

## Study regulations of the FH Bachelor Degree

### **International Business & Management**

To obtain the academic degree

Bachelor of Arts in Business,  
abbreviated B.A.

as an appendix to the statutes of the FH Kufstein Tirol

**Organizational form:** Full-time and part-time

**Duration:** 6 semesters

**Scope:** 180 ECTS

**Places for beginners per academic year:** 55 full-time  
25 part-time

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**With the amendment to the University Act 2020, the so-called "University of Applied Sciences Studies Act (FHStG)" has been renamed "University of Applied Sciences Act (FHG)". Accordingly, a necessary editorial adjustment was made in this document on January 13th, 2021 and the name FHStG was replaced by FHG.**

# 1 OCCUPATIONAL PROFILES

## 1.1 Occupational fields

One advantage of the Bachelor of International Business & Management is that generalists are trained for practically all industries, functions and organizational sizes. Thanks to this broad, interdisciplinary approach, which can be combined with other courses or specializations, graduates have access to a number of professional fields of activity that is unparalleled compared with other courses of study. In order to demonstrate the range, a few examples are given: Sales representative in an international trading company, employee in the monitoring department of a diocese, project employee in a medium-sized engineering company, personnel officer in the Ministry of Finance, service employee in a utility company and office manager in a start-up. The experience of almost twenty years with graduate cohorts (since 2001) in particular has shown that this diversity of professional opportunities also meets current demand on the labor market. After graduation, students thereby make a positive contribution to the successful development of companies or organizations in general. The attached diagram describes the horizon of operational capability based on industries, functions, organizational sizes and hierarchical levels. The list is not final, given the pace of change in qualifications, economic and business structures. The nearly explosive change on the job market with new professions, new jobs and new requirements in particular is an opportunity for a generalist study.

### Structure of professional fields of activity

<b>Industries</b>	<i>Applicability in (almost) all industries, especially:</i> <ul style="list-style-type: none"> <li>• Trade (e.g. retail, wholesale, intermediaries, etc.)</li> <li>• Industry (e.g. mechanical engineering, raw materials, electrical, construction, chemistry, etc.)</li> <li>• Services of all kinds (e.g. consulting, agencies, healthcare, etc.)</li> <li>• e.g. consulting, agencies, healthcare, etc.)</li> <li>• Financial services (e.g. banks, FinTech, insurance companies, etc.)</li> <li>• Non-profit sector (e.g. interest groups, charitable and social organizations, political and social organizations, etc.)</li> <li>• Public administration and public enterprises (e.g. administrations in federal/state/municipalities, utilities, etc.)</li> </ul>
<b>Functions</b>	<i>Applicable in (almost) all operational functions, especially:</i> <ul style="list-style-type: none"> <li>• Marketing and sales (e.g. service, public relations, field and indoor sales force, etc.)</li> <li>• Product and quality management (e.g. product group management, service management, internal or external quality management, etc.)</li> <li>• Purchasing and procurement (e.g. supplier management, procurement logistics, supply chain or sourcing management, etc.)</li> <li>• Research and development (e.g. innovation or development project management, research, cooperation management, etc.)</li> <li>• Accounting and monitoring (e.g. bookkeeping, corporate or business area monitoring, etc.)</li> <li>• Finance and risk management (e.g. asset management, liquidity management, compliance, etc.)</li> <li>• Staff or assistants (e.g. Business Development staff function, assistance for management functions such as the board of directors or management, etc.)</li> <li>• Emerging functions (e.g. digitization management, business model engineering, etc.)</li> </ul>
<b>Organizational sizes</b>	<i>Can be used in all sizes of organization:</i> <ul style="list-style-type: none"> <li>• Sole proprietorship in specialized functions (see the list of functions above)</li> <li>• Start-ups (in the start-up or growth phase) in all sectors</li> <li>• SMEs (small and medium-sized enterprises) in all sectors</li> <li>• Large companies in all industries</li> </ul>

<b>Hierarchy levels</b>	<i>Used primarily at assistance level:</i> <ul style="list-style-type: none"> <li>• Assistance or junior function</li> <li>• Employee for special tasks</li> </ul>
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This list is only intended to illustrate by way of example how broad the field of activity of the graduates of the Bachelor degree program in International Business & Management is. This scope is achieved in particular by the fact that great value is placed on the content-related, networked teaching of skills over the course of study. This scope of economic education is particularly important for the Bachelor program (in the subsequent Master's degree in International Business Studies, students can select between the two specializations Marketing and Finance). The Bachelor's program International Business & Management is in a consecutive structure with the Master's program International Business Studies.

Experience shows that graduates perform the above-mentioned activities in or for internationally-operating companies (start-ups, SMEs, large companies). This also corresponds with the basic orientation of the Bachelor of International Business & Management. Thanks to their extensive basic training in the economic subjects, they can be applied very broadly as generalists. Through the knowledge acquired, it is easy to gain further, subject-specific qualifications in order to then be able to work as a specialist in the course of their professional life. This is precisely in line with the approach of lifelong learning in a world of constant change.

Entry positions for graduates of the Bachelor degree program in the above-mentioned areas are usually positions with no management responsibility (administration, project participation, assistance) or trainee positions. However, the career perspectives are also classified as very good after appropriate professional experience and depending on personal performance. This is also demonstrated through the contact with the alumni of the course.

## 1.2 Qualification profile

The qualification aims or learning outcomes of the Bachelor's program in International Economics and Management correspond to both the subject-related and professional requirements of ISCED level 0311 (International Standard Classification of Education). The contents taught qualify the graduates for the specified professional fields of activity.

In order for graduates of the program to be able to work successfully in the above-mentioned professional fields, students are given a very broad range of skills over the course of the six semesters. The following competence profiles should be mentioned:

### A. International Business & Management skills:

In the context of teaching economic skills, students will gain:

- An understanding of business-related management procedures and interrelationships.
- An understanding of basic economic interrelationships and their significance for business decisions.
- Specific business-related management knowledge (marketing, human resources, accounting, financing, etc.) including legal basics.
- Knowledge of the analysis of data and key figures.
- Professionally-relevant practical experience from the obligatory internship, the integrative case studies and project work.

### B. Methodological and scientific competences:

In the context of teaching methodological skills, students will gain:

- The ability to master quantitative methods for analysis.

- The skill to structure topics, problems and challenges that are initially unstructured, open or unsystematic.
- The ability to learn, research and develop solutions to complex problems and challenges independently.
- The skills to master the relevant business software (office software, statistical software, process software)
- Agile methods such as project management.

### **C. Linguistic & cultural skills:**

Within the framework of the teaching of language and cultural skills, students will gain:

- A basic understanding of the importance of culture(s) and the relevance of this topic for the economy and society.
- Specific business, economic, political and cultural knowledge for certain regions of the world.
- The ability to speak and write two foreign languages (e.g. English, French, Spanish, Chinese, Arabic)
- Intercultural sensitivity and appreciation of an open and tolerant society.
- The competence to actively engage with other cultures - especially during the year abroad.

### **D. Social skills:**

Within the framework of the teaching of economic skills, students will gain:

- Communication skills in interpersonal interaction and in groups and teams.
- Professional presentation techniques.
- Skills in the field of social skills, such as teamwork, conflict management and conversation skills.
- Self-management.

### **E. Digitization and sustainability skills:**

In this time of transformation, students will gain:

- A basic ability to orientate oneself within the VUCA world and its challenges (the acronym VUCA stands for volatility, uncertainty, complexity, ambiguity).
- A basic understanding of change processes in Markets & Companies
- The skills to act effectively in the context of digital transformation processes.
- The sensitivity to a sustainable future focus at micro and macro level.
- The ability to scientifically classify future topics and a basic recognition of their effects.

### **F. Transfer of practice & implementation skills:**

Against the background of the principle of effectiveness or result orientation, the students will gain:

- The ability to put theories and models into a practical context.
- The skills to grasp novel topics, to be able to classify them and to develop potential solutions.
- The ability to think in terms of results and to see implementation as a key issue.
- To become involved in an organization and be effective during the professional internship.
- And generally the ability to think in an interdisciplinary and critical way.

The skills described not only form the basis for starting and developing a career, but also enable students to take up a Master's degree in economics.

The competences and contents imparted qualify the graduates for the professional fields of activity mentioned. With six core sectors, each containing three sub-sectors (18 in total) and eight core functions, each containing four special functions (32 in total), there are around 600 professional fields of

employment for graduates of the program. From this range, three examples are selected below to illustrate this variance on the one hand and to show the competence transfer on the other.

**Example 1: A graduate with strong communication skills works as a junior consultant for a consulting company (e.g. McKinsey).**

<i>Occupational field of activity</i>	<i>Task</i>	<i>Competence description</i>	<i>Competence allocation</i>	<i>Curriculum/modules</i>
Junior consultant in an international consulting company (e.g. McKinsey or BCG, Accenture, KPMG)	Project conception and preparation	Can carry out re-research tasks for the respective client mandates against the background of current trends and challenges (including the corresponding preparation)	Digitization and sustainability skills	Applied economics, complementary skills, special business administration
			International Business & Management skills	Applied economics, business-related fundamentals, empirical research methods, complementary competences, Management & Strategy, internship, special business administration, economics, academic methods
			Methodical and scientific competences	Empirical research methods, complementary skills, special business administration, academic methods
		Is able to organize the consulting projects: Project plan, project infrastructure, project communication	Social skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, academic methods
			Practical transfer and implementation skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, fundamentals of economics
		Can develop and produce the working documents and the corresponding methods	Methodical and scientific competences	Empirical research methods, complementary skills, special business administration, academic methods
			Practical transfer and implementation skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, fundamentals of economics
	Project implementation	Are able to cooperate in the project stage of the mandates: Data collection, interpretation, workshop preparation and implementation	Methodical and scientific competences	Empirical research methods, complementary skills, special business administration, academic methods
			Transfer of practice & implementation skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, fundamentals of economics
			Social skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, academic methods
		Can compile documents in the form of management summaries including the development of a data and documentation logic and cooperation in implementation monitoring	Methodical and scientific competences	Empirical research methods, complementary skills, special business administration, academic methods
			Transfer of practice & implementation skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, fundamentals of economics
			Social skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, academic methods

<i>Occupational field of activity</i>	<i>Task</i>	<i>Competence description</i>	<i>Competence allocation</i>	<i>Curriculum/modules</i>
	Systematic customer communication and customer loyalty	Is able to participate in the ongoing communicative support of key customers (news, studies, etc.)	Digitization and sustainability skills	Applied economics, complementary skills, special business administration
Language and cultural skills			Applied economics, complementary skills, internship, languages	
Social skills			Applied economics, complementary skills, Management & Strategy, internship, special business administration, academic methods	

**Example 2: A graduate with high market and customer affinity starts in the product management of an international industrial company (e.g. Stihl).**

<i>Occupational field of activity</i>	<i>Task</i>	<i>Competence description</i>	<i>Competence allocation</i>	<i>Curriculum/modules</i>
Assistant in product management in an international industrial company (e.g. chemicals, mechanical and plant engineering)	Collection of product-relevant market data	Are able to collect product-relevant market data from the internet, from associations, from industry studies, from customer or market analyses	International Business & Management skills	Applied economics, business-related fundamentals, empirical research methods, complementary competences, Management & Strategy, internship, special business administration, economics, academic methods
			Methodical and scientific competences	Empirical research methods, complementary skills, special business administration, academic methods
		Can prepare specific product reports as a basis for product development and marketing against the background of current trends and challenges	International Business & Management skills	Applied economics, business-related fundamentals, empirical research methods, complementary competences, Management & Strategy, internship, special business administration, economics, academic methods
			Digitization and sustainability skills	Applied economics, complementary skills, special business administration
			Practical transfer and implementation skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, fundamentals of economics

<b>Occupational field of activity</b>	<b>Task</b>	<b>Competence description</b>	<b>Competence allocation</b>	<b>Curriculum/modules</b>
	Developing requirements for product development	Are able to participate in the specification of product development, taking into account market data	Methodical and scientific competences	Empirical research methods, complementary skills, special business administration, academic methods
			Social skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, academic methods
		Can perform ongoing development monitoring and comparison with market data	International Business & Management skills	Applied economics, business-related fundamentals, empirical research methods, complementary competences, Management & Strategy, internship, special business administration, economics, academic methods
			Practical transfer and implementation skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, fundamentals of economics
		Is able to cooperate in product testing or in the first pilot applications of the new product	Methodical and scientific competences	Empirical research methods, complementary skills, special business administration, academic methods
			Practical transfer and implementation skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, fundamentals of economics
	Market introduction of new products	Can assist in developing market introduction plans for new products, taking into account the product life cycle (including accompanying service)	International Business & Management skills	Applied economics, business-related fundamentals, empirical research methods, complementary competences, Management & Strategy, internship, special business administration, economics, academic methods



<i>Occupational field of activity</i>	<i>Task</i>	<i>Competence description</i>	<i>Competence allocation</i>	<i>Curriculum/modules</i>
			Methodical and scientific competences	Empirical research methods, complementary skills, special business administration, academic methods
		Is able to assist in the launch of new products and the corresponding sales management	Social skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, academic methods
			Practical transfer and implementation skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, fundamentals of economics

**Example 3: A graduate with a strong focus on numbers and systems will strengthen the monitoring department in an internationally networked NPO (e.g. Greenpeace).**

<i>Occupational field of activity</i>	<i>Task</i>	<i>Competence description</i>	<i>Competence allocation</i>	<i>Curriculum/modules</i>
Monitoring in an NPO (e.g. social, charitable NPOs)	Co-design of a monitoring system	Is able to participate in the updating or development of a controlling logic (operational and strategic)	International Business & Management skills	Applied economics, business-related fundamentals, empirical research methods, complementary competences, Management & Strategy, internship, special business administration, economics, academic methods
			Methodical and scientific competences	Empirical research methods, complementary skills, special business administration, academic methods
		Can implement the monitoring logic together with RW and IT	Digitization and sustainability skills	Applied economics, complementary skills, special business administration
			Practical transfer and implementation skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, fundamentals of economics
		Are able to participate in testing or optimization within the framework of a pilot phase	Social skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, academic methods
			Practical transfer and implementation skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, fundamentals of economics
		Can participate in the release and training of all affected employees and managers	Methodical and scientific competences	Empirical research methods, complementary skills, special business administration, academic methods
			Social skills	Applied economics,

<i>Occupational field of activity</i>	<i>Task</i>	<i>Competence description</i>	<i>Competence allocation</i>	<i>Curriculum/modules</i>
				complementary skills, Management & Strategy, internship, special business administration, academic methods
			Linguistic & cultural skills	Applied economics, complementary skills, internship, languages
	Ongoing implementation of monitoring	Are able to accompany the start of the new monitoring system and regular plausibility checks	Methodical and scientific competences	Empirical research methods, complementary skills, special business administration, academic methods
			Practical transfer and implementation skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, fundamentals of economics
		Can produce management reports and prepare the basis for decision-making	International Business & Management skills	Applied economics, business-related fundamentals, empirical research methods, complementary competences, Management & Strategy, internship, special business administration, economics, academic methods
			Methodical and scientific competences	Empirical research methods, complementary skills, special business administration, academic methods
		Are able to conduct regular reviews and updates of the monitoring system	Methodical and scientific competences	Empirical research methods, complementary skills, special business administration, academic methods
			Practical transfer and implementation skills	Applied economics, complementary skills, Management & Strategy, internship, special business administration, fundamentals of economics

## 2 CURRICULUM

### 2.1 Curriculum Data

<b>Curriculum data</b>			
(Depending on how the course of studies is organized, "FT" or "PT" or "FT"+"PT" must be filled out.)			
	<b>FT</b>	<b>PT</b>	<b>Comment if applicable</b>
<b>First year of study</b> (YYY/YY+1)	2021/22	2021/22	
<b>Standard duration of study</b> (number of semesters)	6	6	
<b>Obligatory WSH</b> (Total number for all sem.)	65.5	101	In the FT program, two semesters abroad with the weekly semester hours from the respective partner universities take place in addition to the specified weekly semester hours.
<b>Course weeks per semester</b> (number of weeks)	15	15	
<b>Obligatory course hours</b> (Total for all sem.)	1725	1785	In the FT program, two semesters abroad with the weekly semester hours from the respective partner universities take place in addition to the specified weekly semester hours.
<b>Obligatory ECTS</b> (Total for all sem.)	180	180	
<b>WS start</b> (Date, comm.: poss. CW)	CW 40	CW 40	
<b>WS end</b> (Date, comm.: poss. CW)	CW 5	CW 5	
<b>SS start</b> (Date, comm.: poss. CW)	CW 11	CW 11	
<b>SS end</b> (Date, comm.: poss. CW)	CW 28	CW 28	
<b>WS weeks</b>	15	15	
<b>SS weeks</b>	15	15	
<b>Obligatory semester abroad</b> (semester specification)	3rd/4th semester	no	
<b>Language of instruction</b> (specify)	German/English	German/English	Proportion of courses held in English: FT: 49,47% of the weekly semester hours PT: 47.83% of the weekly semester hours
<b>Internship</b> (semester information, duration in weeks per semester)	6th semester (min. 12 weeks)	Only if there is no relevant professional activity.	
<b>Resulting from the merging of the degree programs or from the separation from the degree program</b> (StgKz; to be specified only for merging or separation)			

## 2.2 Curriculummatrix

The following description of the courses does not include the work involved in supervising Bachelor theses. 0.2 weekly semester hours are planned per supervised thesis, i.e. for 55 FT students an additional 11 thesis weekly semester hours, which are incurred in the 6th semester. In total, an AWSH sum of 126 AWSH is achieved over all 6 semesters in the FT type.

With 25 PT students, an additional effort of 5 AWSH in the 6th semester is required. In total, an AWSH sum of 124 AWSH is achieved over all 6 semesters in the PT type.

The differences in the curriculum of the full-time and part-time types result from the extensive study abroad, which is a compulsory part of the International Business & Management Bachelor's program in the full-time type, with two semesters in the 4th and 5th semester. A total of 52 ECTS must be earned abroad, which together with the 19 ECTS from the professional internship (6th semester) makes a total of 71 ECTS. Depending on the courses offered at the over 200 partner universities as well as the internship providers, the ECTS credits to be credited result in an individualized competence profile up to the end of studies and offer full-time students the opportunity to specialize and expand their knowledge to a greater extent. A circumstance that is compensated in the part-time version by a thematically broader range of courses over the entire duration of study as well as the Current Topic course in the 6th semester, in which students are involved in the specific focus.

### Module assignment overview (full-time):

Modul	Modulname	LV-Bezeichnung	SWS	ECTS	Sem.
BV.AWW	Applied Economic Sciences	Agiles Projektmanagement & Praxisprojekt I	3	5	2
		Business Simulation Game (E)	1	2	3
		Digital Transformation I: Basics (E)	2	3	1
		Digital Transformation III: Communication & Practical Project II (E)	3	5	3
		Digital Transformation II: Markets & Companies (E)	2	3	2
BV.BWG	Business-related Fundamentals	BUSINESS STUDIES I: Introduction	2	3	1
		BUSINESS ADMINISTRATION II: Supply chain management	2	3	2
		Accounting & Finance I: Introduction	2	3	1
		Accounting & Finance II: Accounting	1.5	3	2
BV.EFM	Empirical Research Methods	Business Statistics (E)	2	3	2
		Business Mathematics	3	4	1
BV.KOM	Complementary skills	Kommunikations- & Präsentationstechnik	1.5	2	1
		Science for Future & Sustainability (E)	2	4	4
		Teambuilding & Teamwork	1	1	1
BV.PRA	Internshio	Internship	0	19	6
BV.SPR	Languages	1. Foreign Language I	2	3	1
		1. Foreign Language II	4	5	2
		1. Foreign Language III	3	4	5
		2. Foreign Language I	2	3	1
		2. Foreign Language II	4	5	2
		2. Foreign Language III	3	4	3
BV.SPW	Special business-related administration	Introduction to Law	2	2	1
		Finance & Investment (E)	1.5	2	2
		Marketing & Customer Experience (E)	2	4	5
		Market Research & Customer Insights (E)	2	4	5
		Organizational Psychology & Change Management	2	3	1
BV.VWL	Economic Fundamentals	International Economics (E)	2	4	5
		Managerial Economics (E)	2	3	1
		Political Economics (E)	2	3	5
BV.WIS	Academic Methods	BA-Camp	0.5	1	6
		Bachelor Thesis Seminar	0.5	10	6
		Scientific Topics in International Business Studies	2	4	5
		Academic Methods	1	1	2
BV.WLA1	Courses in Economics Year abroad 1	Business studies in-depth & region-specific events (1/2)	0	26	3
BV.WLA2	Courses in Economics Year abroad 2	Business studies in-depth & region-specific events (2/2)	0	26	4
			<b>65.5</b>	<b>180</b>	

## Module assignment overview (part-time):

Module	Module Title	Course title	WSH	ECTS	Sem.
BB.AWW	Applied Economic Sciences	Agile project management & practical project I	3	6	4
		Business Simulation Game (E)	1	2	6
		Current topic	2	4	6
		Digital Transformation I: Basics (E)	2	4	3
		Digital Transformation III: Communication & Practical Project II (E)	3	5	5
		Digital Transformation II: Markets & Companies (E)	2	4	4
		International Business Experience (E)	1	2	6
		Study Trip (E)	2	3	4
BB.BWG	Business-related Fundamentals	BUSINESS STUDIES I: Introduction	2	3	1
		BUSINESS ADMINISTRATION II: Supply chain management	2	3	2
		Accounting & Finance I: Introduction	2	4	1
		Accounting & Finance II: Accounting	2	3	2
BB.EFM	Empirical Research Methods	Applied Business Mathematics	3	5	1
		Business Statistics (E)	3	5	3
		Exploratory Research Methods	2	3	4
BB.KOM	Complementary Skills	Cross Cultural Management (E)	2	3	5
		Thinking - Problem solving - Deciding	1	3	1
		International Politics	2	3	5
		Communication & presentation technology	2	3	1
		Learning Organization & Knowledge Management	1	2	3
		Science for Future & Sustainability (E)	2	4	6
		Teambuilding & Teamwork	1	1	1
		Effective leadership and self-management	2	3	6
BB.MST	Management & Strategy	Management & Strategy I	4	6	4
		Management & Strategy II	4	6	5
BB.PRA	Internship	Internship	0	4	6
BB.SPR	Languages	English I	2	3	1
		English II	4	5	2
		English III	3	4	3
BB.SPW	Special Business Administration	Controlling	2	3	3
		Introduction to Law	2	2	1
		Finance & Investment (E)	2	3	3
		Finance Lab (E)	1	3	5
		Human Resource Management & New Work (E)	2	4	2
		Marketing & Customer Experience (E)	3	5	2
		Market Research & Customer Insights (E)	3	5	4
		Omnichannel Customer Management	2	3	3
		Organizational Psychology & Change Management	2	4	2
		Start-up & Entrepreneurship	2	3	5
		Trends in International Business (E)	2	3	5
		Trends in International Finance (E)	2	3	4
		Trends in International Marketing (E)	2	3	3
		BB.VWG	Economic Fundamentals	Applied Managerial Economics (E)	3
International Economics (E)	2			3	3
Political Economics (E)	3			4	2
BB.WIS	Academic Methods	BA Camp	0.5	1	6
		Bachelor Thesis Seminar	0.5	10	6
		Scientific Topics in International Business Studies	2	4	5
		Academic Methods	1	2	2
			<b>101.0</b>	<b>180</b>	

## 2.2.1 Curriculum matrix full-time

1st semester											
Course no.	Course title	Course type	T	E	eLV	WSH	No. of groups	AWSH	ALVS	MODULE	ECTS
01.BV.KOM.1.1	Teambuilding & Teamwork	ILV			15%	1	2	2	30	BV.COM	1
02.BV.AWW.1	Digital Transformation I: Basics (E)	ILV		X	25%	2	1	2	30	BV.AWW	3
03.BV.SPW.1.1	Organizational Psychology & Change Management	ILV			15%	2	1	2	30	BV.SPW	3
04.BV.BWG.1.1	BUSINESS STUDIES I: Introduction	ILV			0%	2	0.5	1.0	15.0	BV.BWG	3
05.BV.SPW.1.2	Introduction to Law	ILV			15%	2	1	2	30	BV.SPW	2
06.BV.VWG.1	Managerial Economics (E)	ILV		X	25%	2	1	2	30	BV.VWG	3
07.BV.BWG.1.2	Accounting & Finance I: Introduction	ILV			25%	2	2	4	60	BV.BWG	3
08.BV.EFM.1	Business Mathematics	ILV			15%	3	2	6	90	FOMC	4
09.BV.SPR.1.1	1. Foreign Language I	ILV			15%	2	3	6	90	BV.LNG	3
10.BV.SPR.1.2	2. Foreign Language I	ILV			15%	2	3	6	90	BV.LNG	3
11.BV.KOM.1.2	Communication & presentation technology	UE			15%	1.5	2	3.0	45.0	BV.COM	2
Total line:						21.5		36.0	540.0		30
Course hours = Total WSH x course weeks						322.5					

2nd semester											
Course no.	Course title	Course type	T	E	eLV	WSH	No. of groups	AWSH	ALVS	MODULE	ECTS
01.BV.AWW.2.1	Digital Transformation II: Markets & Companies (E)	ILV		X	25%	2	1	2	30	BV.AWW	3
02.BV.AWW.2.2	Agile project management & practical project I	PT			25%	3	1	3	45	BV.AWW	5
03.BV.BWG.2.1	BUSINESS ADMINISTRATION II: Supply chain management	ILV			50%	2	1	2	30	BV.BWG	3
04.BV.BWG.2.2	Accounting & Finance II: Accounting	ILV			25%	1.5	1	1.5	22.5	BV.BWG	3
05.BV.SPW.2.3	Finance & Investment (E)	ILV		X	15%	1.5	1	1.5	22.5	BV.SPW	2
06.BV.EFM.2	Business Statistics (E)	ILV		X	25%	2	2	4	60	FOMC	3
07.BV.WIS.2	Academic Methods	ILV			15%	1	1	1	15	BV.WIS	1
08.BV.SPR.2.1	1. Foreign Language II	ILV			15%	4	3	12	180	BV.LNG	5
09.BV.SPR.2.2	2. Foreign Language II	ILV			15%	4	3	12	180	BV.LNG	5
Total line:						21.0		39.0	585.0		30
Course hours = Total WSH x course weeks						315.0					

**3. Semester**

Course no.	Course title	Course type	T	E	eLV	WSH	No. of groups	AWSH	ALVS	MODULE	ECTS
01.BV.WLA.3	Business studies in-depth & region-specific events (1/2)	ILV			0 %	0	1	0	0	BV.WLA1	26
02.BV.SPR.3	2. Foreign Language III	ILV			100 %	3	3	9	135	BV.SPR	4
Total line:						3		9	135		30
Course hours = Total WSH x course weeks						45					

**4. Semester**

Course no.	Course title	Course type	T	E	eLV	WSH	No. of groups	AWSH	ALVS	MODULE	ECTS
01.BV.WLA.4	Business studies in-depth & region-specific events (2/2)	ILV			0 %	0	1	0	0	BV.WLA2	26
02.BV.KOM.4	Science for Future & Sustainability (E)	ILV		X	100 %	2	1	2	30	BV.KOM	4
Total line:						2		2	30		30
Course hours = Total WSH x course weeks						30					

**5. Semester**

Course no.	Course title	Course type	T	E	eLV	WSH	No. of groups	AWSH	ALVS	MODULE	ECTS
01.BV.AWW.5.1	Digital Transformation III: Communication & Practical Project II (E)	PT		X	25 %	3	1	3	45	BV.AWW	5
02.BV.SPW.5.1	Marketing & Customer Experience (E)	SE		X	25 %	2	1	2	30	BV.SPW	4
03.BV.SPW.5.2	Market Research & Customer Insights (E)	ILV		X	40 %	2	1	2	30	BV.SPW	4
04.BV.VWL.5.1	International Economics (E)	ILV		X	25 %	2	1	2	30	BV.VWL	4
05.BV.VWL.5.2	Political Economics (E)	ILV		X	40 %	2	2	4	60	BV.VWL	3
06.BV.AWW.5.2	Business Simulation Game (E)	UE		X	0 %	1	1	1	15	BV.AWW	2
07.BV.WIS.5	Scientific Topics in International Business Studies	SE			15 %	2	1	2	30	BV.WIS	4
08.BV.SPR.5.1	2. Foreign Language III	ILV			15 %	3	3	9	135	BV.SPR	4
Total line:						17		25	375		30
Course hours = Total WSH x course weeks						255					



6th semester											
Course no.	Course title	Course type	T	E	eLV	WSH	No. of groups	AWSH	ALVS	MODULE	ECTS
01.BV.PRA.6	Internship	BPR			0%	0	1	0	0	BV.PRA	19
02.BV.WIS.6.1	BA Camp	ILV			15%	0.5	6	3.0	45.0	BV.WIS	1
03.BV.WIS.6.2	Bachelor Thesis Seminar	SE			0%	0.5	2	1.0	15.0	BV.WIS	10
Total line:								4.0	60.0		30
Course hours = Total WSH x course weeks								15.0			

Abbreviations	
eLV	E-learning proportion of course in percent
E	Lecture in English language
ECTS	ECTS – Credit points
LV	Course
LVS	Course hour(s)
WSH	Weekly semester hour(s)
T	Lecture with technical background
WP	Elective subject

### Summary of curriculum data (full-time)

Description	WSH	AWSH	ALVS	ECTS
Total number of courses over all semesters	65,5	115	1725	180
Total number of courses in 1st year of study	42,5	75	1125	60
Total number of courses in 2nd year of study	5	11	165	60
Total number of courses in 3rd year of study	18	29	435	60
Total number of technical events over all semesters				
Percentage of technical courses over all semesters based on WSH / ECTS				
Total number of courses in English over all semesters	23,5			40
Proportion of courses in English over all semesters based on WSH / ECTS	49,47 %			25,64 %
Proportion of eLearning units over all semesters based on WSH / ECTS	26,56 %			15,17 %

## 2.2.2 Curriculum matrix part-time

1st semester												
Course no.	Course title	Course type	T	E	eLV	WSH	No. of groups	AWSH	ALVS	MODULE	ECTS	
01.BB.KOM.1.1	Teambuilding & Teamwork	ILV			15%	1	2	2	30	BB.KOM	1	
02.BB.BWG.1.1	BUSINESS STUDIES I: Introduction	ILV			0%	2	0.5	1.0	15.0	BB.BWG	3	
03.BB.BWG.1.2	Accounting & