

# MODULHANDBUCH

für den Studiengang der Fakultät Wirtschaft und Technik

### International Industrial Management (MBA) – SPO 3.1

Fassung Version 3.1 Stand 04. Juli 2023

SPO Version 3.1 vom 16. Januar 2007 in der Fassung vom 04. Juli 2023

Gültig ab September 2023 (Wintersemester 2023/2024)



### Änderungsverzeichnis

| Datum            | Version | Beschreibung der Änderung   | Bearbeiter |
|------------------|---------|---|------------|
| 28. Oktober 2019 | 1.0     | Erstellung  | Flad/Luong |
| 19. März 2021    | 2.0     | Update Modulbeschreibungen<br>SoSe 2021   | Flad/Luong |
| 01. Oktober 2021 | 3.0     | Update Modulbeschreibungen<br>WiSe 2021/22  | Flad/Luong |
| 05. Oktober 2022 | 3.0     | Update Modulbeschreibungen<br>WiSe 2022/23  | Flad/Luong |
| 04. Juli 2023    | 3.1     | Überführen der SPO Version 3.0<br>in die SPO für die Master-<br>studiengänge aus den<br>Bereichen Betriebswirtschaft,<br>Ingenieurwissenschaften und<br>Naturwissenschaften |            |
| 26. Juli 2023    | 3.1     | Update Modulbeschreibungen<br>WiSe 2023/24  | Flad/Luong |

#### Hinweis zur Gültigkeit

Dieses Modulhandbuch gilt für Studierende, die das Studium im Studiengang

- International Industrial Management SPO Version 3.1

der Studien- und Prüfungsordnung der Hochschule Esslingen ab dem Wintersemester 2023/2024 aufgenommen haben.

#### Sonstige Anmerkungen

Der Workload pro Creditpoint beträgt in diesem Studiengang (§8 (1) MRVO):

| Credits | Workload in Stunden |
|---------|---------------------|
| 1       | 30                  |

#### Freigabe

Dieses Dokument ist zur Verwendung freigegeben, Esslingen, den 1. September 2023

gez. Prof. Dr. M. Flad



# Kontaktpersonen Modulhandbuch

| Studiengangleiter:             | Prof. Dr. Michael Flad<br>Michael.Flad@hs-esslingen.de<br>Graduate School<br>Flandernstraße 101<br>F 02.123 |
|--------------------------------|---|
| Prüfungsausschussvorsitzender: | Prof. Dr. Michael Flad<br>Michael.Flad@hs-esslingen.de<br>Graduate School<br>Flandernstraße 101<br>F 02.123 |
| Fachstudienberater:            | Prof. Dr. Michael Flad<br>Michael.Flad@hs-esslingen.de<br>Graduate School<br>Flandernstraße 101<br>F 02.123 |
| Erstellung Modulhandbücher:    | Flad/Luong  |

#### Studienverlaufsplan / Modulübersicht / Struktur

| 1st Semester  |                                   |                           |                               |                       |   |                    |  |                    |  |           |  |  |  |  |  |                    |  |                    |  |                    |  |
|---|-----------------------------------|---------------------------|-------------------------------|-----------------------|---|--------------------|--|--------------------|--|-----------|--|--|--|--|--|--------------------|--|--------------------|--|--------------------|--|
| Data Analytics and<br>Information<br>Management     | Marketing, Sales<br>and Economics | Finance                   |                               | Finance Operatio      |   | Finance Operations |  | Finance Operations |  | Finance ( |  |  |  |  |  | Finance Operations |  | Finance Operations |  | Finance Operations |  |
| 6 ECTS  | 6 ECTS                            | 6 ECTS                    |                               | 6 ECTS                | 6 ECTS  |                    |  |                    |  |           |  |  |  |  |  |                    |  |                    |  |                    |  |
| 2nd Semester  |                                   |                           |                               |                       |   |                    |  |                    |  |           |  |  |  |  |  |                    |  |                    |  |                    |  |
| BusinessProject: GeneralGeneralManagementManagement |                                   |                           |                               |                       |   |                    |  |                    |  |           |  |  |  |  |  |                    |  |                    |  |                    |  |
|   |                                   |                           |                               | 8 ECTS                | 10 ECTS   |                    |  |                    |  |           |  |  |  |  |  |                    |  |                    |  |                    |  |
| Entrepreneurial<br>Management                       | Management Management             |                           | Sustainable<br>Production and |                       | Project: Sustainable<br>Production and Technology |                    |  |                    |  |           |  |  |  |  |  |                    |  |                    |  |                    |  |
| 6 ECTS  | 6 ECTS                            | Technology<br>8 ECTS      |                               | 10 ECTS               |   |                    |  |                    |  |           |  |  |  |  |  |                    |  |                    |  |                    |  |
|   |                                   | Digital<br>Transformation |                               | Digital<br>Management | Project: Digital<br>Transformation                |                    |  |                    |  |           |  |  |  |  |  |                    |  |                    |  |                    |  |
|   |                                   |                           |                               | 8 ECTS                | 10 ECTS   |                    |  |                    |  |           |  |  |  |  |  |                    |  |                    |  |                    |  |
| 3rd Semester  |                                   |                           |                               |                       |   |                    |  |                    |  |           |  |  |  |  |  |                    |  |                    |  |                    |  |
| Master's Thesis                                     |                                   |                           |                               |                       |   |                    |  |                    |  |           |  |  |  |  |  |                    |  |                    |  |                    |  |
|   |                                   | 30 ECTS                   |                               |                       |   |                    |  |                    |  |           |  |  |  |  |  |                    |  |                    |  |                    |  |
|   |                                   | 30 ECTS                   |                               |                       |   |                    |  |                    |  |           |  |  |  |  |  |                    |  |                    |  |                    |  |



| 1           | 2                                      | 3                                | 4   | 5   |    |          | 6               | 7                 | 8            |
|-------------|--|----------------------------------|---|---|----|----------|-----------------|-------------------|--------------|
| 1           | 2                                      | 3                                | 4   |   |    |          | 0               | /                 | •            |
| Modulnummer |  |                                  | Teilgebiet  | Lehrum-<br>fang SWS je<br>Semester<br>1 2 3 |    |          | Studienleistung | Prüfungsleistung  | Creditpunkte |
| Vorber      | reitungskurs                           |                                  |   |   |    |          |                 |                   |              |
|             | -                                      | 0                                | German Language and Culture   | x   |    |          | TE              |                   | 0            |
|             |  | 2                                | Quantitative Methods  | 2   |    | 1        | 1               | 1                 |              |
| 5211        | Data Analytics and Information         | 2                                | Data Science  | 2   |    | -        |                 | кцэо              | 6            |
|             | Management                             | 2                                | Information Management  | 2   |    |          | TE              | 1                 |              |
|             |  | 2                                | Industrial Marketing  | 2   |    |          |                 | KL90 (2)          |              |
| 5212        | Marketing, Sales and Economics         | 2                                | Market and Competitive Intelligence<br>Economics                      | 2   |    | <u> </u> |                 |                   | 6            |
|             |  | 2                                | Financial Reporting and Analysis                                      | 2   |    |          |                 | KL60 (1)          |              |
| 5213        | Finance                                | 2                                | Corporate Finance   | 2   |    | <u> </u> |                 | KL150             | 6            |
|             |  | 2                                | Investments   | 2   |    |          |                 |                   | -            |
|             |  | 2                                | Project Management  | 2   |    |          |                 |                   |              |
| 5214        | Operations                             | 2                                | Quality Management  | 2   |    |          |                 | KL120             | 6            |
|             |  | 2                                | Operations and Supply Chain Management<br>Organisational Development  | 2   |    |          |                 |                   |              |
| 5215        | Organisational Behaviour and Strategy  |                                  | Intercultural Leadership and Negotiations                             | 2   |    | -        | TE              | PA                | 6            |
|             | organisational behavioar and strategy  | 2                                | Corporate Strategy  | 2   |    | -        |                 | 11                | ľ            |
|             | 1                                      |                                  | Summe 1. Semester   | 30  |    |          |                 |                   | 30           |
|             |  | 2                                | Corporate Governance and Business Ethics                              |   | 2  |          | TE              | PA (2)            |              |
| 5216        | Entrepreneurial Management             | 2                                | Business Law  | _   | 2  | <u> </u> |                 |                   | 6            |
|             |  | 2                                | Entrepreneurship<br>International Finance and Risk Management         | _   | 4  |          |                 | PA (1)            |              |
| 5225        | International Management               | 2                                | International Finance and Risk Management                             | _   | 2  |          |                 | KL150             | 6            |
| 5225        | international Management               | 2                                | Management Accounting   |   | 2  | <u> </u> |                 | -                 | ľ            |
|             |  |                                  | Summe 2. Semester   |   |    |          |                 |                   | 12           |
|             |  | 2                                | Scientific Methodology and Academic Writing                           |   |    | 2        |                 | PA (2)            |              |
| 5226        | Master's Thesis                        | 10                               | Corporate Report  | _   |    | x        |                 | BE (10)           | - 30         |
|             |  | 14<br>4                          | Thesis<br>Colloquium  |   |    | x<br>x   |                 | BE (14)<br>RE (4) | -            |
|             |  | -                                | Summe 3. Semester   |   |    | x+2      |                 | n= (4)            | 30           |
|             |  |                                  | Summe gesamtes Studium  | 55  |    |          |                 |                   | 90           |
|             |  |                                  | Summe gesumes section   |   |    |          |                 | -                 | 50           |
| 1           | 2                                      | 3                                | 4   | 5   |    |          | 6               | 7                 | 8            |
| Modulnummer | Modulname                              | Tei <del>l</del><br>Creditpunkte | Teilgebiet  | Lehru<br>fang<br>Seme                       | SW | S je     | Studienleistung | Prüfungsleistung  | Creditpunkte |
| Schwe       | rpunkt: General Management             |                                  |   |   |    |          |                 |                   | 18           |
|             |  | 2                                | Lean Management   |   | 2  |          |                 | KL120             |              |
| 5227        | Business Management                    | 2                                | Business Growth and Valuation<br>Innovation and Technology Management | _   | 2  | -        |                 |                   | 8            |
|             |  | 2                                | Business Simulation   |   | 1  | -        | TE              | PA                |              |
| 5220        | Design to Conserve bit servers and     | 2                                | Best-Practice-Solutions   |   | 1  |          | TE              |                   | 10           |
| 5220        | Project General Management             | 8                                | Project Work  |   | 2  |          |                 | PA                | 10           |
| Schwe       | rpunkt: Sustainable Production and Tec |                                  |   |   | -  |          |                 |                   | 18           |
|             |  | 2                                | Sustainable Technology Management                                     | _   | 2  | -        |                 | KL120             |              |
| 5221        | Sustainable Management                 | 2                                | Sustainability Assessment<br>Sustainable Supply Chain Management      |   | 2  | -        |                 |                   | 8            |
|             |  | 2                                | Business Simulation   |   | 1  | -        | TE              | PA                |              |
| 5222        | Project Sustainable Production and     | 2                                | Best-Practice-Solutions   |   | 1  |          | TE              | PA                | 10           |
|             | Technology                             | 8                                | Project Work  |   | 2  |          |                 | ľ^^               |              |
| Schwe       | rpunkt: Digital Transformation         | 2                                | Disited Entermains and Information Containing                         |   | 2  |          |                 | 1                 | 18           |
|             |  | 2                                | Digital Enterprise and Information Systems Smart Manufacturing        | _   | 2  | -        |                 | KL120             |              |
| 5223        | Digital Management                     | 2                                | Digital Change and Process Management                                 |   | 2  | -        |                 |                   | 8            |
|             |  | 2                                | Business Simulation   | +   | 1  |          | TE              | PA                |              |
| 5224        | Project Digital Transformation         | 2                                | Best-Practice-Solutions   |   | 1  |          | TE              | PA                | 10           |
| 2224        | in oject olgitar fransformation        | 8                                | Project Work  |   | 2  |          |                 | 1° <b>°</b>       | 1            |
|             |  | _                                |   |   |    |          |                 |                   |              |



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# Course German Language and Culture

| 1 | Course Number   | Study Programme<br>IM (MBA)  | Semester<br>1                                    | Offered in<br>XWS□SS | <b>Duration</b><br>1 semester | Course Type<br>Not Mandatory | Workload (h)<br>293 | ECTS Points<br>0 |
|---|---|--|--|----------------------|-------------------------------|------------------------------|---------------------|------------------|
| 2 | Courses   |  | Teaching and Learning<br>Forms                   |                      | Conta                         | act Time                     | Self-Study<br>Time  | Language         |
|   |   |  |  |                      | (SWS)                         | (h)                          | (h)                 |                  |
|   | German Language a   | and Culture  | Lecture, exerc<br>excursions                     | ises,                | 10                            | 293                          | 45                  | German           |
| 3 | Learning Outcomes<br>Once the course ha   |  |  | e students           |                               |                              |                     |                  |
|   | Knowledge and Un  | derstanding  |  |                      |                               |                              |                     |                  |
|   |   | ast beginners A2 le  | evel (common E                                   | uropean frame        | work of referen               | ce for languages             | )                   |                  |
|   |   | rstand sentences ar  |  |                      |                               |                              |                     | (e.g. very bas   |
|   |   | and family information   |  |                      |                               |                              |                     | ,                |
|   | The stude   | nts learn about Ge   | rman culture, h                                  | nistory and loca     | l geography                   |                              |                     |                  |
|   | Lico Application or   | d Concretion of K  |  |                      |                               |                              |                     |                  |
|   | Use, Application an   | d Generation of Ki   | nowiedge   |                      |                               |                              |                     |                  |
|   | Use and Transfer  |  |  |                      |                               |                              |                     |                  |
|   | <ul> <li>can comn</li> </ul>  | nunicate in simple a   | and routine tas                                  | ks requiring a s     | imple and direct              | exchange of inf              | ormation on fan     | niliar and       |
|   | routine m   |  |  |                      |                               |                              |                     |                  |
|   |   | ibe in simple terms  | aspects of his/                                  | her background       | d, immediate en               | vironment and r              | natters in areas    | of immediat      |
|   | need  |  |  |                      |                               |                              |                     |                  |
|   | Methods   |  |  |                      |                               |                              |                     |                  |
|   |   | exercises & excursi  | ons  |                      |                               |                              |                     |                  |
|   |   | exercises & excursi  | ons  |                      |                               |                              |                     |                  |
|   | Lectures, Contents  |  | ons  |                      |                               |                              |                     |                  |
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|   | <ul> <li>Lectures,</li> <li>Contents</li> <li>German Lecture</li> <li>Possessiva</li> <li>Perfekt un</li> <li>Wortbilda</li> <li>Wortbilda</li> <li>Wechselp</li> <li>Adjektivd</li> <li>Temporal</li> <li>Konjunkti</li> <li>Konjunkti</li> <li>Reflexive</li> <li>Passiv Prä</li> <li>Indirekte</li> <li>Fragen ur</li> <li>Präteritur</li> <li>Demonstre</li> </ul> Excursions <ul> <li>Lake Cons</li> <li>Stuttgart</li> </ul>                                | artikel<br>nd Präteritum<br>Ing Nomen<br>räpasitionen mit D<br>eklinationen<br>e Präposistionen ur<br>v I und II<br>onen<br>Verben<br>isens<br>Fragen und locale F<br>id Präpositionaladv<br>n Modalverben<br>rativpronomen                                | ativ und Akkusa<br>nd Temporale A<br>Präposition |                      |                               |                              |                     |                  |
|   | <ul> <li>Lectures,</li> <li>Contents</li> <li>German Lecture</li> <li>Possessiva</li> <li>Perfekt un</li> <li>Wortbilda</li> <li>Wechselp</li> <li>Adjektivd</li> <li>Temporal</li> <li>Konjunkti</li> <li>Konjunkti</li> <li>Reflexive</li> <li>Passiv Prä</li> <li>Indirekte</li> <li>Fragen ur</li> <li>Präteritur</li> <li>Demonstre</li> </ul> Excursions <ul> <li>Lake Cons</li> <li>Stuttgart</li> <li>Heidelber</li> </ul>                                | artikel<br>nd Präteritum<br>Ing Nomen<br>räpasitionen mit D<br>eklinationen<br>e Präposistionen ur<br>v I und II<br>onen<br>Verben<br>isens<br>Fragen und locale F<br>id Präpositionaladv<br>n Modalverben<br>rativpronomen                                | ativ und Akkusa<br>nd Temporale A<br>Präposition |                      |                               |                              |                     |                  |
|   | <ul> <li>Lectures,</li> <li>Contents</li> <li>German Lecture</li> <li>Possessiva</li> <li>Perfekt un</li> <li>Wortbildu</li> <li>Wortbildu</li> <li>Wechselp</li> <li>Adjektivd</li> <li>Temporal</li> <li>Konjunkti</li> <li>Konjunkti</li> <li>Reflexive</li> <li>Passiv Prä</li> <li>Indirekte</li> <li>Fragen ur</li> <li>Präteritur</li> <li>Demonstr</li> </ul> Excursions <ul> <li>Lake Cons</li> <li>Stuttgart</li> <li>Heidelber</li> <li>Ulm</li> </ul> | artikel<br>nd Präteritum<br>ing Nomen<br>räpasitionen mit D<br>eklinationen<br>e Präposistionen un<br>v I und II<br>onen<br>Verben<br>isens<br>Fragen und locale F<br>id Präpositionaladv<br>n Modalverben<br>rativpronomen<br>stance<br>city and TV tower | ativ und Akkusa<br>nd Temporale A<br>Präposition |                      |                               |                              |                     |                  |
|   | <ul> <li>Lectures,</li> <li>Contents</li> <li>German Lecture</li> <li>Possessiva</li> <li>Perfekt un</li> <li>Wortbildu</li> <li>Wechselp</li> <li>Adjektivd</li> <li>Temporal</li> <li>Konjunkti</li> <li>Konjunkti</li> <li>Reflexive</li> <li>Passiv Prä</li> <li>Indirekte</li> <li>Fragen ur</li> <li>Präteritur</li> <li>Demonstr</li> </ul> Excursions <ul> <li>Lake Cons</li> <li>Stuttgart</li> <li>Heidelber</li> <li>Ulm</li> <li>Ludwigsb</li> </ul>  | artikel<br>nd Präteritum<br>ing Nomen<br>räpasitionen mit D<br>eklinationen<br>e Präposistionen un<br>v I und II<br>onen<br>Verben<br>isens<br>Fragen und locale F<br>id Präpositionaladv<br>n Modalverben<br>rativpronomen<br>stance<br>city and TV tower | ativ und Akkusa<br>nd Temporale A<br>Präposition |                      |                               |                              |                     |                  |



|    | <ul> <li>Culture lectures</li> <li>Culture lecture 1: "German customs and traditions"</li> <li>Culture lecture 2: "The way into dictatorship and WWII"</li> <li>Culture lecture 3: "From Confrontation to Cooperation" the idea of the European Union</li> </ul> |
|----|--|
| 5  | Participation Requirements<br>recommended: A1 level  |
| 6  | <ul> <li>Examination Forms and Prerequisites for Awarding ECTS Points</li> <li>Certificate of attendance non-graded (Class attendance of more than 80 %)</li> <li>To get a certificate (A2, etc. level): Written exam passed</li> </ul>                          |
| 7  | Further Use of Course<br>Application for the master's thesis placement   |
| 8  | Course Manager and Full-Time Lecturer<br>Various lecturers   |
| 9  | Literature <ul> <li>Menschen A2, Hueber</li> <li>Material provided by the lecturers</li> </ul>   |
| 10 | Last Updated<br>30.10.2019   |



# Module 5211 Data Analytics and Information Management

| 1 | Module Number<br>5211   | Study Programme<br>IM (MBA)  | Semester<br>1                     | Offered in<br>⊠ WS□ SS | Duration<br>1 semesters | Module Type<br>Compulsory | Workload (h)<br>180 | ECTS Points<br>6 |
|---|---|--|-----------------------------------|------------------------|-------------------------|---------------------------|---------------------|------------------|
| 2 | Courses   |  | Teaching and Learning<br>Forms    |                        | Conta                   | act Time                  | Self-Study<br>Time  | Language         |
|   |   |  |                                   |                        | (SWS)                   | (h)                       | (h)                 |                  |
|   | a) Quantitative M   | lethods  | Lecture, exerc                    | cises                  | 2                       | 30                        | 30                  | English          |
|   | b) Data Science   |  | Lecture, cases                    | , exercises            | 2                       | 30                        | 30                  | English          |
|   | c) Information M  | anagement  | Lecture, cases                    | 30                     | English                 |                           |                     |                  |
| 3 | Learning Outcomes<br>Once the module ha   | as been successfull  |                                   | ne students            | 1                       | <u> </u>                  | <u> </u>            | <u> </u>         |
|   | <ul> <li>understan</li> </ul>   | nd the methods wh<br>nd some methods i<br>nderstanding of in   | n order to anal<br>formation tech | yze actual phen        | omena with dat          | a (Data Science)          |                     |                  |
|   | Use and Transfer<br>choose an<br>choose an  | appropriate forec<br>ad apply methods f  | asting model a<br>or data driven  | decision making        |                         | model                     |                     |                  |
|   | <ul> <li>understand the basics of information security</li> <li>Scientific Innovation         <ul> <li>create new regression models</li> <li>use methods and tools to gain new insights in the various departments of a company based on data</li> <li>use methods and tools to gain insight into new concepts of information management</li> </ul> </li> <li>Communication and Cooperation         <ul> <li>interpret the results of regression analysis</li> <li>translate business problems into analytical solutions</li> <li>enabling evaluation and decision capabilities in information technology issues</li> </ul> </li> </ul> |  |                                   |                        |                         |                           |                     |                  |
|   |   |  |                                   |                        |                         |                           |                     |                  |
|   | <ul> <li>will recog</li> </ul>  | <b>f-Conception/ Professionalism</b><br>I recognize situations in which the methods can be applied<br>Iependently develop adequate approaches for implementing and/or updating technologies in business and produc |                                   |                        |                         |                           |                     | and production   |
|   | <ul> <li>Methods         <ul> <li>lecture, exercises using IT equipment and other sources, presentations, discussion</li> </ul> </li> </ul>   |  |                                   |                        |                         |                           |                     |                  |
| 4 | <ul> <li>Contents</li> <li>The module covers the following three courses:         <ul> <li>Quantitative Methods: Methods which support decision making in various departments of a company</li> <li>Data Science: methods in order to analyze actual phenomena with data</li> <li>Information Management: Implementation, evaluation, design, operation, security, and maintenance of information systems in business and production environments</li> </ul> </li> </ul>  |  |                                   |                        |                         |                           |                     |                  |
| 5 | Participation Requi<br>recommended: Part  |  | able to work w                    | vith MS-Excel.         |                         |                           |                     |                  |
| 6 |   | and Prerequisites<br>xam graded (90mii<br>on Management: C   | n.)                               |                        | raded (Class atte       | endance of more           | e than 80 %)        |                  |



| 7  | <b>Further Use of Module</b><br>This module lays the groundwork for the modules "Entrepreneurial Management" and "Enterprise Management" in the 2 <sup>nd</sup> semester. |
|----|---|
| 8  | Module Manager<br>Prof. Dr. Karin Melzer  |
| 9  | Literature<br>Please see the specific course descriptions   |
| 10 | Last Updated<br>26.10.2019  |



# Module 5212 Marketing, Sales and Economics

| 1 | Module Number St<br>5212   | tudy Programme<br>IM (MBA)                                   | Semester<br>1   | Offered in<br>⊠ WS□ SS              | <b>Duration</b><br>1 semester | Module Type<br>Compulsory | Workload (h)<br>180 | ECTS Points<br>6 |
|---|--|--|---|-------------------------------------|-------------------------------|---------------------------|---------------------|------------------|
| 2 | Courses  |  | Teaching and Learning<br>Forms                        |                                     | Conta                         | Contact Time              |                     | Language         |
|   |  |  |   |                                     | (SWS)                         | (h)                       | (h)                 |                  |
|   | a) Industrial Market   | ting   | Lecture, exerc  | cises                               | 2                             | 30                        | 30                  | English          |
|   | b) Market and Com<br>Intelligence  | petitve  | Lecture, lab ex                                       | kercises                            | 2                             | 30                        | 30                  | English          |
|   | c) Economics   |  | Lecture, exerc  | tises                               | 2                             | 30                        | 30                  | English          |
| 3 | <ul> <li>know how to</li> </ul>  | been successfully<br>rinciples of indust<br>o enable busines | y completed, th<br>trial marketing<br>s reengineering | (Industrial Marl<br>g (Market and C | -                             | ligence)                  |                     |                  |
|   | know the ec Use, Application and   | conomic environr<br>Generation of Ki                         |   | cs)                                 |                               |                           |                     |                  |
|   | Use and Transfer   | nd classify conne  | -   | of doing busine                     | ss – also w.r.t. e            | thical and susta          | inable aspects      |                  |
|   | Scientific Innovation<br>• develop and   | n<br>I to implement st                                       | rategies withir                                       | n an industrial co                  | ompany                        |                           |                     |                  |
|   | Communication and Communicatio | Cooperation<br>ems of case studio                            | es  |                                     |                               |                           |                     |                  |
|   | Scientific Self-Concep<br>• deploy, eval   | tion/ Profession<br>luate and reflect                        |   | ools chosen                         |                               |                           |                     |                  |
|   | Methods<br>• Lectures, dis   | scussion, particip   | ant presentatio                                       | ons, case studie                    | 5                             |                           |                     |                  |
| 4 | Contents The module covers the following three courses: <ul> <li>Industrial Marketing: Develop and implement marketing strategies and apply the tools and methods</li> <li>Market and Competitive Intelligence : Evaluation of markets and competitors</li> <li>Economics: Understand the principle of micro- and macroeconomics</li> </ul>  |  |   |                                     |                               |                           |                     |                  |
|   | Different topics in this   | s module lead to   | an understand   | ing of marketing                    | g and the econo               | mic environmer            | it                  |                  |
| 5 | Participation Require<br>recommended: Partic   |  | able to prepare                                       | e presentations                     | using MS-Powe                 | rPoint                    |                     |                  |
| 6 |  | nd Prerequisites<br>larketing/Market<br>Written exam gra     | and Competiti   |                                     | Written exam g                | raded (90min.)            |                     |                  |
|   | Because of the variety   | y of topics in this  | module, the ex  | ams must be pa                      | assed in order to             | o receive the EC          | TS for the whole    | module           |



| nent" in the 2 <sup>nd</sup> |
|------------------------------|
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|                              |



