**Modules, offered at IHI Zittau, for the exchange programme 2°IB**

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| Module number | Module name | **Lecturer responsible** |
| M\_BE 1.1.0(M\_IM 1.1) | Responsible Management | Prof. Löhr(albert.loehr@tu-dresden.de) |
| **Objectives** | Students will learn about the main trends in the development of strategic management including the latest concepts and their methodical instruments. They will gain an understanding that the central challenge in the transformation of traditional strategic concepts as a battle for market share and profits is giving way to holistic and responsible management strategies that give consideration to social, ecological and ethnic interests (orientation around the paradigm of sustainability), and that this transformation process is only just in its infancy. Students will be familiar with the necessity and possibilities for the holistic and responsible management of businesses (“responsible management” or “managerial responsibility”) using current theoretical discussions and relevant practical experiences from business. They will be familiar with the currently available methodical instruments required for developing holistic and responsible management strategies and be aware of the key challenges in global management on the road to a paradigm of sustainability. Students will therefore possess a good understanding of the possibilities and the limits of responsible management in theory and in practice. |
| **Content** | The module comprises the key concepts of strategic management and its transformation into responsible management, in particular: 1. basic concepts – management and responsibility
2. business in competition
3. historical development of the theory of business management (from long-range planning, business policy and business strategy, to sustainable and responsible management)
4. the strategic management process: battle versus balance
5. shareholder management versus stakeholder management
6. environmental and resource analysis
7. value chain analysis (development of globally distributed value chain structures)
8. strategic management in the transformation process
9. strategic control
10. business strategy and corporate strategy
11. possibilities and limitations for transforming strategic management into responsible management (UN PRME)
12. case studies on individual topic areas.
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| **Teaching and learning formats** | Lectures (3 hrs/wk), practical sessions (1 hr/wk) and self-study. Lectures and practical sessions are held in English. |
| **Participation requirements** | Basic knowledge of general management is required. Literature: Ger.: Steinmann, H./Schreyögg, G./Koch, J.: *Management.* *Grundlagen der Unternehmensführung.* *Konzepte – Funktionen – Fallstudien*, 7th edition, Verlag Springer Gabler 2013. Engl.: Drucker, P.: *Management.* Tasks, Responsibilities, Practices, Harper Business 1985 ff. |
| **Applicability** | This module is a core module for the Business Ethics and Responsible Management and International Management master’s degree programmes. This module is also one of nine electives for the Biodiversity and Collection Management master’s degree programme, of which four must be selected. |
| **Requirements for the award of credit points** | Credit points are earned upon successful completion of the module. This module is examined with one exam at the end of the semester in English of 120 minutes. |
| **Credit points and grades** | 5 credit points are awarded for this module. The module grade is the grade achieved in the examination. |
| **Frequency of the module** | This module runs once per year in the winter semester.  |
| **Workload**  | The total workload for this module is 150 hours. Of these, 60 hours are allocated for lectures and teaching activities and 90 hours for self-study, including exam preparation and the examination itself. |
| **Module duration** | The module lasts for one semester. |
