Administration and Organization; English language skills at level B2.	
<b>Usability</b>	BA Wiwi, BA WiPäd, D WiInf, D WiIng: Area of Economics It must be chosen in accordance with the respective examination regulations. It creates the prerequisites for the module Practical Aspects of Start-up and Innovation Management.	
<b>Examination</b>	Complex assessment, 150 hours	
<b>Workload and Credit points</b>	5 credit points, 150 hours	
<b>Frequency</b>	Offered each summer semester	
<b>Duration</b>	One semester	

	<b>Module name</b>	<b>Responsible lecturer</b>
	International Trade: Theory and Policy	Prof. Dr. Christian Leßmann christian.lessmann@tu-dresden.de
<b>Qualification objectives</b>	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.	
<b>Contents</b>	Traditional and more recent approaches to explaining international trade flows, their characteristics and distribution and welfare effects. Various market structures and relevant instruments of international trade policy are examined.	
<b>Teaching and learning methods</b>	Lecture: 2 hours per week, practical: 1 hour per week, self-study	
<b>Prerequisites for participation</b>	English language skills at basic A-level and the skills to be acquired in the modules Introduction to Microeconomics and Introduction to Macroeconomics.	
<b>Usability</b>	BA Wiwi, BA WiPäd, D WiInf, D WiIng: Area of Economics It must be chosen in accordance with the examination regulations.	
<b>Examination</b>	Written exam, 90 minutes	
<b>Workload and Credit points</b>	5 credit points, 150 hours	
<b>Frequency</b>	Offered each summer semester	
<b>Duration</b>	One semester	

	<b>Module name</b>	<b>Responsible lecturer</b>
	Internationale Wirtschaftspolitik	Prof. Dr. Christian Leßmann christian.lessmann@tu-dresden.de
<b>Qualification objectives</b>	Students are familiar with current issues in international economic policy, in particular relevant theoretical and empirical research. They are able to comprehend this research work and to write their own academic papers in its thematic context.	
<b>Contents</b>	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 answer concrete current questions of international economic relations.	
<b>Teaching and learning methods</b>	Seminar: 2 hours per week, self-study Participation is limited to 50 participants; selection by lottery.	
<b>Prerequisites for participation</b>	The skills to be acquired in the modules Introduction to Microeconomics and Introduction to Macroeconomics.	
<b>Usability</b>	BA Wiwi, D Wilnf, D Wilng: Areas of Economics, Presentation and Discussion BA WiPäd: Area of Economics It must be chosen in accordance with the respective examination regulations. The choice is only permitted for one of the areas mentioned.	
<b>Examination</b>	Combined term paper, 90 hours	
<b>Workload and Credit points</b>	5 credit points, 150 hours	
<b>Frequency</b>	Offered each summer semester	
<b>Duration</b>	One semester	



	<b>Module name</b>	<b>Responsible lecturer</b>
	Introduction to Economic Growth	Prof. Dr. Alexander Kemnitz alexander.kemnitz@tu-dresden.de
<b>Qualification objectives</b>	Students understand the fundamentals of the theory and empirics of economic growth and have an overview of the determinants of long-term economic growth processes. They are able to analyze differences in growth and income between national economies and can communicate specialist results in English.	
<b>Contents</b>	Mechanisms and areas of application of neoclassical and endogenous growth theories, growth accounting, technical progress and external and internal determinants of economic development.	
<b>Teaching and learning methods</b>	Lecture: 2 hours per week, tutorial: 1 hour per week, self-study	
<b>Prerequisites for participation</b>	English language skills at basic A-level and the skills to be acquired in the modules Introduction to Microeconomics and Introduction to Macroeconomics.	
<b>Usability</b>	BA Wiwi, BA WiPäd, D WiInf, D WiIng: Area of Economics It must be chosen in accordance with the examination regulations.	
<b>Examination</b>	Written exam, 90 minutes	
<b>Workload and Credit points</b>	5 credit points, 150 hours	
<b>Frequency</b>	Offered each summer semester	
<b>Duration</b>	One semester	

	<b>Module name</b>	<b>Responsible lecturer</b>
	Leading People in Innovation	Prof. Dr. Stefan Razinskas orga.wiwi@tu-dresden.de
<b>Qualification objectives</b>	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.	
<b>Contents</b>	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.	
<b>Teaching and learning methods</b>	Lecture: 2 hours per week, practical: 2 hours per week, self-study	
<b>Prerequisites for participation</b>	English language skills at basic A-level and the skills to be acquired in the module Introduction to Business Administration and Organization.	
<b>Usability</b>	BA Wiwi, BA WiPäd, D WiInf, D WiIng: Area of Economics It must be chosen in accordance with the examination regulations.	
<b>Examination</b>	Written exam, 90 minutes	
<b>Workload and Credit points</b>	5 credit points, 150 hours	
<b>Frequency</b>	Offered each winter semester	
<b>Duration</b>	One semester	

	<b>Module name</b>	<b>Responsible lecturer</b>
	Scenario Planning	Prof. Dr. Remmer Sassen Lehre_bu@mailbox.tu-dresden.de
<b>Qualification objectives</b>	Students are able to analyze and strategically prepare future developments that cannot be planned. They are familiar with the methodological principles of scenario planning and apply these successively to real situations.	
<b>Contents</b>	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.	
<b>Teaching and learning methods</b>	Seminar: 2 hours per week, self-study Participation is limited to 20 participants; selection based on the order of enrollment.	
<b>Prerequisites for participation</b>	The skills to be acquired in the modules Introduction to Business Administration and Organization, Fundamentals of Accounting, Marketing and Sustainable Corporate Management, Financial Statements, Investment and Financing as well as Production and Logisti	
<b>Usability</b>	BA Wiwi, BA WiPäd, D WiInf, D WiIng: Area of Economics It must be chosen in accordance with the examination regulations.	
<b>Examination</b>	Term paper, 90 hours	
<b>Workload and Credit points</b>	5 credit points, 150 hours	
<b>Frequency</b>	Offered each semester	
<b>Duration</b>	One semester	

	<b>Module name</b>	<b>Responsible lecturer</b>
	Selected Topics in Organization and Management	Prof. Dr. Stefan Razinskas orga.wiwi@tu-dresden.de
<b>Qualification objectives</b>	Students are familiar with fundamental questions of organization and management. They are able to prepare, present, analyze and discuss these issues 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.	
<b>Contents</b>	Theoretical and empirical research contributions of an application-oriented nature on annually changing, fundamental problems of organizational and management theory.	
<b>Teaching and learning methods</b>	Seminar: 3 hours per week, self-study Participation is limited to 20 participants; selection based on the order of enrollment.	
<b>Prerequisites for participation</b>	Knowledge and skills as taught in the module Introduction to Business Administration and Organization; English language skills at level B2.	
<b>Usability</b>	BA Wiwi, D WiInf, D WiIng: Areas of Economics, Presentation and Discussion BA WiPäd: Field of Economics It must be chosen in accordance with the respective examination regulations. The choice is only permitted for one of the areas mentioned.	
<b>Examination</b>	Complex assessment, 90 hours	
<b>Workload and Credit points</b>	5 credit points, 150 hours	
<b>Frequency</b>	Offered each summer semester	
<b>Duration</b>	One semester	

	<b>Module name</b>	<b>Responsible lecturer</b>
	Social Entrepreneurship	Jun.-Prof. Dr. Ignas Bruder Ignas.bruder@tu-dresden.de
<b>Qualification objectives</b>	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.	
<b>Contents</b>	Central concepts and approaches of social entrepreneurship with a special focus on its social character and the resulting special features for management.	
<b>Teaching and learning methods</b>	Seminar: 2 hours per week, self-study Participation is limited to 36 participants; selection based on the order of enrollment.	
<b>Prerequisites for participation</b>	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.	
<b>Usability</b>	BA Wiwi, BA WiPäd, D WiInf, D WiIng: Area of Economics It must be chosen in accordance with the examination regulations.	
<b>Examination</b>	Complex assessment, 30 hours	
<b>Workload and Credit points</b>	5 credit points, 150 hours	
<b>Frequency</b>	Offered each winter semester	
<b>Duration</b>	One semester	

	<b>Module name</b>	<b>Responsible lecturer</b>
	Stakeholdermanagement*	Prof. Dr. Remmer Sassen lehre_bu@mailbox.tu-dresden.de
<b>Qualification objectives</b>	Students are able to analyze the macro and micro environment of a company. To this end, they are able to analyze political, economic, social, technological, ecological and legal influences as well as the stakeholders of an organization or company 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.	
<b>Contents</b>	Fundamentals of stakeholder management, this includes stakeholder theory, stakeholder identification and stakeholder management with a special focus on environmental and social issues with a focus on corporate interaction and communication as well as learning and change processes, in particular influencing decision-making in companies through framework conditions and stakeholder groups, the course of decision-making processes in companies as well as concepts for stakeholder participation and their implementation in practice.	
<b>Teaching and learning methods</b>	Lecture: 2 hours per week, practical: 1 hour per week, self-study	
<b>Prerequisites for participation</b>	Fundamentals of Accounting, Introduction to Business Administration and Organization, Marketing and Sustainable Management, Financial Statements, Investment and Financing as well as Production and Logistics; English language skills at level B2.	
<b>Usability</b>	BA Wiwi, BA WiPäd, D WiInf, D WiIng: Area of Economics It must be chosen in accordance with the respective examination regulations.	
<b>Examination</b>	Written exam, 60 minutes	
<b>Workload and Credit points</b>	5 credit points, 150 hours	
<b>Frequency</b>	Offered each winter semester	
<b>Duration</b>	One semester	

\* Please inquire whether the course is offered in German or English.

	<b>Module name</b>	<b>Responsible lecturer</b>
	Value Chain Management*	Prof. Dr. Remmer Sassen lehre_bu@mailbox.tu-dresden.de
<b>Qualification objectives</b>	Students know the primary and secondary stages of the value chain of organizations and companies and can apply these 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.	
<b>Contents</b>	Social and environmental aspects within the framework 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 significance of the individual stages of the global value chain with regard to the company's value creation, the influence of the value chain on decision-making in companies, as well as concepts for value chain management and their implementation in practice.	
<b>Teaching and learning methods</b>	Lecture: 1 hour per week, practical: 1 hour per week, seminar: 2 hours per week, self-study	
<b>Prerequisites for participation</b>	The skills to be acquired in the modules Fundamentals of Accounting, Introduction to Business Administration and Organization, Marketing and Sustainable Corporate Management, Financial Statements, Investment and Financing as well as Production and Logisti	
<b>Usability</b>	BA Wiwi, BA WiPäd, D WiInf, D WiIng: Area of Economics It must be chosen in accordance with the respective examination regulations.	
<b>Examination</b>	Term paper, 90 hours	
<b>Workload and Credit points</b>	5 credit points, 150 hours	
<b>Frequency</b>	Offered each summer semester	
<b>Duration</b>	One semester	

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