### Module 5213 Finance

| 1 | Module Number<br>5213  | Study Programme<br>IM (MBA)                                     | Semester<br>1   | Offered in<br>⊠ WS□ SS                | <b>Duration</b><br>1 semester      | Module Type<br>Compulsory    | Workload (h)<br>180 | ECTS Point |  |
|---|--|---|---|---------------------------------------|------------------------------------|------------------------------|---------------------|------------|--|
| 2 | Courses  |   | Teaching and<br>Forms                                   | Teaching and Learning<br>Forms        |                                    | act Time                     | Self-Study<br>Time  | Language   |  |
|   |  |   |   |                                       | (SWS)                              | (h)                          | (h)                 |            |  |
|   | a) Financial Repo  | rting and Analysis  | Lecture, exerc  | cises                                 | 2                                  | 30                           | 30                  | English    |  |
|   | b) Corporate Fina  | nce   | Lecture, cases  | s, exercises                          | 2                                  | 30                           | 30                  | English    |  |
|   | c) Investments   |   | Lecture, cases  | s, exercises                          | 2                                  | 30                           | 30                  | English    |  |
| 3 | Learning Outcomes<br>Once the module ha  | •   |   | he students                           |                                    |                              |                     |            |  |
|   | <ul> <li>know the working c</li> </ul>   | impact of different<br>relevant financial a<br>apital managemen | aspects for deci<br>t (Corporate Fi                     | ision-making, su                      | ich as financial b                 |                              |                     |            |  |
|   | Use, Application an  | d Generation of K   | nowledge  |                                       |                                    |                              |                     |            |  |
|   | <ul> <li>Use and Transfer</li> <li>analyse and interpret financial statements and the financial situation of companies</li> </ul>  |   |   |                                       |                                    |                              |                     |            |  |
|   | <ul> <li>Scientific Innovation</li> <li>use methods and tools to gain new insights in the analysis of financial management decisions</li> </ul>  |   |   |                                       |                                    |                              |                     |            |  |
|   | Communication and Cooperation <ul> <li>discuss current topics in finance</li> </ul> <li>Scientific Self-Conception/ Professionalism <ul> <li>deploy financial tools and methods in the decision-making</li> </ul> </li>  |   |   |                                       |                                    |                              |                     |            |  |
|   | <ul> <li>Methods</li> <li>Lectures, corporate strategic planning simulations, participant presentations, interactive learning through discussions, exchange of experience, case studies and workshops</li> </ul>   |   |   |                                       |                                    |                              |                     |            |  |
| 4 | Corporate companie   | Reporting and Anale<br>Finance: Deploym<br>s finance their ope  | lysis: Impact of<br>ent of financia<br>rations; Cost of | l tools and meth<br>f capital, and we | nods in the decisorking capital ma | ion-making of n<br>anagement | nanagerial finan    | ce; How    |  |
|   | <ul> <li>Investments: Investment decision problems in corporations; Present value calculus, capital budgeting, portfolio theory,<br/>Capital Asset Pricing Model (CAPM) and market efficiency</li> <li>Although the self-study part seems low, there are many exercises during the contact hours, especially in Corporate Finance and<br/>Investments</li> </ul> |   |   |                                       |                                    |                              |                     |            |  |
| 5 | Participation Requirements<br>recommended: Participants should be able to work with MS-Excel   |   |   |                                       |                                    |                              |                     |            |  |
| 6 | Examination Forms<br>• Written ex  | and Prerequisites<br>xam graded (150m                           | -   | ECTS Points                           |                                    |                              |                     |            |  |
| 7 |  |   |   |                                       |                                    |                              |                     |            |  |



| 8  | Module Manager<br>Prof. Dr. Michael Flad                  |
|----|---|
| 9  | Literature<br>Please see the specific course descriptions |
| 10 | Last Updated<br>26.10.2019                                |



# Module 5214 Operations

| 1 | Module Number<br>5214  | Study Programme<br>IM (MBA)   | Semester<br>1                  | Offered in<br>⊠ WS□ SS | <b>Duration</b><br>1 semester | Module Type<br>Compulsory | Workload (h)<br>180 | ECTS Points<br>6 |  |  |  |
|---|--|---|--------------------------------|------------------------|-------------------------------|---------------------------|---------------------|------------------|--|--|--|
| 2 | Courses  |   | Teaching and Learning<br>Forms |                        | Cont                          | act Time                  | Self-Study<br>Time  | Language         |  |  |  |
|   |  |   |                                |                        | (SWS)                         | (h)                       | (h)                 |                  |  |  |  |
|   | a) Project Manag   | ement   | Lecture, exerc                 | ises                   | 2                             | 30                        | 30                  | English          |  |  |  |
|   | b) Quality Manag   | ement   | Lecture, exerc                 | ises                   | 2                             | 30                        | 30                  | English          |  |  |  |
|   | c) Operations and<br>Management  | d Supply Chain  | Lecture, exerc                 | ises                   | 2                             | 30                        | 30                  | English          |  |  |  |
| 3 | Learning Outcomes<br>Once the module ha  |   |                                | ne students            |                               |                           |                     |                  |  |  |  |
|   | <ul><li> understar</li><li> understar</li><li> know how</li></ul>  | <ul> <li>Knowledge and Understanding</li> <li>understand the role of professional project management (Project Management)</li> <li>understand the role of professional quality management in industrial businesses (Quality Management)</li> <li>know how the modern supply chain and methods and tools (Operations and Supply Chain Management)</li> </ul> |                                |                        |                               |                           |                     |                  |  |  |  |
|   | Use, Application and Generation of Knowledge   |   |                                |                        |                               |                           |                     |                  |  |  |  |
|   | <ul> <li>Use and Transfer</li> <li>apply methods and tools for managing operations worldwide within an industrial company</li> </ul>   |   |                                |                        |                               |                           |                     |                  |  |  |  |
|   | Scientific Innovation  |   |                                |                        |                               |                           |                     |                  |  |  |  |
|   |  | operating system  |                                |                        |                               |                           |                     |                  |  |  |  |
|   | <ul> <li>analyse p</li> </ul>  | roblems and develo  | op solutions                   |                        |                               |                           |                     |                  |  |  |  |
|   | <ul> <li>Communication and Cooperation</li> <li>work in small groups to gather commonly used information and align strategy parts</li> </ul>   |   |                                |                        |                               |                           |                     |                  |  |  |  |
|   | <ul> <li>Scientific Self-Conception/ Professionalism</li> <li>justify the proposed solutions of case-studies theoretically and methodically</li> </ul>   |   |                                |                        |                               |                           |                     |                  |  |  |  |
|   |  | Is<br>Lectures, discussion, exercises, participant presentations, case studies, exchange of experience, independent research<br>work done by students   |                                |                        |                               |                           |                     |                  |  |  |  |
| 4 | Contents The module covers the following three courses:     Project Management: Apply principles and methods of professionally managing projects     Quality Management: Impact of quality management on business performance, quality management tools including SPC,                         |   |                                |                        |                               |                           |                     |                  |  |  |  |
|   | <ul> <li>Quality management: impact of quality management of business performance, quality management tools including of e, quality audits and certifications</li> <li>Operations and Supply Chain Management: Fundamentals of all operations functions within industrial companies</li> </ul> |   |                                |                        |                               |                           |                     |                  |  |  |  |
| 5 | Participation Requirements<br>recommended: Participants have knowledge of the foundations of the courses "Economics", "Quantitative Methods" and "Data<br>Science"   |   |                                |                        |                               |                           |                     |                  |  |  |  |
| 6 | Examination Forms <ul> <li>Written e</li> </ul>  | a <b>nd Prerequisites</b><br>xam (incl. case stud   | -                              |                        |                               |                           |                     |                  |  |  |  |
| 7 | Further Use of Mod   | lule  |                                |                        |                               |                           |                     |                  |  |  |  |
| , | This module is the basis for the modules "Production and Technology" and "Sustainable Management"  |   |                                |                        |                               |                           |                     |                  |  |  |  |



| 8  | Module Manager<br>Prof. Dr. Siegfried Zürn                |
|----|---|
| 9  | Literature<br>Please see the specific course descriptions |
| 10 | Last Updated<br>25.10.2019                                |



# Module 5215 Organisational Behaviour and Strategy

| 1 | <b>Module Number</b><br>5215   | Study Programme<br>IM (MBA)  | Semester<br>1                  | Offered in<br>⊠ WS□ SS | <b>Duration</b><br>1 semester | Module Type<br>Compulsory | Workload (h)<br>180 | ECTS Points<br>6 |  |  |
|---|--|--|--------------------------------|------------------------|-------------------------------|---------------------------|---------------------|------------------|--|--|
| 2 | Courses  |  | Teaching and Learning<br>Forms |                        | Cont                          | act Time                  | Self-Study<br>Time  | Language         |  |  |
|   |  |  |                                |                        | (SWS)                         | (h)                       | (h)                 |                  |  |  |
|   | a) Organizational  | Development  | Lecture, cases                 |                        | 2                             | 30                        | 30                  | English          |  |  |
|   | b) Intercultural Le  | eadership and  | Lecture, role p                | olays                  | 2                             | 30                        | 30                  | English          |  |  |
|   | Negotiations   |  | Lecture, cases                 |                        | 2                             | 30                        | 30                  | English          |  |  |
|   | c) Corporate Stra  | tegy   |                                |                        |                               |                           |                     |                  |  |  |
| 3 | Learning Outcomes<br>Once the module ha  |  |                                | ne students            |                               | I                         |                     |                  |  |  |
|   |  | nd an effective and  |                                |                        |                               |                           |                     | on (Leadershin   |  |  |
|   | and Nego   | <ul> <li>know methods for efficient team work and selling as well as importance of soft skill factors for collaboration (Leadership and Negotiations)</li> <li>know the principles of a company's strategy (Corporate Strategy)</li> </ul> |                                |                        |                               |                           |                     |                  |  |  |
|   | Use, Application and Generation of Knowledge   |  |                                |                        |                               |                           |                     |                  |  |  |
|   | <ul> <li>Use and Transfer</li> <li>are capable to use the knowledge including international aspects by using tools and methods to face the human side of enterprise</li> </ul>   |  |                                |                        |                               |                           |                     |                  |  |  |
|   | <ul> <li>Scientific Innovation</li> <li>develop and implement strategies within an industrial company</li> <li>minimize conflict and build team environment</li> </ul>   |  |                                |                        |                               |                           |                     |                  |  |  |
|   | <ul> <li>Communication and Cooperation</li> <li>establish and maintain perfect working conditions &amp; motivation</li> </ul>  |  |                                |                        |                               |                           |                     |                  |  |  |
|   | <ul> <li>Scientific Self-Conception/ Professionalism</li> <li>diagnose complex team dynamics and how to deal with critical situations</li> </ul>   |  |                                |                        |                               |                           |                     |                  |  |  |
|   | Methods  |  |                                |                        |                               |                           |                     |                  |  |  |
|   | • Participant presentations, assigned readings, case studies, group discussions, presentations of group projects, homework, interactive participation, role play, simulations  |  |                                |                        |                               |                           |                     |                  |  |  |
| 4 | Contents<br>The module covers<br>• Organizat   | -  |                                | e critical issues      | facing organizat              | ions in simultan          | eously managing     | g their human    |  |  |
|   | <ul> <li>Organizational Development: Insights to the critical issues facing organizations in simultaneously managing their human<br/>resources at home and abroad. It focuses on international business strategies and discusses discussing digital<br/>implications of the core organizational development topics</li> </ul>  |  |                                |                        |                               |                           |                     |                  |  |  |
|   | <ul> <li>Leadership &amp; Negotiations: Learn and practice the basics of intercultural competence, leadership styles and delegation tools as well as how to profit from diversity: identifying, promoting and using different life experiences, talents and know-how to produce high performance</li> <li>Corporate Strategy: Evaluate alternative strategic roadmaps</li> </ul> |  |                                |                        |                               |                           |                     |                  |  |  |
| 5 | Participation Requi  |  |                                | - '                    |                               |                           |                     |                  |  |  |
|   | recommended: Participants should be able to prepare presentations using MS-PowerPoint  |  |                                |                        |                               |                           |                     |                  |  |  |
| 6 | Examination Forms  | and Prerequisites  | -                              | ECTS Points            |                               |                           |                     |                  |  |  |
|   |  | p and Negotiations   |                                | attendance noi         | n-graded (Class a             | attendance of m           | ore than 80 %)      |                  |  |  |



| 7  | <b>Further Use of Module</b><br>This module lays the groundwork for the modules "Entrepreneurial Management" and "Enterprise Management" in the 2nd semester, where foci lay on the human side and strategy of corporations |
|----|---|
| 8  | Module Manager<br>Prof. Dr. Michael Flad  |
| 9  | Literature<br>Please see the specific course descriptions   |
| 10 | Last Updated<br>26.10.2019  |



# Module 5216 Entrepreneurial Management

| 1  | Module NumberStudy Programme5216IM (MBA)  | Semester<br>2         | Offered in<br>□ WS⊠ SS | <b>Duration</b><br>1 semester | Module Type<br>Compulsory | Workload (h)<br>180 | ECTS Points<br>6 |  |  |  |
|--|---|-----------------------|------------------------|-------------------------------|---------------------------|---------------------|------------------|--|--|--|
| 2  | Courses   | Teaching and<br>Forms | Learning               | Cont                          | act Time                  | Self-Study<br>Time  | Language         |  |  |  |
|  |   |                       |                        | (SWS)                         | (h)                       | (h)                 |                  |  |  |  |
|  | <ul> <li>a) Corporate Governance and<br/>Business Ethics</li> </ul>   | Lecture, tutor        | ial                    | 2                             | 30                        | 30                  | English          |  |  |  |
|  | <ul><li>b) Business Law</li><li>c) Entrepreneurship</li></ul>   | Lecture               |                        | 2                             | 30                        | 30                  | English          |  |  |  |
|  |   | Lecture, start-       | -up visits             | 4                             | 60                        |                     | English          |  |  |  |
| 3  | Learning Outcomes and Competences<br>Once the module has been successfully completed, the students  |                       |                        |                               |                           |                     |                  |  |  |  |
|  | <ul> <li>Knowledge and Understanding <ul> <li>understand the importance of values and corporate governance for personal and corporate success (Corporate Governance and Business Ethics)</li> <li>have a basic understanding of commercial legal relations, in particular with respect to trans-border transactions in Common Law and Civil Law Systems (Business Law)</li> <li>are able to set up a framework for successfully establishing a new business (Entrepreneurship and Innovation Strategies)</li> </ul> </li> </ul>   |                       |                        |                               |                           |                     |                  |  |  |  |
|  | Use, Application and Generation of Knowledge  |                       |                        |                               |                           |                     |                  |  |  |  |
| <ul> <li>Use and Transfer</li> <li>become familiar with core principles of making tough ethical decisions</li> <li>are able to develop risk management solutions from different viewpoints (e.g. seller/purchaser, licensor/licent)</li> </ul> |   |                       |                        |                               |                           | censee)             |                  |  |  |  |
|  | <ul> <li>Scientific Innovation</li> <li>create their own framework for analysing ethical dilemmas</li> <li>evaluate, develop and implement business ideas</li> </ul>  |                       |                        |                               |                           |                     |                  |  |  |  |
|  | <ul> <li>Communication and Cooperation         <ul> <li>present methodical contents and discuss them, e.g. ethical dilemmas (e.g. stemming from digital business solutions)</li> <li>present benefits of international cooperation, uniform laws and harmonization of laws</li> </ul> </li> </ul>   |                       |                        |                               |                           |                     |                  |  |  |  |
|  | <ul> <li>Scientific Self-Conception/ Professionalism</li> <li>evaluate moral values and their role in guiding conduct</li> <li>derive recommendations for decisions from an ethical and legal perspective on the basis of the existing laws</li> </ul>  |                       |                        |                               |                           |                     |                  |  |  |  |
|  | Methods <ul> <li>lectures, interactive learning by discussion, exchange of experience, participant presentations, case studies and workshop, company visits, flipped-class</li> </ul>   |                       |                        |                               |                           |                     |                  |  |  |  |
| 4  | <ul> <li>4 Contents         The module covers the following three courses:         <ul> <li>Corporate Governance and Business Ethics: Delegation tools, fair leadership process, challenging leadership situations current engagement studies into business world and ethical dilemmas</li> <li>Business Law: Formation of contracts, breach of contract etc., corporate structures, mergers &amp; acquisitions (M&amp;A), joint ventures</li> <li>Entrepreneurship and Innovation Strategies: The spirit of Entrepreneurship, entrepreneurs master Innovations, selected key topics for entrepreneurs</li> </ul> </li> </ul> |                       |                        |                               |                           |                     |                  |  |  |  |
|  | Although the self-study part seems low there are exercises and presentations of the students during the contact hours   |                       |                        |                               |                           |                     |                  |  |  |  |
| 5  |   |                       |                        |                               |                           |                     |                  |  |  |  |



| 6  | Examination Forms and Prerequisites for Awarding ECTS Points   |
|----|--|
|    | <ul> <li>Corporate Governance and Business Ethics: Certificate of attendance non-graded (Class attendance of more than 80 %)</li> <li>Business Law: Project work graded</li> </ul> |
|    | Entrepreneurship and Innovation Strategies: Project work graded  |
|    | Because of the variety of topics in this module all exams must be passed in order to receive the ECTS for the whole module   |
| 7  | Further Use of Module<br>This module lays the foundation for module "General Management" and "Master's Thesis"   |
| 8  | Module Manager<br>Prof. Dr. Michael Flad   |
| 9  | Literature<br>Please see the specific course descriptions  |
| 10 | Last Updated<br>26.10.2019   |



# Module 5220,5222,5224 Project

| 1 | <b>Module Number</b><br>5220, 5222, 5224   | Study Programme<br>IM (MBA)  | Semester<br>2                       | Offered in<br>☐ WS⊠ SS | <b>Duration</b><br>1 semester | Module Type<br>Compulsory | Workload (h)<br>300 | ECTS Points<br>10 |  |  |  |
|---|--|--|-------------------------------------|------------------------|-------------------------------|---------------------------|---------------------|-------------------|--|--|--|
| 2 | Courses  |  | Teaching and Learning<br>Forms      |                        | Cont                          | act Time                  | Self-Study<br>Time  | Language          |  |  |  |
|   |  |  |                                     |                        | (SWS)                         | (h)                       | (h)                 |                   |  |  |  |
|   | a) Best Practice Se  | olutions   |                                     |                        | 1                             | 15                        | 45                  | English           |  |  |  |
|   | b) Project Work  |  | Project, coach                      | ning                   | 2                             | 30                        | 210                 | English           |  |  |  |
| 3 | -  | Learning Outcomes and Competences<br>Once the module has been successfully completed, the students |                                     |                        |                               |                           |                     |                   |  |  |  |
|   | <ul><li>chosen sp</li><li>can compa</li></ul>  | nd what makes the<br>ecialization (Best P<br>are the knowhow o                                     | Practice Solutio<br>obtained in the | ns)                    | -                             |                           |                     |                   |  |  |  |
|   | Use, Application and Generation of Knowledge   |  |                                     |                        |                               |                           |                     |                   |  |  |  |
|   | <ul> <li>Use and Transfer</li> <li>Assess and evaluate project performance</li> </ul>  |  |                                     |                        |                               |                           |                     |                   |  |  |  |
|   | <ul> <li>Scientific Innovation</li> <li>resolve scientific and technical issues, taking into account economic, environmental, safety and ethical aspects</li> </ul>  |  |                                     |                        |                               |                           |                     |                   |  |  |  |
|   | <ul> <li>Communication and Cooperation</li> <li>give short pitches on the topic of the project</li> </ul>  |  |                                     |                        |                               |                           |                     |                   |  |  |  |
|   | <ul> <li>Scientific Self-Conception/ Professionalism</li> <li>independently learn new managerial technologies and methods</li> </ul>   |  |                                     |                        |                               |                           |                     |                   |  |  |  |
|   | <ul> <li>Project (classical or agile), team work, coaching, student presentations</li> </ul>   |  |                                     |                        |                               |                           |                     |                   |  |  |  |
| 4 | Contents   |  |                                     |                        |                               |                           |                     |                   |  |  |  |
|   | <ul> <li>The module covers the following two courses:</li> <li>Best Practice Solutions: Visits to industrial companies in the chosen specialization</li> </ul>   |  |                                     |                        |                               |                           |                     |                   |  |  |  |
|   | <ul> <li>Project Work: Development of a project within the field of their specialization</li> </ul>  |  |                                     |                        |                               |                           |                     |                   |  |  |  |
|   | This module supplies the student with different tools and methods which are important for the module "Master's Thesis"   |  |                                     |                        |                               |                           |                     |                   |  |  |  |
| 5 | <b>Participation Requirements</b><br>recommended: Participants have knowledge of the foundations of the modules of the 1 <sup>st</sup> semester and based on their<br>specialization "General Management" or "Sustainable Production and Technology" or "Digital Transformation" |  |                                     |                        |                               |                           |                     |                   |  |  |  |
| 6 | <ul> <li>Examination Forms and Prerequisites for Awarding ECTS Points</li> <li>Best Practice Solutions: Certificate of attendance non-graded (Class attendance of more than 80 %)</li> <li>Project Work: Project work graded</li> </ul>  |  |                                     |                        |                               |                           |                     |                   |  |  |  |
| 7 | <b>Further Use of Mod</b><br>This module is part of<br>Transformation" and   | of the specializatio   |                                     |                        |                               | oduction and Te           | chnology" or "D     | gital             |  |  |  |
| 8 | Module Manager<br>Prof. Dr. Michael Flad   |  |                                     |                        |                               |                           |                     |                   |  |  |  |



| 9  | Literature           Please see the specific course descriptions |
|----|--|
| 10 | Last Updated           28.10.2019                                |



# Module 5221 Sustainable Management

| 1 | Module Number<br>5221   | Study Programme<br>IM (MBA)       | Semester<br>2                  | Offered in<br>□ WS⊠ SS | Duration<br>1 semester | Module Type<br>Compulsory | Workload (h)<br>240 | ECTS Points<br>8 |  |  |
|---|---|-----------------------------------|--------------------------------|------------------------|------------------------|---------------------------|---------------------|------------------|--|--|
| 2 | Courses   |                                   | Teaching and Learning<br>Forms |                        | Cont                   | Contact Time              |                     | Language         |  |  |
|   |   |                                   |                                |                        | (SWS)                  | (h)                       | (h)                 |                  |  |  |
|   | a) Sustainable Te<br>Management   | chnology                          | Lecture, cases                 |                        | 2                      | 30                        | 30                  | English          |  |  |
|   | b) Sustainability Assessment  |                                   | Lecture, lab                   |                        | 2                      | 30                        | 30                  | English          |  |  |
|   | c) Sustainable Su<br>Management   | pply Chain                        | Lecture, cases                 |                        | 2                      | 30                        | 30                  | English          |  |  |
|   | d) Business Simul<br>Production and   | ation Sustainable<br>d Technology | Gamification,                  | simulation             | 1                      | 15                        | 45                  | English          |  |  |
| 3 | Learning Outcomes<br>Once the module ha   |                                   |                                | ne students            |                        |                           |                     |                  |  |  |
|   | <ul> <li>Knowledge and Understanding         <ul> <li>understand and know sustainable management concepts driven by technology (Sustainable Technology Management)</li> <li>understand the principles and importance of LCA, TCO and GGE for assessing activities concerning the sustainability (Sustainability Assessment)</li> <li>know methods and tools for establishing a sustainable supply chain (Sustainable Supply Chain Management)</li> <li>know how to make decisions based on analyzing the business environment (Business Simulation)</li> </ul> </li> </ul>  |                                   |                                |                        |                        |                           |                     |                  |  |  |
|   | Use, Application and Generation of Knowledge  |                                   |                                |                        |                        |                           |                     |                  |  |  |
|   | <ul> <li>Use and Transfer</li> <li>apply methods and tools for managing operations worldwide in a sustainable way</li> </ul>  |                                   |                                |                        |                        |                           |                     |                  |  |  |
|   | <ul> <li>Scientific Innovation</li> <li>analyse environmental impacts and problems and develop solutions</li> </ul>   |                                   |                                |                        |                        |                           |                     |                  |  |  |
|   | <ul> <li>Communication and Cooperation</li> <li>present contents and discuss them within the peer group</li> </ul>  |                                   |                                |                        |                        |                           |                     |                  |  |  |
|   | <ul> <li>Scientific Self-Conception/ Professionalism</li> <li>take different perspectives and points of view on a given situation, weigh them up against each other and make an assessment how and in which steps an implementation could lead to an increase in the sustainability of a company</li> </ul>   |                                   |                                |                        |                        |                           |                     |                  |  |  |
|   | Methods <ul> <li>Presentation of the lecturers, discussions, real life case studies, group work, presentations of participants, exchange of experience, PC supported simulation</li> </ul>  |                                   |                                |                        |                        |                           |                     |                  |  |  |
| 4 | <ul> <li>Contents         <ul> <li>The module covers the following four courses:                 <ul> <li>Sustainable Technology Management</li> <li>Sustainability Assessment</li> <li>Sustainable Supply Chain Management: Concept of sustainability and how this is influencing supply chain management</li> <li>Business Simulation: Derivation and development of business solutions in changing economic environment, especially with respect to sustainability</li> <li>This module supplies the student with different tools and methods which are important for the specialization "Sustainable Technology and Production"</li></ul></li></ul></li></ul> |                                   |                                |                        |                        |                           |                     |                  |  |  |
| 5 | Participation Requi   | rements                           |                                |                        |                        |                           |                     |                  |  |  |
| - | recommended: Par<br>and should be able  | ticipants should ha               |                                |                        | dules "Operation       | ns" as well as "P         | roduction and T     | echnology",      |  |  |



| 6  | <ul> <li>Examination Forms and Prerequisites for Awarding ECTS Points</li> <li>Sustainable Technology Management, Sustainability Assessment: Written exam graded (120min.)</li> <li>Sustainable Supply Chain Management: Project work graded</li> <li>Business Simulation: Certificate of attendance non-graded (Class attendance of more than 80 %)</li> </ul> |
|----|---|
| 7  | Further Use of Module   |
|    | This module is part of the specialization "Sustainable Production and Technology" and lays the foundation for the module<br>"Master's Thesis"   |
| 8  | Module Manager  |
|    | Prof. Dr. Ralf Wörner   |
| 9  | Literature  |
|    | Please see the specific course descriptions   |
| 10 | Last Updated  |
|    | 25.10.2019  |



# Module 5223 Digital Management

| 1 | Module Number<br>5223  | Study Programme<br>IM (MBA)     | Semester<br>2  | Offered in<br>☐ WS⊠ SS              | <b>Duration</b><br>1 semester | Module Type<br>Compulsory    | Workload (h)<br>240 | ECTS Points<br>8 |
|---|--|---------------------------------|--|-------------------------------------|-------------------------------|------------------------------|---------------------|------------------|
| 2 | Courses  |                                 | Teaching and Learning<br>Forms   |                                     | Contact Time                  |                              | Self-Study<br>Time  | Language         |
|   |  |                                 |  |                                     | (SWS)                         | (h)                          | (h)                 |                  |
|   | e) Digital Enterpri<br>Information Sy  |                                 | Lecture  |                                     | 2                             | 30                           | 30                  | English          |
|   | f) Smart Manufa  | cturing                         | Lecture, exercises<br>Lecture, cases   |                                     | 2                             | 30                           | 30                  | English          |
|   | g) Digital Change<br>Management  | and Process                     |  |                                     | 2                             | 30                           | 30                  | English          |
|   | h) Business Simul<br>Transformation  | -                               | Gamification,  | simulation                          | 1                             | 15                           | 45                  | English          |
| 3 | <ul> <li>know</li> </ul>   | as been successfull             | y completed, th<br>ligitalization co<br>d importance of  | ncepts driven by<br>technology inte | egration and cha              | anged managem                | nent needs asso     | ciated           |
|   | Use, Application an  |                                 |  |                                     |                               |                              |                     |                  |
|   | Use and Transfer <ul> <li>apply met</li> </ul>   | hods and tools for              | managing oper  | rations worldwid                    | de in a sustainal             | ble way                      |                     |                  |
|   | Scientific Innovat<br>• analyse ei   | <i>ion</i><br>nvironmental impa | cts and probler  |                                     |                               |                              |                     |                  |
|   | Communication and<br>present co  |                                 | cuss them within the peer group  |                                     |                               |                              |                     |                  |
|   |  | rent perspectives a             | onalism<br>s and points of view on a given situation, weigh them up against each other and make an<br>nich steps a implementation could lead to an increase in the sustainability of a company |                                     |                               |                              |                     |                  |
|   | Methods<br>Presentat<br>experienc  |                                 | ers, discussions, real life case studies, group work, presentations of participants, exchange  |                                     |                               |                              |                     |                  |
| 4 | <ul> <li>Contents         <ul> <li>The module covers the following 4 courses:</li> <li>Digital Enterprise and Information Systems: Business processes supported by the software</li> <li>Smart Manufacturing: Knowledge of the goals, tasks, framework conditions, processes and methods of the process and factory planning with digital focus</li> <li>Digital Change and Process Management: Chances and risks of digital transformation ("Industry 4.0") in a production company</li> <li>Business Simulation: Derivation and development of business solutions in changing economic environment, especially with respect to digitalization</li> </ul> </li> </ul> |                                 |  |                                     |                               | roduction<br>especially with |                     |                  |
|   | This module supplie<br>Transformation"   | es the student with             | different tools  | and methods w                       | hich are import               | ant for the spec             | ialization "Digita  | al               |
| 5 | Participation Requi  |                                 |  |                                     |                               |                              |                     |                  |
|   | recommended: Parl<br>as "Organizational E  |                                 |  |                                     | -                             |                              | -                   | ement" as well   |



| 6  | <ul> <li>Examination Forms and Prerequisites for Awarding ECTS Points</li> <li>Digital Enterprise and Information Systems, Smart Manufacturing: Written exam graded (120min.)</li> <li>Digital Change and Process Management: Project work graded</li> <li>Business Simulation: Certificate of attendance non-graded (Class attendance of more than 80 %)</li> </ul> |
|----|--|
| 7  | Further Use of Module  |
|    | This module is part of the specialization "Digital Transformation" and lays the foundation for the module "Master's Thesis"  |
| 8  | Module Manager and Full-Time Lecturer  |
|    | Prof. Dr. Siegfried Zürn   |
| 9  | Literature   |
|    | Please see the specific course descriptions  |
|    |  |
| 10 | Last Updated<br>25.10.2019   |
|    | 23.10.2013   |



# Module 5225 International Management

| 1  | Module Number<br>5225  | Study Programme<br>IM (MBA)  | Semester<br>2  | Offered in<br>□ WS⊠ SS | <b>Duration</b><br>1 semester | Module Type<br>Compulsory | Workload (h)<br>180 | ECTS Points<br>6 |  |  |  |
|--|--|--|--|------------------------|-------------------------------|---------------------------|---------------------|------------------|--|--|--|
| 2  | Courses<br>d) Management Accounting<br>e) International Finance and Risk<br>Management   |  | Teaching and Learning<br>Forms<br>Lecture, exercises<br>Lecture, exercises |                        | Contact Time                  |                           | Self-Study<br>Time  | Language         |  |  |  |
|  |  |  |  |                        | (SWS)                         | (h)                       | (h)                 |                  |  |  |  |
|  |  |  |  |                        | 2                             | 30                        | 30                  | English          |  |  |  |
|  |  |  |  |                        | 2                             | 30                        | 30                  | English          |  |  |  |
|  | f) International N   | Marketing  | Lecture, exerc   | cises                  | 2                             | 30                        | 30                  | English          |  |  |  |
| 3  | Learning Outcomes<br>Once the module ha  |  |  | he students            | I                             | I                         | L                   |                  |  |  |  |
|  | <ul><li>know the</li><li>are aware</li><li>understar</li></ul>   | <ul> <li>Knowledge and Understanding</li> <li>know the basic skills of managerial accounting (Management Accounting)</li> <li>are aware of different risks that multinational companies face (International Finance and Risk Management)</li> <li>understand how to become more effective marketing managers by understanding the strategy issues most relevant for the multinational corporation (International Marketing)</li> </ul> |  |                        |                               |                           |                     |                  |  |  |  |
|  | Use, Application an  | d Generation of K  | nowledge   |                        |                               |                           |                     |                  |  |  |  |
|  |  | nagement accounti  | ting tools, procedures and methods<br>cultural issues to solution          |                        |                               |                           |                     |                  |  |  |  |
|  | <ul> <li>Scientific Innovation</li> <li>develop concepts for dealing with exchange rate risks in a company's context</li> <li>set up hypothesis and verify their potential outcomes with anticipated figures</li> </ul>  |  |  |                        |                               |                           |                     |                  |  |  |  |
|  | <ul> <li>Communication and Cooperation</li> <li>present management accounting contents and discuss them</li> <li>communicate and cooperate within the group in order to find adequate solutions for the task at hand</li> </ul>  |  |  |                        |                               |                           |                     |                  |  |  |  |
|  | <ul> <li>Scientific Self-Conception/ Professionalism</li> <li>derive recommendations for company's management planning based on new technical developments reflect and assess their own presentation abilities w.r.t. to finance theory in a group comparison</li> <li>reflect and analyse historical decisions and its results (back-testing)</li> </ul>  |  |  |                        |                               |                           |                     |                  |  |  |  |
| <ul> <li>Methods         <ul> <li>Lectures, interactive learning by discussion, exchange of experience, participant presentations, case st workshop</li> </ul> </li> </ul> |  |  |  |                        | ions, case studie             | es and                    |                     |                  |  |  |  |
| 4  | <ul> <li>Contents</li> <li>The module covers the following four courses:         <ul> <li>Management Accounting: Basic procedure of management accounting and understand the connections within field</li> <li>International Finance and Risk Management: Specific aspects of international finance, financial risk management tools and methods</li> <li>International Marketing: Concepts in international marketing research the international marketplace, operational glob marketing decisions</li> </ul> </li> </ul> |  |  |                        | ement tools                   |                           |                     |                  |  |  |  |
|  | This module supplie<br>Management"   | es the student with  | different tools  | and methods w          | hich are import               | ant for the spec          | ialization "Gene    | ral              |  |  |  |
| 5  | Participation Requirements<br>recommended: Participants have knowledge of the foundations of the modules "Marketing, Sales and Economics, "Finance" and<br>"Organizational Behaviour and Strategy"   |  |  |                        | Finance" and                  |                           |                     |                  |  |  |  |



| ster's Thesis" |
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#### Module 5226 Master's Thesis

| 1   | Module Number<br>5226   | Study Programme<br>IM (MBA)   | Semester<br>3                          | Offered in<br>XWS□SS | <b>Duration</b><br>1 semester | Module Type<br>Compulsory | Workload (h)<br>900 | ECTS Points<br>30 |  |  |
|---|---|---|--|----------------------|-------------------------------|---------------------------|---------------------|-------------------|--|--|
| 2   | Courses   |   | Teaching and Learning Contact Time     |                      | act Time                      | Self-Study<br>Time        | Language            |                   |  |  |
|   |   |   |  |                      | (SWS)                         | (h)                       | (h)                 |                   |  |  |
|   | a) Scientific Meth  | nodology and  | Lecture, web-lecture                   |                      | 2                             | 30                        | 30                  | English           |  |  |
|   | Academic Writing<br>b) Corporate Report   |   | Project/academic work<br>Academic work |                      |                               |                           |                     |                   |  |  |
|   |   |   |  |                      | 10                            |                           | 300                 | English           |  |  |
|   | c) Thesis   |   | Presentation                           |                      | 14                            |                           | 420                 | English           |  |  |
|   | d) Colloquium   |   |  |                      | 4                             | 30                        | 90                  | English           |  |  |
| 3   | Learning Outcomes<br>Once the module h<br>Knowledge and Un<br>• can struct  | as been successfull<br>derstanding  | y completed, th                        |                      | anner (Scientific             | : Methodology)            |                     |                   |  |  |
|   | <ul> <li>prepare p<br/>(Corporat</li> <li>are able t</li> </ul>   | <ul> <li>(Corporate Report)</li> <li>are able to analyze complex problems in business situations and develop feasible solutions (Thesis)</li> </ul> |  |                      |                               |                           |                     |                   |  |  |
|   | Use, Application ar   | nd Generation of K  | nowledge                               |                      |                               |                           |                     |                   |  |  |
| <ul> <li>analyse solutions to research questions         <ul> <li>analyse business problems to generate research questions</li> <li>take different perspectives and points of view on a research question, weigh them up assessment</li> </ul> </li> <li>Scientific Innovation         <ul> <li>transform and apply the learned contents and modern methods and tools to challeng academic analyses</li> </ul> </li> <li>Communication and Cooperation         <ul> <li>present a scientific study in a professional way</li> </ul> </li> </ul> |   |   |  | ew on a research     |                               |                           |                     |                   |  |  |
|   |   |   |  |                      |                               |                           |                     |                   |  |  |
| <ul> <li>Scientific Self-Conception/ Professionalism         <ul> <li>answer questions and discussing on management level</li> </ul> </li> </ul>  |   |   |  |                      |                               |                           |                     |                   |  |  |
|   | Methods   |   |  |                      |                               |                           |                     |                   |  |  |
|   | <ul> <li>lecture, web-lecture, lab exercise, questions &amp; answers, individual practise of writing an academic paper, group study assignment on literature review through analysis and research</li> <li>analysis and problem solving, independent academic research, exchange of experience, writing an academic report, preparing a paper for making decision for further research</li> </ul> |   |  |                      |                               |                           |                     |                   |  |  |
| 4   | Contents  |   |  |                      |                               |                           |                     |                   |  |  |
|   | <ul> <li>The module covers the following four courses:</li> <li>Scientific Methodology: Understand the basics of research methods and structure and write an academic study in a scientific manner</li> </ul>   |   |  |                      |                               |                           |                     | study in a        |  |  |
|   | <ul> <li>Corporate Report: Apply academic methodologies to real life problems in a company</li> <li>Thesis: Demonstrate the ability of using appropriate scientific methods and tools</li> <li>Colloquium: Challenges, problems and objective of the Corporate Report and Thesis, methods and tools used and strength and weaknesses and evaluation of the solutions found</li> </ul>             |   |  |                      |                               |                           |                     | sed and           |  |  |
|   | This module is linked to all the modules regarding the topic of the problem and industry to be analysed   |   |  |                      |                               |                           |                     |                   |  |  |
|   |   |   | is regarding the                       |                      |                               | stry to be analys         | eu                  |                   |  |  |



| 5  | Participation Requirements<br>compulsory: Participants should have successfully passed all other modules and have 60 ECTS<br>recommended: Citavi workshop   |
|----|---|
| 6  | <ul> <li>Examination Forms and Prerequisites for Awarding ECTS Points</li> <li>Scientific Methodology: Project work graded</li> <li>Corporate Report: Report graded</li> <li>Thesis: Master's Thesis graded</li> <li>Colloquium: Presentation graded; Certificate of attendance non-graded (Class attendance of more than 80 % to do the presentation)</li> </ul> |
|    | All exams must be passed in order to receive the ECTS for the whole module  |
| 7  | Further Use of Module   |
| 8  | <b>Module Manager</b><br>Prof. Dr. Michael Flad and 1 <sup>st</sup> and 2 <sup>nd</sup> supervisors according to the study and examination regulations  |
| 9  | Literature<br>Please see the specific course descriptions   |
| 10 | Last Updated<br>26.10.2019  |



# Module 5227 Business Management

| 1 | Module Number<br>5227   | Study Programme<br>IM (MBA)   | Semester<br>2                                 | Offered in<br>□ WS⊠ SS                           | <b>Duration</b><br>1 semester | Module Type<br>Compulsory | Workload (h)<br>240 | ECTS Points<br>8 |  |  |  |
|---|---|---|---|--|-------------------------------|---------------------------|---------------------|------------------|--|--|--|
| 2 | Courses   |   | Teaching and Learning<br>Forms                |  | Conta                         | Contact Time              |                     | Language         |  |  |  |
|   |   |   |   |  | (SWS)                         | (h)                       | (h)                 |                  |  |  |  |
|   | g) Lean Management  |   | Lecture, exercises                            |  | 2                             | 30                        | 30                  | English          |  |  |  |
|   | h) Business Growth and Valuation  |   | Lecture, exercises                            |  | 2                             | 30                        | 30                  | English          |  |  |  |
|   | i) Innovation and Technology  |   |   |  | 2                             |                           |                     |                  |  |  |  |
|   | Management  | Management  |   | Lecture, exercises                               |                               | 30                        | 30                  | English          |  |  |  |
|   | j) Business Simul   | ation   | Gamification,                                 | simulation                                       | 1                             | 15                        | 45                  | English          |  |  |  |
| 3 | Learning Outcomes<br>Once the module ha   |   |   | ne students                                      | L                             |                           |                     |                  |  |  |  |
|   | Knowledge and Un  | derstanding   |   |  |                               |                           |                     |                  |  |  |  |
|   |   | nd the principles ar  |   | -  |                               | -                         |                     |                  |  |  |  |
|   | <ul> <li>be familia</li> <li>Valuation</li> </ul>   | r with the essentia   | lls in planning, f                            | inancing and va                                  | luing entrepren               | eurial ventures           | (Business Growt     | th and           |  |  |  |
|   |   | ,<br>formation about n  | ew global trend                               | ds in innovation                                 | and technologic               | al advancement            | ts and the mana     | gement           |  |  |  |
|   |   | .g. digitalization in   |   |  |                               |                           |                     | 80               |  |  |  |
|   | know how to make decisions based on analyzing the business environment (Business Simulation)  |   |   |  |                               |                           |                     |                  |  |  |  |
|   | Use, Application and Generation of Knowledge  |   |   |  |                               |                           |                     |                  |  |  |  |
|   |   |   |   |  |                               |                           |                     |                  |  |  |  |
|   |   | <ul> <li>Use and Transfer</li> <li>implement lean management methods for success factors in different real-life case studies</li> </ul> |   |  |                               |                           |                     |                  |  |  |  |
|   | <ul> <li>Implement lean management methods for success factors in different real-life case studies</li> <li>analyse business growth strategies of their own start-up-idea and/or engineering companies</li> </ul> |   |   |  |                               |                           |                     |                  |  |  |  |
|   | <ul> <li>compare technological approaches under international competitive aspects</li> </ul>  |   |   |  |                               |                           |                     |                  |  |  |  |
|   | prepare and assess information for later IP protection and patent applications  |   |   |  |                               |                           |                     |                  |  |  |  |
|   | Scientific Innovat  | Scientific Innovation   |   |  |                               |                           |                     |                  |  |  |  |
|   | <ul> <li>identify and evaluate critical assumptions for the success of entrepreneurial ventures</li> </ul>  |   |   |  |                               |                           |                     |                  |  |  |  |
|   |   |   |   | ossibilities and innovations in a global context |                               |                           |                     |                  |  |  |  |
|   | <ul> <li>integrate new technologies in existing production environments to create new business models</li> </ul>  |   |   |  |                               |                           |                     |                  |  |  |  |
|   | Communication and Cooperation   |   |   |  |                               |                           |                     |                  |  |  |  |
|   | use their knowledge to discuss entrepreneurial opportunities and decision making under uncertainty  |   |   |  |                               |                           |                     |                  |  |  |  |
|   | explain complex technological aspects to a management audience  |   |   |  |                               |                           |                     |                  |  |  |  |
|   | Scientific Self-Conception/ Professionalism   |   |   |  |                               |                           |                     |                  |  |  |  |
|   |   |   | eneurial ventures in an uncertain environment |  |                               |                           |                     |                  |  |  |  |
|   |   | commendations for   | r decisions from                              | n a social and et                                | nical perspective             | e on the basis of         | the analyses ar     | nd evaluation    |  |  |  |
|   | <ul> <li>made</li> <li>execute individual scientific research on case studies and self-elected technological topics</li> </ul>  |   |   |  |                               |                           |                     |                  |  |  |  |
|   | Methods   | Methods   |   |  |                               |                           |                     |                  |  |  |  |
|   |   | interactive learnin   | g by discussion,                              | exchange of ex                                   | perience, partic              | ipant presentati          | ions, case studie   | es and           |  |  |  |
|   | workshop  |   | mall-scale Toyota Production Cell, etc.       |  |                               |                           |                     |                  |  |  |  |
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| 4  | Contents   |
|----|--|
|    | The module covers the following four courses:  |
|    | <ul> <li>Lean Management: Thorough understanding of the main Lean Management tools and methods</li> </ul>  |
|    | <ul> <li>Business Growth and Valuation: Development and design of growth hacking strategies for own start-up-idea and/or existing engineering companies</li> </ul>                                     |
|    | <ul> <li>Innovation and Technology Management: New global trends in innovation and technological advancements and the<br/>management thereof, e.g. digitalization in business</li> </ul>               |
|    | Business Simulation: Derivation and development of business solutions in changing economic environment, optimization     of internal processes, workflows and calculations in order to improve results |
|    | This module supplies the student with different tools and methods which are important for the specialization "General Management"  |
| 5  | Participation Requirements   |
|    | recommended: Participants have knowledge of the foundations of the modules "Marketing, Sales and Economics, "Finance" and  |
|    | "Organizational Behaviour and Strategy"  |
| 6  | Examination Forms and Prerequisites for Awarding ECTS Points   |
|    | Lean Management and Business Growth and Valuation: Written exam graded (120min.)   |
|    | Innovation and Technology Management: Project work graded  |
|    | Business Simulation: Certificate of attendance non-graded (Class attendance of more than 80 %)   |
| 7  | Further Use of Module  |
|    | This module is part of the specialization "General Management" and lays the foundation for the module "Master's Thesis"  |
| 8  | Module Manager   |
|    | Prof. Dr. Michael Flad   |
| 9  | Literature   |
|    | Please see the specific course descriptions  |
| 10 | Last Updated   |
| 10 | 01.10.2021   |
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