

# Subject-Specific Provisions for the Master of Science Degree Programme in Management International

(120 ECTS Credits)

at Julius-Maximilians-Universität Würzburg

dated 22 November 2023

(This document is available for download at: [http://www.uni-wuerzburg.de/aml\\_veroeffentlichungen](http://www.uni-wuerzburg.de/aml_veroeffentlichungen))

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Art. 9 Sentences 1 and 2 in conjunction with Art. 80 (1) and Art. 84 (2) Sentence 1 *Bayerisches Hochschulinnovationsgesetz* (Bavarian higher education innovation act, BayHIG) dated 5 August 2022 (*Bayerisches Gesetz- und Verordnungsblatt* (Bavarian law and ordinance gazette, GVBl) p. 414, *Bayerische Rechtsammlung* (collection of Bavarian laws, BayRS) 2210-1-3-WFK) as amended from time to time in conjunction with Section 1 (1) Sentence 1 of the general academic and examination regulations (ASPO) for Bachelor's and Master's degree programmes at Julius-Maximilians-Universität Würzburg (JMU) dated 1 July 2015 (that document is available for download at: [http://www.uni-wuerzburg.de/aml\\_veroeffentlichungen/2015-4](http://www.uni-wuerzburg.de/aml_veroeffentlichungen/2015-4)) form the framework for the following amendment decreed by Julius-Maximilians-Universität Würzburg, which is hereby announced:

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## Part 1: General Provisions

### Section 1 Scope

These subject-specific provisions (FSB) supplement the general academic and examination regulations (ASPO) for Bachelor's and Master's degree programmes at Julius-Maximilians-Universität Würzburg (JMU) dated 1 July 2015 as amended from time to time.

### Section 2 Aims and Objectives of the Degree Programme

(1) The Management International programme leading to the degree of Master of Science (MSc) is offered by the Faculty of Business Management and Economics of JMU as a research-based course in the framework of a consecutive Bachelor's/Master's model.

(2) <sup>1</sup>The aim of the degree programme is to provide students with in-depth knowledge in the field of management as well as academic work in research and application, and to enable them to pursue independent research activities in this field after successful completion of the programme. <sup>2</sup>Through the development and training of analytical thinking skills and in particular on the basis of the fundamental academic knowledge acquired during the Bachelor's degree programme as well as the deepened and broadened knowledge of business management acquired in the Master's degree programme, students will acquire the ability to familiarise themselves with a wide variety of task areas and to independently apply the acquired knowledge and transfer it to new tasks.

(3) <sup>1</sup>The language of instruction in the Master's degree programme in Management International is generally English. <sup>2</sup>The completion of modules in English qualifies graduates for excellent international research-related careers in a wide variety of industries such as banks, insurance companies, the public sector, management consultancies, industrial companies or business and tax consulting firms.

### Section 3 Start, Structure and Standard Length of Programme

(1) In deviation from Section 7 ASPO, the degree programme offers winter intake only.

(2) <sup>1</sup>The degree programme is structured as follows:

<i>Area or sub-area</i>	<i>ECTS credits</i>	
Mandatory Electives I (Core)	60	
Management		20
Economics		15
Data Analytics		15
Research & Communication		10
Mandatory Electives II (Track)	30	
Track 1: Finance & Accounting		0 or 30
Track 2: Operations & Information Management		0 or 30

Track 3: Marketing & Entrepreneurship		0 or 30
Master's Thesis	30	
<i>Total</i>	120	

<sup>2</sup>For details on the structure of the degree programme, in particular with regard to the assignment of the individual modules to the various areas, please refer to the SFB (list of modules) in the appendix.

(3) The standard length of programme for the MSc in Management International is four semesters, in which students will have to earn a total of 120 ECTS credits.

(4) <sup>1</sup>Mandatory Elective Area I 'Core' consists of the four subareas 'Management' with 20 ECTS credits, 'Economics' with 15 ECTS credits, 'Data Analytics' with 15 ECTS credits and 'Research & Communication' with 10 ECTS credits. <sup>2</sup>Mandatory Elective Area I should ideally be completed in the first two semesters. <sup>3</sup>Each subarea consists of a selection of modules. <sup>4</sup>A total of 60 ECTS credits must be completed in Mandatory Elective Area I 'Core'.

(5) <sup>1</sup>The following tracks are available to students in Mandatory Elective Area II, from which one must be selected:

- Track 1: Finance & Accounting
- Track 2: Operations & Information Management
- Track 3: Marketing & Entrepreneurship

<sup>2</sup>In each track, four modules, each worth 5 ECTS credits, must be taken in the 'Core Electives' area as well as a seminar worth 10 ECTS credits in the 'Seminar' area.

(6) The area of degree finalisation consists of the Master's thesis, which is worth 30 ECTS credits.