| **Recommended literature** | Bea, F. X./Haas, J.: *Strategisches Management*, UVK Lucius, Konstanz/München 2013.Ennals, R.: *Responsible Management:* *Corporate Responsibility and Working Life (CSR, Sustainability, Ethics & Governance)*. Berlin 2014.Koontz, H./O‘Donnell, C.: *Principles of Management.* *An Analysis of Managerial Functions, McGraw-Hill,* New York 1955 (11th edition: Weihrich/Koontz: *Management*, 2004)Kreikebaum, H./Gilbert, D. U./Behnam, M.: *Strategisches Management*, Kohlhammer, Stuttgart 2011.Laasch, O./Conaway, R.N.: *Principles of Responsible Management.* *Glocal Sustainability, Responsibility, and Ethics, Cengage Learning 2014*Mintzberg, H./Ahlstrand, B./Lampel, J.: *Strategy Safari.* *A Guided Tour Through the Wilds of Strategic Management*, The Free Press, New York 1998.Porter, M. E.: *Competitive Strategy*, various versions EN/DE, 1983 ff.Porter, M. E.: *Competitive Advantage*, various editions EN/DE, 1985 ff. Sanford, C. (2011): *The Responsible Busines*s. *Reimagining Sustainability and Success*, San Francisco: Jossey-Bass.Steinmann, H./Schreyögg, G./Koch, J.: *Management.* *Grundlagen der Unternehmensführung.* *Konzepte – Funktionen – Methoden*, 7th edition., Wiesbaden 2013: Gabler.Von Clausewitz, C.: *Vom Kriege, Hinterlassenes Werk*, Berlin 1832 (Ullstein 1998).  |

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| **Module number** | **Module name** | **Lecturer responsible** |
| M\_BE 2.3.0(M\_IM 1.5) | International Business Ethics | Prof. Löhr(albert.loehr@tu-dresden.de) |
| **Objectives** | Students will learn the fundamental necessity of having normatively secure legitimation in (global) trade. Students will understand the central concepts and analytical structures of the international business ethics movement, focussing particularly on the different between economic ethics, company ethics, business ethics and international business ethics. Students will be understand that is it common for business decisions to be made based upon interrelations between the market, law and morals or ethics. Students will become familiar with the key topics and arguments in the tough relationship between economics and ethics, in particular where this applies to globally distributed business activities and value creation processes (e.g. social and environmental standards, human rights, corruption). The module teaches students the main difference between “compliance” and “integrity” as a fundamental pillars of globally active businesses for implementing and monitoring ethical responsibilities. |
| **Content** | The module systematically covers the three fundamental questions of international business ethics: 1. the problem of the philosophical justification of globally relevant ethics (in particular discourse ethics and dialogue ethics as reference models)
2. the problem of the economic justification of necessity and possibility of (discourse) ethics when subject to global competition, and
3. the problem of management and technical justification of specific actions for implementing these ethics (e.g. dialogue ethics.

In addition to this, the module provides an insight into the stakeholder model as an analytical reference framework for questions relating to business ethics and typical areas of international business where ethics and economics conflict. The module also looks at the most important international initiatives (and their framework conditions) for producing induced and voluntary commitments in the area of “compliance versus integrity”, e.g. US Sentencing Commission Guidelines, Sarbanes Oxley Act, OECD Guidelines for Multinational Corporations, UN Global Compact (Human Rights, Lab Standards, Environmental Protection, Anti-Corruption), ISO 26000, Global Reporting Initiative, financial market standards and various social and environmental standards. |
| **Teaching and** **learning forms** | Lectures (3 hrs/wk), practical sessions (1 hr/wk) and self-study. Lectures and practical sessions are held in English. |
| **Participation requirements** | None |
| **Applicability** | This module is a core module for the Business Ethics and Responsible Management and International Management master’s degree programmes. |
| **Requirements for the award of credit points** | Credit points are earned upon successful completion of the module. This module is examined with one exam at the end of the semester in English of 120 minutes.  |
| **Credit points and grades** | 5 credit points are awarded for this module. The module grade is the grade achieved in the examination. |
| **Frequency of the** **module** | This module runs once per year in the winter semester. |
| **Workload** | The total workload for this module is 150 hours. Of these, 60 hours are allocated for lectures and teaching activities and 90 hours for self-study, including exam preparation and the examination itself. |
| **Module duration** | The module lasts for one semester. |
| **Recommended** **literature** | Bowie, N. (2013): *Business Ethics in the 21st Century*, Springer.Brenkert, G.G. u. Beauchamp T.L. (publisher.) (2012): *The Oxford Handbook of Business Ethics.* Oxford.Crane, A. and Matten, D. (2016): *Business Ethics:* *Managing Corporate Citizenship and Sustainability in the Age of Globalization.* Oxford.DeGeorge, R. (2014): *Business Ethics.* 7th. ed., Pearson India. Enderle, G. (ed.) (1999): *International Business Ethics.* *Challenges and Approaches, University of Notre Dame Press.* Kline, J. (2010): *Ethics for International Business:* *Decision-Making in a Global Political Economy, Routledge.* Sethi, S.P. (2003): *Setting Global Standards.* *Guidelines for Creating Codes of Conduct in Multinational Corporations, John Wiley & Sons.*Steinmann, H./Löhr, A. (2015): “Grundlegung einer republikanischen Unternehmensethik”, in: van Aaken, D./Schreck, Ph. (publisher.): *Theorien der Wirtschafts- und Unternehmensethik*, pp. 269–314, Frankfurt/M: Suhrkamp. Steinmann, H./Löhr, A. (1996): “A Republican Concept of Corporate Ethics”, in: Urban, S. (Ed.): *Europe's Challenges.* *Economic Efficiency and Social Solidarity*, Wiesbaden 1996: Gabler, pp. 21–60.Velasquez, M.G. (2013): *Business Ethics:* *Concepts and Cases.* Essex. |

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| Module number | Module name | **Lecturer responsible** |
| M\_IM 1.6 | Intercultural Communication and Foreign Language Skills | Mr M. A. Tettenborn(oliver.tettenborn@tu-dresden.de) |
| **Objectives** | Students will learn about the fundamental models of communicative relations with a focus on intercultural communication. They will understand how these relate to philosophical and discourse ethics, with a focus on respect. They will be able to apply their acquired theoretical knowledge in specific cultural contexts and gain some practical experience in a foreign or multicultural environment. Students will possess knowledge of a foreign language which will form the basis of, and be a useful tool for, intercultural communication. |
| **Content** | This module covers1. models of communication
2. models of intercultural communication
3. dialectic and rhetoric
4. discourse ethics and concepts of respect
5. foreign language skills.
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| **Teaching and** **learning forms** | Lectures (1 hr/wk), practical sessions (2 hrs/wk), seminars (1 hr/wk) and self-study. Lectures and seminars in this module are held in English; exercises may also be completed in English if the student wishes. |
| **Participation requirements** | None |
| **Applicability** | This module is a core module for the International Management master’s degree programme. It is a prerequisite for module M\_IM 1.9. This module is also a core module for the Ecosystem Services master’s degree programme. |
| **Requirements for the award of credit points** | Credit points are earned upon successful completion of the module. This module is examined with one exam at the end of the semester in English of 120 minutes. |
| **Credit points and grades** | 5 credit points are awarded for this module. The module grade is the grade achieved in the examination. |
| **Frequency of the** **module** | This module runs once per year in the winter semester. |
| **Workload**  | The total workload for this module is 150 hours. Of these, 60 hours are allocated for lectures and teaching activities and 90 hours for self-study, including exam preparation and the examination itself. |
| **Module duration** | The module lasts for one semester. |

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| Module number | Module name | Lecturer responsible |
| M\_IM 3.1.1 | Research Project in International Business | Prof. Eckert(stefan.eckert2@tu-dresden.de) |
| **Objectives** | Students will be able to independently develop a theory-led academic research topic in the field of International Business. They will be able to generate data for working on their research question and evaluate this data using academically demanding methods. Students will be able to interpret the results based upon their theoretical statements. They will be able to present their results and defend them in a academic discussion.  |
| **Content** | This module covers1. theories on the effects of internationality on success
2. quantitative research methods
3. research in scientific databases
4. presentation techniques.