#### **Section 4 Prerequisites for Admission to the Programme, Recommended Fundamental Knowledge and Skills**

(1) <sup>1</sup>Admission to the Master's degree programme in Management International is conditional on the following prerequisites (to be met cumulatively):

- a) A Bachelor's degree (180 ECTS credits) completed at JMU or another higher education institution in Germany or abroad or an equivalent German or foreign qualification (e.g. state examination);
- b) Proof of acquired competencies in the following areas (aa) to (cc) on the respective minimum scale specified (usually within the framework of the acquisition of one of the degrees mentioned in Letter a) according to the ECTS credit scheme used at JMU for these Bachelor's degree programmes):

(aa) Competencies on a scale of at least 20 ECTS credits from modules in the fields of mathematics, statistics, econometrics and application-oriented business informatics, with at least 15 ECTS credits in the fields of mathematics, statistics, econometrics;

(bb) Competencies on a scale of at least 30 ECTS credits from modules in the field of business management;

(cc) Competencies on a scale of at least 30 ECTS credits from modules in the field of business management and economics, in particular in the fields of economics, business informatics/business information systems and law.

The required competencies can be developed, in particular, by studying one of the

degree programmes listed under Letter a) above at JMU. These programmes also equip students with the methodological and analytical skills needed for the Master's degree programme in Management International.

- c) Suitable proof of English language proficiency at level B2 of the Common European Framework of Reference for Languages (CEFR), for example:
- (aa) Test of English as a Foreign Language (TOEFL) with at least 72 points (internet-based TOEFL test) or
  - (bb) International English Language Test System (IELTS) with a result of 6.0 or higher or
  - (cc) Cambridge First Certificate in English (FCE) or
  - (dd) A grade in English of at least 'satisfactory' (*befriedigend*; equivalent to at least 7 out of 15 points) as part of a German higher education entrance qualification or a foreign higher education entrance qualification with proof of English language proficiency which is at least equivalent to the above-mentioned higher education entrance qualification or
  - (ee) Proof that training (in particular in the framework of the first degree indicated under a) above) has been completed which demanded English language skills on the level specified in (aa) to (dd); and
- d) Proof of aptitude for the Master's degree programme in Management International furnished in the framework of an aptitude assessment procedure (cf. Appendix 'Aptitude Assessment Procedure').

<sup>2</sup>The aptitude assessment panel will decide whether the prerequisites set out in Sentence 1 Letters a) to c) are met (cf. Appendix 'Aptitude Assessment Procedure'). <sup>3</sup>When deciding on the equivalence of first degrees with the above-mentioned reference qualification as well as for verifying the required minimum competencies and their scale (in particular in the case of non-modularised programmes), the principle of reverse burden of proof and the obligation to establish equivalence apply in accordance with Art. 86 *Bayerisches Hochschulinnovationsgesetz* (Bavarian higher education innovation act, BayHIG), insofar as there are no significant differences with regard to the competencies acquired (learning outcomes).

(2) <sup>1</sup>In the case that the prerequisites set out in (1) Letter a) and/or b) and/or c) are not met, admission to the Master's degree programme in Management International is not possible, unless admission to the Master's degree programme is possible in accordance with (4). <sup>2</sup>In this case, applicants will receive corresponding notification stating the reasons for the decision and instructions on the available legal remedies.

(3) <sup>1</sup>If the prerequisites set out in (1) Sentence 1 Letters a) to c) are met, the applicant will be admitted to the aptitude assessment procedure (cf. Appendix 'Aptitude Assessment Procedure'). <sup>2</sup>Applicants who complete the aptitude assessment procedure successfully are entitled to commence the Master's degree programme in Management International at JMU within one year. <sup>3</sup>Applicants who do not complete the aptitude assessment procedure successfully will receive corresponding notification stating the reasons for the decision and instructions on the available legal remedies. <sup>4</sup>Applicants may repeat an unsuccessfully completed aptitude assessment procedure for the Management International programme as often as desired.

(4) <sup>1</sup>In order to facilitate an uninterrupted transition from a first degree, in particular a Bachelor's degree, to the Master's degree programme, applicants who are not yet able to produce corresponding proof of the degree required in accordance with (1) Sentence 1 Letter a) at the time of application may be admitted to the Master's degree programme in the semester immediately following, subject to a resolute condition as follows (all requirements are to be met cumulatively):

- a) Proof at the time of application of at least 150 ECTS credits or – in the case of programmes not modularised within the meaning of the ECTS – academic achievements on a corresponding scale in the first degree required in accordance

- with (1) Sentence 1 Letter a);
- b) Proof that they possess the competencies specified in (1) Sentence 1 Letter b) above;
  - c) Proof that they possess the language skills required in accordance with (1) Sentence 1 Letter c); and
  - d) Proof of aptitude for the Master's degree programme in Management International furnished in the framework of an aptitude assessment procedure (cf. Appendix 'Aptitude Assessment Procedure').

<sup>2</sup>In the event that the resolutive condition takes effect, i.e. that proof of the first degree specified in (1) Sentence 1 Letter a) is not produced at the latest by the end of the re-enrolment period for the second subject semester in the Master's degree programme in Management International, the applicant must be disenrolled at the end of the first subject semester. <sup>3</sup>If the resolutive condition does not take effect, the applicant will be granted final admission to the Master's degree programme in Management International.

(5) <sup>1</sup>Applicants who did not obtain the relevant first degree at a German-speaking institution must additionally provide proof of sufficient proficiency in the German language. <sup>2</sup>This proof must be provided in line with the specifications of the enrolment regulations (*Immatrikulationssatzung*) of JMU as amended from time to time. <sup>3</sup>Basic knowledge of the German language at level A2 of the Common European Framework of Reference for Languages (CEFR) must be demonstrated by the end of the re-enrolment period for the third subject semester at the latest.

### **Section 5 Minimum ECTS Score Requirement**

These FSB do not prescribe a minimum ECTS score requirement as described in Section 13 (5) ASPO.

### **Section 6 Examination Committee**

In accordance with the provisions of Section 14 (1) Sentence 3 ASPO, the examination committee for the degree subject Management International has three members.

## **Part 2: Assessments**

### **Section 7 Other Subject-Specific Assessments**

These FSB do not prescribe any other subject-specific assessments.

### **Section 8 Area of Degree Finalisation: Master's Thesis and Thesis Defence**

(1) <sup>1</sup>The Master's thesis is worth 30 ECTS credits. <sup>2</sup>The time allowed for completion of the thesis is six months. <sup>3</sup>Students must provide proof that they have earned at least 60 ECTS credits before they can register for their Master's thesis. <sup>4</sup>The Master's thesis must be completed at a Chair which is involved in the modules offered as part of the chosen track. <sup>5</sup>If a Chair other than these prescribed Chairs is chosen, it must be approved by the examination committee. <sup>6</sup>If the thesis supervisor is a member authorised to administer university examinations of one of the Faculties offering the degree programme, but is not himself or herself involved in the degree programme, the examination committee will usually appoint

this supervisor as reviewer of the Master's thesis. <sup>7</sup>In this case, the examination committee may appoint a person involved in the degree programme who is authorised to administer university examinations as a second reviewer.

(2) There will be no thesis defence.

### Section 9 Overall Grade, Grade in Degree Subject and Grades Awarded for Individual Areas

<sup>1</sup>A student's overall grade will be calculated in accordance with the provisions of Section 35 (1) ASPO. <sup>2</sup>The grade for the degree subject Management International will be calculated in accordance with Section 35 (2) ASPO, and the grades for the respective areas will be calculated in accordance with Section 35 (3) to (5) ASPO. <sup>3</sup>The 'hierarchy model' described in Section 35 (5) Sentences 3 to 6 will be used for the calculation of the grade awarded for Mandatory Elective Area I. <sup>4</sup>The 'basket model' described in Section 35 (5) Sentences 7 to 9 will be used for the calculation of the grade awarded for Mandatory Elective Area II. <sup>5</sup>The exact designation of Mandatory Elective Area II, i.e. the track chosen in this area, will be shown separately in the graduation documents.

<sup>6</sup>When calculating the grade for the degree subject and the overall grade, the individual areas will be assigned the following weight values:

<i>Area or sub-area</i>	<i>ECTS credits</i>		<i>Weight value for</i>		
			<i>Area</i>	<i>Grade in degree subject</i>	<i>Overall grade</i>
Mandatory Electives I (Core)	60				120/120
Management		20	20/60	60/120	
Economics		15	15/60		
Data Analytics		15	15/60		
Research & Communication		10	10/60		
Mandatory Electives II (Track)	30			30/120	
Track 1: Finance & Accounting		0 or 30			
Track 2: Operations & Information Management		0 or 30			
Track 3: Marketing & Entrepreneurship		0 or 30			
Master's Thesis	30			30/120	
Total	120				

### **Part 3: Final Provisions**

#### **Section 10 Entry into Force**

<sup>1</sup>These FSB will enter into force on the day following their announcement. <sup>2</sup>They apply to all students enrolled in the Management International programme leading to the degree of Master of Science (120 ECTS credits) who commence studies in this degree programme at JMU in the 2024/2025 winter semester or later and whose degree programmes are governed by the general academic and examination regulations (ASPO) for Bachelor's and Master's degree programmes at JMU dated 1 July 2015 as amended from time to time.

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## **Appendix: Aptitude Assessment Procedure**

<sup>1</sup>Admission to the Master's degree programme in Management International is conditional on passing an aptitude assessment procedure. <sup>2</sup>This will be conducted as described below.

### **Section 1 Purpose of the Aptitude Assessment Procedure**

<sup>1</sup>The purpose of the aptitude assessment procedure is to gauge, on the basis of

1. educational background, in particular the academic achievements leading to the first degree, and
2. subject-related and methodical skills in the areas indicated in Section 4 (1) Sentence 1 Letter b) FSB,

who is qualified for the Master's degree programme. <sup>2</sup>The aim is to determine whether the applicant meets the very high requirements of the Master's degree programme in Management International and is able to acquire in-depth knowledge in the field of management and will be capable of conducting academic work independently. <sup>3</sup>Qualifying for the Master's degree programme in Management International presupposes the applicant's aptitude according to the following rules.

### **Section 2 Aptitude Assessment Procedure**

(1) The aptitude assessment procedure is conducted each year in the summer semester (for entry in the following winter semester) by the aptitude assessment panel for the Management International programme offered by the Faculty of Business Management and Economics at JMU.

(2) <sup>1</sup>Applications for admission to the Master's degree programme in Management International for the following winter semester must be submitted, in the form specified by the aptitude assessment panel (cf. Section 3 Appendix 'Aptitude Assessment Procedure') for the Master's degree programme in Management International, by 15 July to the chairperson of said panel in due form and by the specified closing date (preclusive period); in particular, an electronic application procedure via the relevant JMU websites may be foreseen here.

<sup>2</sup>In the event that the applicant cannot meet the closing date (e.g. because the Bachelor's degree certificate has not yet been issued), the only remaining option shall be admission subject to a resolutive condition in accordance with Section 4 (4) FSB.

(3) Applications for admission must include:

1. Proof of academic achievements from the first degree as specified in Section 4 (1) Sentence 1 Letter a) FSB,
  - a) Proof of a university degree or an equivalent qualification (in the case of applications for final admission to the Master's degree programme) or,
  - b) Proof of 150 ECTS credits or – in the case of programmes not modularised within the meaning of the ECTS – academic achievements on a corresponding scale (in the case of applications for admission to the Master's degree programme subject to a resolutive condition), and
2. A transcript of records (overview of course and examination achievements) detailing the modules passed in relation to the Management International programme and the examination achievements attributed to them, including the ECTS credits and grades awarded or – in the case of programmes not modularised within the meaning of the ECTS – academic achievements on a corresponding scale and, if applicable, accredited examination achievements or, in the case of applications for admission to the Master's

degree programme subject to a resolutive condition, a provisional transcript of records with the details referred to above. It must above all be clear from the transcript that the applicant has acquired the competencies required for the Master's degree programme in Management International in accordance with Section 4 (1) Sentence 1 Letter b) FSB (in the case of an application for final admission to the Master's degree programme) or Section 4 (4) Sentence 1 Letter b) FSB (in the case of an application for admission to the Master's degree programme subject to a resolutive condition).

### **Section 3 Aptitude Assessment Panel**

<sup>1</sup>The aptitude assessment procedure is conducted by a panel of three members, consisting of the subject coordinator for the degree subject at the Faculty of Business Management and Economics as well as two other professors or other members of the Faculty of Business Management and Economics who are authorised to administer university examinations in accordance with the *Hochschulprüferverordnung* (directive on higher education examiners, HSchPrüferV). <sup>2</sup>The members of the aptitude assessment panel are appointed by the Faculty Board of the Faculty of Business Management and Economics for a period of three years; reappointment is permitted. <sup>3</sup>The chairperson and a deputy chairperson are elected by the members of the panel by a simple majority. <sup>4</sup>The aptitude assessment panel is quorate if its members have been summoned with due notice of three days and the majority of the members are present. <sup>5</sup>In the case of elections and other decisions (especially within the aptitude assessment procedure), the panel will decide by simple majority vote. <sup>6</sup>In the event of a tied vote, the chairperson will have the casting vote. <sup>7</sup>In the performance of its duties, the panel may avail itself of the services of other persons authorised to administer university examinations.

### **Section 4 Participation in the Aptitude Assessment Procedure, Scale and Content of the Aptitude Assessment Procedure, Establishment and Announcement of the Result, Minutes**

(1) Participation in the aptitude assessment procedure presupposes, in addition to the fulfilment of the requirements in accordance with Section 4 FSB, that the documents indicated in Section 2 (3) have been submitted in full and by the due date.

(2) <sup>1</sup>The aptitude assessment procedure is conducted in two stages. <sup>2</sup>A preliminary selection will first take place (first stage of the aptitude assessment procedure) in which, on the basis of the documents submitted, it will be determined whether

1. the applicant's exceptional qualifications justify admission to the Master's degree programme without an additional examination, or whether
2. a decision will have to be made on the basis of an additional examination due to it not being possible to conclusively assess the applicant's aptitude on the basis of the documents submitted.

<sup>3</sup>Applicants will be deemed to be exceptionally qualified if they

1. can present proof of having completed a relevant first degree with an overall grade better than 2.0 or, according to the ECTS grading scale, better than the grade of B
2. or if, although not yet able to present proof of a relevant first degree, they have achieved a provisional average grade better than 2.0, as confirmed by the examination office of the respective university, in the examination achievements proven in accordance with Section 2 (3) No. 1 Letter b) and can provide evidence of this.

<sup>4</sup>Insufficient aptitude will be deemed to exist

1. if an applicant did not achieve a grade better than 3.0 in the first degree required in accordance with Section 4 (1) Sentence 1 Letter a) FSB (in the case of an application for final admission to the Master's degree programme)
2. or if an applicant did not achieve a provisional average grade better than 3.0, as

confirmed by the examination office of the respective university, in the academic achievements on a scale of 150 ECTS credits that are required in accordance with Section 4 (4) Sentence 1 Letter a) FSB (in the case of an application for admission to the Master's degree programme subject to a resolutive condition) in the academic achievements proven in accordance with Section 2 (3) No. 1 Letter b), No. 2 Appendix 'Aptitude Assessment Procedure'. <sup>5</sup>In the event that the grading system used for the first degree completed (or the grades obtained) at another university is not identical to the grading system used at JMU, the provisions of Section 18 (5) ASPO will apply mutatis mutandis with regard to grade conversion, with the modification that the aptitude assessment panel will take the place of the examination committee as the competent body.

(3) <sup>1</sup>Applicants whose aptitude or lack thereof could not yet be established on the basis of the criteria specified in (2) Sentence 3 must supply a qualified Graduate Management Admission Test (GMAT) score (second stage of the aptitude assessment procedure) in addition to meeting the requirements stipulated in Section 4 FSB. <sup>2</sup>An applicant will be deemed to be qualified if he or she can provide proof of having scored at least 600 on this test. <sup>3</sup>An applicant will also be deemed to be qualified if he or she can provide proof of having scored at least 565 on the Graduate Management Focus Edition Test.

(4) <sup>1</sup>Applicants will be notified in writing of the result of the aptitude assessment procedure; if aptitude has been established, applicants must present the respective notification at the time of enrolment. <sup>2</sup>Rejections must be justified and include information on available legal remedies.

# Anlage SFB: Studienfachbeschreibung für das Studienfach Management International mit dem Abschluss "Master of Science" (Erwerb von 120 ECTS-Punkten)

(Verantwortlich: Wirtschaftswissenschaftliche Fakultät)

**Legende:** B/NB = Bestanden/Nicht bestanden, E = Exkursion, K = Kolloquium, LV = Lehrveranstaltung(en), NUM = Numerische Notenvergabe, O = Konversatorium, P = Praktikum, PL = Prüfungsleistung(en), R = Projekt, S = Seminar, SS = Sommersemester, T = Tutorium, TN = Teilnehmende, Ü = Übung, VL = Vorleistung(en), V = Vorlesung, WS = Wintersemester

## Anmerkungen:

Die **Lehrveranstaltungs- und Prüfungssprache** ist deutsch, sofern hierzu nichts anderes angegeben ist.

Gibt es eine **Auswahl an Prüfungsarten**, so legt die Dozentin oder der Dozent in Absprache mit der/dem Modulverantwortlichen bis spätestens 2 Wochen nach LV-Beginn fest, welche Form für die Erfolgsüberprüfung im aktuellen Semester zutreffend ist und gibt dies ortsüblich bekannt.

Bei **mehreren benoteten Prüfungsleistungen** innerhalb eines Moduls werden diese jeweils gleichgewichtet, sofern nachfolgend nichts anderes angegeben ist. Besteht die Erfolgsüberprüfung aus **mehreren Einzelleistungen**, so ist die Prüfung nur bestanden, wenn jede der Einzelleistungen erfolgreich bestanden ist.

Sofern nicht anders angegeben, ist der **Prüfungsturnus** der Module dieser SFB semesterweise.

Kurzbezeichnung	Version	Modultitel (Deutsch/Englisch)	Art der LV (SWS)	ECTS-Punkte	Dauer (in Semestern)	TN und Aus wahl	Bewertung	Art und Umfang der Erfolgsüberprüfung	Prüfungs- sprache	Zuvor bestandene Module	1) Bonusfähigkeit, 2) LV-Sprache, 3) Prüfungsturnus, 4) weitere Voraussetzungen, 5) Zusatzangabe zur Dauer, 6) Sonstiges 7) mögl. Schwerpunkte (MA Inf.)
<b>Wahlpflichtbereich I: Core (60 ECTS-Punkte)</b>											
<b>Management (20 ECTS-Punkte)</b>											
12-M-UA	2024-WS	Financial Analysis  Financial Analysis	V (2) + Ü (2)	5	1		NUM	Klausur (ca. 60-120 Min.)	Englisch		1) Bonusfähig 2) Englisch
12-M-SM	2024-WS	Marketing Research  Marketing Research	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.)	Englisch		1) Bonusfähig 2) Englisch
12-M-UGF2	2018-WS	Corporate Strategy  Corporate Strategy	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 -120 Min.) oder b) Hausarbeit (15-20 S.) oder c) mündliche Prüfung (ca. 10-15 Min. bei einer Person, ca. 20 Min. bei zwei Personen und ca. 30 Min. bei drei Personen)	Englisch		2) Englisch
12-M-AOLM	2018-WS	Advanced Operations & Logistics Management  Advanced Operations & Logistics Management	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) Hausarbeit (ca. 15-20 S.)	Englisch		1) Bonusfähig 2) Englisch

12-M-HRM	2024-WS	Human Resource Management and Industrial Relations Human Resource Management and Industrial Relations	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) Hausarbeit (ca. 15 S.)	Englisch		2) Englisch
12-M-STM1	2024-WS	Selected Topics in Management 1 Selected Topics in Management 1	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.) oder c) Referat (30-45 Min.)	Englisch		1) Bonusfähig 2) Englisch 3) Im Semester der Veranstaltung
12-M-STM2	2024-WS	Selected Topics in Management 2 Selected Topics in Management 2	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.) oder c) Referat (30-45 Min.)	Englisch		1) Bonusfähig 2) Englisch 3) Im Semester der Veranstaltung
<b>Economics (15 ECTS-Punkte)</b>											
12-M-SDC	2018-WS	Strategic Decisions and Competition Strategic Decisions and Competition	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.)	Englisch		1) Bonusfähig 2) Englisch
12-M-BEC	2022-WS	Behavioral Economics Behavioral Economics	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) Hausarbeit (ca. 15 S.)	Englisch		1) bonusfähig 2) Englisch 3) Im Semester der Veranstaltung
12-M-AO	2022-WS	Incentives in Organizations Incentives in Organizations	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) Hausarbeit (ca. 15 S.)	Englisch		2) Englisch
12-M-OEDT	2023-SS	Organizational Economics and Digital Transformation Organizational Economics and Digital Transformation	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) Hausarbeit (ca. 15 S.)	Englisch		1) bonusfähig 2) Englisch
12-M-ITMF	2024-WS	International Trade and the Multinational Firm International Trade and the Multinational Firm	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-90 Min.) oder b) Hausarbeit (ca. 15 S.) oder c) Portfolioprüfung (ca. 50 Std.)	Englisch		1) bonusfähig 2) Englisch 3) Im Semester der Veranstaltung
12-M-EG1	2024-WS	Monetary Policy and the Financial System Monetary Policy and the Financial System	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) Hausarbeit (ca. 15 S.)	Englisch		1) bonusfähig 2) Englisch

12-M-STE	2024-WS	Selected Topics in Economics Selected Topics in Economics	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.) oder c) Referat (30-45 Min.)	Englisch		1) Bonusfähig 2) Englisch 3) Im Semester der Veranstaltung
<b>Data Analytics (15 ECTS-Punkte)</b>											
12-M-BI	2024-WS	Analytical Information Systems Analytical Information Systems	V (2) + Ü (2)	5	1		NUM	Klausur (ca. 60 Min.)	Englisch		1) Bonusfähig 2) Englisch
12-M-DSS	2024-WS	Decision Support Systems Decision Support Systems	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) mündliche Prüfung (10-15 Min. bei einer Person, ca. 20 Min. bei zwei Personen und ca. 30 Min. bei drei Personen)	Englisch		1) Bonusfähig 2) Englisch
12-M-TDS	2024-WS	Applied Data Analysis and Machine Learning Applied Data Analysis and Machine Learning	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) Hausarbeit (ca. 15 S.)	Englisch		1) bonusfähig 2) Englisch 3) im Semester der Veranstaltung
12-M-PEM	2024-WS	Policy and Management Evaluation Methods Policy and Management Evaluation Methods	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) Hausarbeit (ca. 15 S.)	Englisch		1) bonusfähig 2) Englisch
12-M-OE1	2024-WS	Econometrics 1 Econometrics 1	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) Hausarbeit (ca. 15 S.)	Englisch		1) bonusfähig 2) Englisch
12-M-STDA	2024-WS	Selected Topics in Data Analytics Selected Topics in Data Analytics	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.) oder c) Referat (30-45 Min.)	Englisch		1) Bonusfähig 2) Englisch 3) Im Semester der Veranstaltung
<b>Research &amp; Communication (10 ECTS-Punkte)</b>											
12-M-BUC	2024-WS	Communication in Business and Economics Communication in Business and Economics	V (2) + Ü (2)	5	1		NUM	Klausur (ca. 60 Min.)	Englisch		1) Bonusfähig 2) Englisch

12-M-SC	2024-WS	Research in Management Research in Management	V (2)	5	1		NUM	Hausarbeit (ca. 15 S.) und Referat (ca. 15 Min.) (Gewichtung 2:1)	Englisch		1) Bonusfähig 2) Englisch
12-M-STC	2024-WS	Selected Topics in Research & Communication Selected Topics in Research & Communication	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.) oder c) Referat (30-45 Min.)	Englisch		1) Bonusfähig 2) Englisch 3) Im Semester der Veranstaltung

## Wahlpflichtbereich II: Track (30 ECTS-Punkte) (1 aus 3 Tracks)

### Track 1: Finance & Accounting (30 ECTS-Punkte)

#### Core Electives (20 ECTS-Punkte)

12-M-GA	2024-WS	Group Accounting Group Accounting	V (2) + Ü (2)	5	1		NUM	Klausur (ca. 90 Min.)	Englisch		1) Bonusfähig 2) Englisch
12-M-AFA	2024-WS	Advanced Financial Accounting Advanced Financial Accounting	V (2) + Ü (2)	5	1		NUM	Klausur (ca. 60 Min.)	Englisch		1) Bonusfähig 2) Englisch
12-M-REKA	2024-WS	Accounting and Capital Markets Accounting and Capital Markets	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) Hausarbeit (ca. 15 S.)	Englisch		1) Bonusfähig 2) Englisch
12-M-SP	2024-WS	Tax Planning Tax Planning	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) Hausarbeit (ca. 15 S.)	Englisch		1) Bonusfähig 2) Englisch
12-M-CF2	2024-WS	Portfolio and Capital Market Theory Portfolio and Capital Market Theory	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-90 Min.) oder b) Hausarbeit (ca. 15 S.)	Englisch		1) Bonusfähig 2) Englisch
12-M-TFA1	2024-WS	Topics in Finance & Accounting 1 Topics in Finance & Accounting 1	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.) oder c) Referat (30-45 Min.)	Englisch		1) Bonusfähig 2) Englisch 3) Im Semester der Veranstaltung
12-M-TFA2	2024-WS	Topics in Finance & Accounting 2 Topics in Finance & Accounting 2	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.) oder c) Referat (30-45 Min.)	Englisch		1) Bonusfähig 2) Englisch 3) Im Semester der Veranstaltung

Seminar (10 ECTS-Punkte)											
12-M-ASFA	2024-WS	Advanced Seminar: Finance & Accounting  Advanced Seminar: Finance & Accounting	S (2)	10	1		NUM	Hausarbeit (20-25 S.) und Referat (ca. 20 Min.) (Gewichtung 2:1)	Englisch		2) Englisch
Track 2: Operations & Information Management (30 ECTS-Punkte)											
Core Electives (20 ECTS-Punkte)											
12-M-GLSC	2018-WS	Global Logistics & Supply Chain Management  Global Logistics & Supply Chain Management	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) Hausarbeit (ca. 15-20 S.)	Englisch		1) Bonusfähig 2) Englisch
12-M-SMGS	2024-WS	Strategic Management of Global Supply Chains  Strategic Management of Global Supply Chains	V (2) + Ü (2)	5	1		NUM	Klausur (ca. 60 Min.)	Englisch		1) Bonusfähig 2) Englisch
12-M-EAI	2024-WS	Enterprise AI  Enterprise AI	V (2) + Ü (2)	5	1	35*WA	NUM	a) Klausur (ca. 60 Min.) oder b) Hausarbeit (ca. 15 S.) oder c) mündliche Einzelprüfung (ca. 20 Min.) oder d) Portfolioprüfung (ca. 50 Std.)	Englisch		1) Bonusfähig 2) Englisch 3) Im Semester der Veranstaltung
12-M-ATDS	2024-WS	Topics in Data Science  Topics in Data Science	V (2) + Ü (2)	5	1	35*WA	NUM	a) Klausur (ca. 60 Min.) oder b) Hausarbeit (ca. 15 S.) oder c) Portfolioprüfung (ca. 50 Std.)	Englisch		1) bonusfähig 2) Englisch 3) Im Semester der Veranstaltung
12-M-SCC	2024-WS	Seminar: Supply Chain Competition  Seminar: Supply Chain Competition	S (2)	5	1	12*WA	NUM	Hausarbeit (15-20 S.) und Referat (ca. 10 Min.) (Gewichtung 2:1)	Englisch		2) Englisch 3) Jährlich, WS
12-M-MUS	2024-WS	Mobile und Ubiquitous Business  Mobile und Ubiquitous Business	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) mündliche Prüfung (10-15 Min. bei einer Person, ca. 20 Min. bei zwei Personen und ca. 30 Min. bei drei Personen)	Englisch		1) Bonusfähig 2) Englisch

12-M-ITM	2024-WS	IT-Management IT-Management	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) mündliche Prüfung (10-15 Min. bei einer Person, ca. 20 Min. bei zwei Personen und ca. 30 Min. bei drei Personen)	Englisch		1) Bonusfähig 2) Englisch
12-M-IBS	2024-WS	E-Business Strategies E-Business Strategies	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 Min.) oder b) mündliche Prüfung (10-15 Min. bei einer Person, ca. 20 Min. bei zwei Personen und ca. 30 Min. bei drei Personen)	Englisch		1) Bonusfähig 2) Englisch
12-TOF1	2024-WS	Topics in Operations & Information Management 1 Topics in Operations & Information Management 1	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.) oder c) Referat (30-45 Min.)	Englisch		1) Bonusfähig 2) Englisch 3) Im Semester der Veranstaltung
12-TOF2	2024-WS	Topics in Operations & Information Management 2 Topics in Operations & Information Management 2	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.) oder c) Referat (30-45 Min.)	Englisch		1) Bonusfähig 2) Englisch 3) Im Semester der Veranstaltung
<b>Seminar (10 ECTS-Punkte)</b>											
12-M-ASOI	2024-WS	Advanced Seminar: Operations & Information Management Advanced Seminar: Operations & Information Management	S (2)	10	1		NUM	Hausarbeit (20-25 S.) und Referat (ca. 20 Min.) (Gewichtung 2:1)	Englisch		2) Englisch
<b>Track 3: Marketing &amp; Entrepreneurship (30 ECTS-Punkte)</b>											
<b>Core Electives (20 ECTS-Punkte)</b>											
12-M-IMM	2024-WS	Sales and Communications Management Sales and Communications Management	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.)	Englisch		1) Bonusfähig 2) Englisch
12-M-PIPM	2024-WS	Product Innovation and Price Management Product Innovation and Price Management	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.)	Englisch		1) Bonusfähig 2) Englisch

12-M-UGF1	2024-WS	Corporate Entrepreneurship and Innovation  Corporate Entrepreneurship and Innovation	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60 -120 Min.) oder b) Hausarbeit (15-20 S.) oder c) mündliche Prüfung (10-15 Min. bei einer Person, ca. 20 Min. bei zwei Personen und ca. 30 Min. bei drei Personen)	Englisch		2) Englisch
12-M-UGF3	2024-WS	Digital Entrepreneurship and Digital Transformation  Digital Entrepreneurship and Digital Transformation	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.) oder c) mündliche Prüfung (10-15 Min. bei einer Person, ca. 20 Min. bei zwei Personen und ca. 30 Min. bei drei Personen)	Englisch		2) Englisch
12-M-MA	2024-WS	Marketing Analytics  Marketing Analytics	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.)	Englisch		1) Bonusfähig 2) Englisch
12-M-TME1	2024-WS	Topics in Marketing & Entrepreneurship 1  Topics in Marketing & Entrepreneurship 1	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.) oder c) Referat (30-45 Min.)	Englisch		1) Bonusfähig 2) Englisch 3) Im Semester der Veranstaltung
12-M-TME2	2024-WS	Topics in Marketing & Entrepreneurship 2  Topics in Marketing & Entrepreneurship 2	V (2) + Ü (2)	5	1		NUM	a) Klausur (ca. 60-120 Min.) oder b) Hausarbeit (15-20 S.) oder c) Referat (30-45 Min.)	Englisch		1) Bonusfähig 2) Englisch 3) Im Semester der Veranstaltung
<b>Seminar (10 ECTS-Punkte)</b>											
12-M-ASME	2024-WS	Advanced Seminar: Marketing & Entrepreneurship  Advanced Seminar: Marketing & Entrepreneurship	S (2)	10	1		NUM	Hausarbeit (20-25 S.) und Referat (ca. 20 Min.) (Gewichtung 2:1)	Englisch		2) Englisch
<b>Abschlussbereich (30 ECTS-Punkte)</b>											
12-M-MTMI	2024-WS	Master-Thesis Management International  Master-Thesis Management International		30	1		NUM	Master-Thesis (ca. 60-80 Seiten)	Englisch		3) Fortlaufend, nach Rücksprache mit Betreuer/-in sowie Anmeldung 5) Bearbeitungszeit: 6 Monate