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| **Teaching and****learning forms** | Seminars (4 hrs/wk) and self-study.The seminars are held in English. |
| **Participation requirements** | Knowledge of inductive statistics and econometrics from module M\_IM 1.7 is required for this module. |
| **Applicability** | This module is a core module for the focus area of International Management among the special electives for the International Management master’s degree programme; in accordance with Sec. 26(4)(2) of the examination regulations, two of the six focus areas must be chosen.  |
| **Requirements for the award of credit points** | Credit points are earned upon successful completion of the module. This module is examined with a report requiring 45 hours of work. |
| **Credit points and grades** | 5 credit points are awarded for this module. The module grade is the grade achieved in the examination.  |
| **Frequency of the****module** | This module runs once per year in the winter semester. |
| **Workload**  | The total workload for this module is 150 hours. Of these, 60 hours are allocated for lectures and teaching activities and 90 hours for self-study, including exam preparation and the examination itself. |
| **Module duration** | The module lasts for one semester. |

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| Module number  | Module name | Lecturer responsible |
| M\_IM 3.1.2 | Managing the Multinational Company | Prof. Eckert(stefan.eckert2@tu-dresden.de) |
| **Objectives** | Students will learn about the specific leadership challenges of international businesses. They will become familiar with the relevant instruments and methods for tackling these problems. Students will possess an overview of current research issues in the area of international business leadership. |
| **Content** | This module covers1. coordination instruments
2. integration and coordination of international business activities
3. international strategies in the conflict area of localisation versus globalisation
4. internationalisation processes as management challenges.
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| **Teaching and****learning forms** | Lectures (2 hrs/wk), seminars (2 hrs/wk) and self-study. Lectures and seminars are held in English.  |
| **Participation requirements** | None |
| **Applicability** | This module is a core module for the focus area of International Management among the special electives for the International Management master’s degree programme; in accordance with Sec. 26(4)(2) of the examination regulations, two of the six focus areas must be chosen.  |
| **Requirements for the award of credit points** | Credit points are earned upon successful completion of the module. This module is examined with one end-of-semester exam in English of 90 minutes. Coursework involves an English-language presentation of an academic case study. |
| **Credit points and grades** | 5 credit points are awarded for this module. The module grade is the grade achieved in the examination. |
| **Frequency of the****module** | This module runs once per year in the winter semester. |
| **Workload**  | The total workload for this module is 150 hours. Of these, 60 hours are allocated for lectures and teaching activities and 90 hours for self-study, including coursework, exam preparation and the examination itself. |
| **Module duration** |  The module lasts for one semester. |

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| Module number  | Module name | Lecturer responsible |
| M\_IM 3.1.3 | International Business Law | Prof. Hahn(Erik.Hahn@hszg.de) |
| **Objectives** | Students will possess an understanding of the effect of international and European law as framework conditions for the economic activities of businesses. They will have an understanding of the interdependencies and differences in relation to German commercial law. They will have the skills to research the relevant legal provisions and to handle legal documents. They will be able to think analytically in order to promote their general problem-solving abilities. They will also have the necessary presentation and discussion skills. |
| **Content** | This module covers1. legal sources and general principles of international law
2. principles and parties of international commercial law
3. international contracts in commercial law, World Trade Organisation (GATT, GATS, TRIPS)
4. basic principles of European commercial law
5. law of the European single market, EFTA/EEA
6. basic principles of international civil law from a German perspective
7. conflict and choice of laws
8. principles of international civil procedural law
9. topics in international trade and commercial law (in particular: lex mercatoria, INCOTERMS, CISG, CESL)
10. basic principles of international and European corporate law
11. international trade agreements external to the WTO and investment protection law
12. international arbitration agreements
13. cross-border assertion of legal rights
14. basic principles of international competition and insolvency law.
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| **Teaching and****learning forms** | Lectures (1 hr/wk), seminars (1 hr/wk) and self-study. Lectures and seminars are held in English.  |
| **Participation requirements** | None |
| **Applicability** | This module is a core module for the focus area of International Management among the special electives for the International Management master’s degree programme; in accordance with Sec. 26(4)(2) of the examination regulations, two of the six focus areas must be chosen.  |
| **Requirements for the award of credit points** | Credit points are earned upon successful completion of the module. This module is examined with a report in English requiring 30 hours of work. |
| **Credit points and grades** | 5 credit points are awarded for this module. The module grade is the grade achieved in the examination. |
| **Frequency of the****module** | This module runs once per year in the winter semester. |
| **Workload**  | The total workload for this module is 150 hours. Of these, 30 hours are allocated for lectures and teaching activities and 120 hours for self-study, including exam preparation and the examination itself. |
| **Module duration** |  The module lasts for one semester. |

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| **Module number** | **Module name** | **Lecturer responsible** |
| M\_BCM 3.8(M\_IM 3.3.1) | Biodiversity Management and Sustainability | Prof. Kramer(matthias.kramer@tu-dresden.de) |
| **Objectives** | Students will be qualified to integrate aspects of biodiversity into sustainability management in businesses. |
| **Content** | This module covers 1. System concepts in environmental science
2. Globalisation versus regionalisation
3. Global economic cycles and value creation
4. International and national programmes for implementing the UN’s sustainable development goals
5. Ecosystem services and biodiversity indicators (analysis and exploitation strategies)
6. Internationally oriented biodiversity management as part of sustainability strategies in business
7. Biodiversity-oriented consideration of operational functions and cross-sectional fields
8. Examples of biodiversity and good company.
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| **Teaching and** **learning forms** | Lectures (2 hrs/wk), seminars (2 hrs/wk) and self-study.  |
| **Participation requirements** | None |
| **Applicability** | This module is one of nine electives for the Biodiversity and Collection Management master’s degree programme, of which four must be selected. This module is also one of 29 electives from which students on the Ecosystem Services master’s degree programme must select according to Sec. 27(3) of the examination regulations. This module is a core module for the focus area of environmental management in the International Management master’s degree programme; in accordance with Sec. 26(4)(2) of the examination regulations for the International Management master’s degree programme, two of the six focus areas must be chosen. This module is one of five electives from the focus area of biodiversity and nature conservation in the Biotechnology and Applied Ecology master’s degree programme, of which modules worth 15 credit points are to be chosen. This is a core module in the Business Ethics and Responsible Management master’s degree programme. |
| **Requirements for the award of credit points** | Credit points are earned upon successful completion of the module. This module is examined via a seminar paper including a presentation requiring 50 hours of work. |
| **Credit points** **and grades** | 5 credit points are awarded for this module. The module grade is the grade achieved for the assessed work. |
| **Frequency of the** **module** | This module runs once per year in the winter semester. |
| **Workload**  | The total workload for this module is 150 hours. Of these, 60 hours are allocated for lectures and teaching activities and 90 hours for self-study, including exam preparation and the examination itself. |
| **Module duration** | The module lasts for one semester. |

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| **Module number** | **Module name** | **Lecturer responsible** |
| M\_BCM 1.5(M\_IM 3.3.2) | Ecosystem Services – Foundations | Prof. Ring(irene.ring@tu-dresden.de)  |
| **Objectives** | Upon completion of this module, students will have gained knowledge of key approaches for conceptualising ecosystem services and will be familiar with current scientific developments and socio-political strategies for the sustainable delivery of ecosystem services. They will gain an overview of different methods in economics and social sciences for evaluating ecosystem services and possess methodical, social and self-competencies. |
| **Content** | This module provides an overview of the historical development and current forms of the concept of ecosystem services. The module highlights the relationships between biodiversity and ecosystem services and looks at different approaches to defining and categorising ecosystem services. Insights into global, regional and national ecosystem assessment processes such as the Millennium Ecosystem Assessment (MA), the Intergovernmental Science-Policy Platform on Biodiversity and Ecosystem Services (IPBES) and the UK National Ecosystem Assessment (NEA) as well as the principles used in the approaches taken and methods used for understanding and evaluating ecosystem services. |
| **Teaching and** **learning forms** | Lectures (1.5 hrs/wk), practical sessions (2 hrs/wk) and self-study. |
| **Participation requirements** | None |
| **Applicability** | This module is a core module for the Biodiversity and Collection Management master’s degree programme, it is a prerequisite for core module M\_BCM 1.6 and the electives M\_BCM 2.5, and M\_BCM 3.5. This module is a core module for the International Management master’s degree programme when choosing Environmental Management as a focus area; in accordance with Sec. 26(4)(2) of the examination regulations for the International Management master’s degree programme, two of the six focus areas must be chosen. Additionally, one of five electives to be chosen from the focus area of biodiversity and nature conservation in the Biotechnology and Applied Ecology master’s degree programme whose modules are worth 15 credit points. For the Business Ethics and Responsible Management master’s degree programme, this is one of eleven electives, of which six must be chosen. |
| **Requirements for the award of credit points** | Credit points are earned upon successful completion of the module. This module is examined with one end-of-semester exam of 90 minutes.  |
| **Credit points** **and grades** | 5 credit points are awarded for this module. The module grade is the grade achieved in the examination. |
| **Frequency of the** **module** | This module runs once per year in the winter semester. |
| **Workload**  | The total workload for this module is 150 hours. Of these, 52.5 hours are allocated for lectures and teaching activities and 97.5 hours for self-study, including exam preparation and the examination itself. |
| **Module duration** | The module lasts for one semester. |

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| Module number | Module name | Lecturer responsible |
| M\_BAÖ 4.1(M\_IM 3.3.3) | Environmental Law | Prof. Delakowitz(b.delakowitz@hszg.de) |
| **Objectives** | Students will learn the basics of civil law and will be able to apply the relevant legal regulations. They will understand the fundamental legal principles of environmental law (precautionary, polluter pays, cooperation, subsidiarity principles) and become familiar with legal sources and standardisation levels (international environmental law, EU law, environmental law at the federal, state and local levels). Students will be familiar with international agreements relating to biodiversity. They will be able to apply impact and compensatory regulations. They will also know about main activities required where plans are subject to approval or there is an obligation to perform an environmental impact assessment (EIA). They will be able to independently carry out or contribute to the approval and EIA procedure. Students will possess knowledge of the legally compliant handling of hazardous substances and the European chemical policy (REACh; students can use these as a basis for creating registers of hazardous substances and for carrying out workplace safety analyses (in accordance with German hazardous materials regulations). Students will be able to formulate and evaluate operational instructions, lead disposal concepts and document waste disposal as well as be capable of making decisions on environmental issues. |
| **Content** | This module covers environmental and nature conservation law, environmental impact assessments, classes of hazardous materials and their management. |
| **Teaching and** **learning forms** | Lectures (4 hrs/wk), practical sessions (1 hr/wk) and self-study. All teaching for this module is done in English. |
| **Participation requirements** | None |
| **Applicability** | This module is one of six electives for the focus area of biodiversity and nature conservation in the Biotechnology and Applied Ecology master’s degree programme, of which students must choose five. This module is one of nine electives for the Biodiversity and Collection Management master’s degree programme, of which four must be selected. This module is also one of 29 electives from which students on the Ecosystem Services master’s degree programme must select according to Sec. 27(3) of the examination regulations. This module is a core module for the focus area of environmental management in the International Management master’s degree programme; in accordance with Sec. 26(4)(2) of the examination regulations for the International Management master’s degree programme, two of the six focus areas must be chosen. For the Business Ethics and Responsible Management master’s degree programme, this is one of eleven electives, of which six must be chosen. |
| **Requirements for the award of credit points** | Credit points are earned upon successful completion of the module. This module is examined with one end-of-semester exam in English of 180 minutes. |
| **Credit points and grades** | 5 credit points are awarded for this module. The module grade is the grade achieved in the examination. |
| **Frequency of the** **module** | This module runs once per year in the winter semester. |
| **Workload**  | The total workload for this module is 150 hours. Of these, 75 hours are allocated for lectures and teaching activities and 75 hours for self-study, including exam preparation and the examination itself. |
| **Module duration** | The module lasts for one semester. |
| **Recommended literature** | Delakowitz, B. (2016): *Skript Grundlagen Umweltrecht*; Hochschule Zittau/GörlitzDelakowitz, B. (2016): *Skript Grundlagen Energierecht*; Hochschule Zittau/GörlitzDelakowitz, B. (2016): *Skript Grundlagen Gefahrstoffrecht*; Hochschule Zittau/GörlitzKotulla, M. (2014): *Umweltrecht - Grundstrukturen und Fälle*. 6th edition; Boorberg Verlag.Kluth, W., Smeddinck, U. (2013): *Umweltrecht - Ein Lehrbuch*. Springer SpektrumMakuch, K., Pereira, R. (Eds.) (2012): *Environmental and Energy Law*. Wiley-Blackwell.Morgera, E. (2017): *Corporate Accountability in International Environmental Law*. 2nd edition; Oxford University Press.Morgera, E., Razzaque, J. (Eds.) (2017): *Biodiversity and Nature Protection Law.* *Elgar Encyclopedia of Environmental Law; University of Strathclyde*.Storm, P.-Chr.: *Umweltrecht*, Beck-Texte in dtv (in current edition). |

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| **Module number** | **Module name** | **Lecturer responsible** |
| M\_IM 3.4.1 | Case Studies in Supply Chain Management | Prof. Claus(thorsten.claus@tu-dresden.de) |
| **Objectives** | Students will gain a deeper understanding of aspects of production and logistics. They will be able to work with current methods of production and logistics management and apply these to specific complex use cases. They will learn about the possibilities and limitation of e-learning for cooperative learning and team work across multiple location in production and logistics management. |
| **Content** | The module looks at current trends and research topics in production and logistics as well as providing an insight into learning processes across multiple locations. |
| **Teaching and learning formats** | Lectures (2 hrs/wk), seminars (2 hrs/wk) and self-study. |
| **Participation requirements** | Basic knowledge of logistics from module M\_IM 1.4 is required for this module. |
| **Applicability** | This module is a core module for the logistics management focus area among the special electives for the International Management master’s degree programme; in accordance with Sec. 26(4)(2) of the examination regulations, two of the six focus areas must be chosen.  |
| **Requirements for the award of credit points** | Credit points are earned upon successful completion of the module. This module is examined via a seminar paper including a presentation requiring 50 hours of work. |
| **Credit points and grades** | 5 credit points are awarded for this module. The module grade is the grade achieved in the examination. |
| **Frequency of the module** | This module runs once per year in the winter semester. |
| **Workload** | The total workload for this module is 150 hours. Of these, 60 hours are allocated for lectures and teaching activities and 90 hours for self-study, including exam preparation and the examination itself. |
| **Module duration** | The module lasts for one semester. |

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| **Module number** | **Module name** | **Lecturer responsible** |
| M\_IM 3.4.2 | International Logistics Management  | Prof. Keil(Sophia.Keil@hszg.de) |
| **Objectives** | Students will have factual, conceptual and process knowledge of international logistics management. They will be able to effectively and efficiently plan, manage and control international logistics processes. Students will have collaborative skills for working with external partners in international supplier management. |
| **Content** | This module covers 1. Management framework for international value networks (strategy development, configuration, coordination, fit)
2. Peripheral systems of international value networks (macro-environment, micro-environment) and the associated political, economic, geographic and cultural distances
3. Approaches to international procurement logistics, particularly supplier management and successfully leading negotiations within the context of international value chains
4. Approaches to production logistics at the location level, e.g. Lean Management methods
5. Approaches to planning, management and control of combined, intermediate and inter-company, cross-border trades.
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| **Teaching and learning formats** | Lectures (1 hr/wk), seminars (3 hrs/wk) and self-study. Lectures and seminars are held in English. |
| **Participation requirements** | None |
| **Applicability** | This module is a core module for the logistics management focus area among the special electives for the International Management master’s degree programme; in accordance with Sec. 26(4)(2) of the examination regulations, two of the six focus areas must be chosen.  |
| **Requirements for the award of credit points** | Credit points are earned upon successful completion of the module. This module is examined with one end-of-semester exam of 90 minutes and a report requiring 25 hours of work.  |
| **Credit points and grades** | 5 credit points are awarded for this module. The module grade is calculated from the weighted average of grades from the assessed work and examination. The report is weighted to 60% of the mark and the exam 40%.  |
| **Frequency of the module** | This module runs once per year in the winter semester. |
| **Workload** | The total workload for this module is 150 hours. Of these, 60 hours are allocated for lectures and teaching activities and 90 hours for self-study, including exam preparation and the examination itself. |
| **Module duration** | The module lasts for one semester. |

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| **Module number** | **Module name** | **Lecturer responsible** |
| M\_IM 3.5.3 | Finance | Prof. Strassberger(m.strassberger@hszg.de) |
| **Objectives** | Students will be familiar with more in-depth aspects of modern financing theory as well as with fundamental ways of thinking and modelling newer, informational and behavioural economic approaches. They will be able to work with the corresponding models and analyse economic financing problems. |
| **Content** | This module covers1. in-depth aspects of modern, neoclassical financing theory enhanced with known models
2. principles and selected models of informational economic financing theory; asymmetric information and principal agent problems
3. Principles and selected approaches to behavioural economic financing theory (behavioural finance).
 |
| **Teaching and learning formats** | Lectures (1 hr/wk), seminars (3 hrs/wk) and self-study. Lectures and seminars are held in English.  |
| **Participation requirements** | Knowledge of how to assess investments, business financing and neoclassical financing and capital market theory is required for this module. Literature: Perridon, L., M. Steiner, A. Rathgeber, *Finanzwirtschaft der Unternehmung*, 17th edition., Vahlen, Munich 2017.Brealey, R. A., S. C. Myers, F. Allen, *Principles of Corporate Finance*, 11th ed., McGraw-Hill, New York et al. 2013. |
| **Applicability** | This module is a core module for the finance and accounting focus area among the special electives for the International Management master’s degree programme; in accordance with Sec. 26(4)(2) of the examination regulations, two of the six focus areas must be chosen.  |
| **Requirements for the award of credit points** | Credit points are earned upon successful completion of the module. This module is examined with a report in English requiring 50 hours of work. |
| **Credit points and grades** | 5 credit points are awarded for this module. The module grade is the grade achieved in the examination. |
| **Frequency of the module** | This module runs once per year in the winter semester. |
| **Workload** | The total workload for this module is 150 hours. Of these, 60 hours are allocated for lectures and teaching activities and 90 hours for self-study, including exam preparation and the examination itself. |
| **Module duration** | The module lasts for one semester. |

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| **Module number** | **Module name** | **Lecturer responsible** |
| M\_IM 3.6.2 | Applied Microeconomics | Prof. Schütte(t.schuette@hszg.de) |
| **Objectives** | Students will possess knowledge of the fundamental concepts and methods of industrial economics with a particular focus on strategic interactions. They will be able to assess market structures, behaviours and results. |
| **Content** | The module covers the following topics: 1. Industrial economics a) Monopoly and monopolistic competition b) oligopolitical markets 2. Strategic competition  a) Basic game theory b) Insights into behavioural economics. |
| **Teaching and learning formats** | Lectures (2 hrs/wk), practical sessions (2 hrs/wk) and self-study. Lectures and practical sessions are held in English. |
| **Participation requirements** | None |
| **Applicability** | This module is a core module for the management sciences focus area among the special electives for the International Management master’s degree programme; in accordance with Sec. 26(4)(2) of the examination regulations, two of the six focus areas must be chosen.  |
| **Requirements for the award of credit points** | Credit points are earned upon successful completion of the module. This module is examined with one end-of-semester exam in English of 90 minutes.  |
| **Credit points and grades** | 5 credit points are awarded for this module. The module grade is the grade achieved in the examination. |
| **Frequency of the module** | This module runs once per year in the winter semester. |
| **Workload** | The total workload for this module is 150 hours. Of these, 60 hours are allocated for lectures and teaching activities and 90 hours for self-study, including exam preparation and the examination itself. |
| **Module duration** | The module lasts for one semester. |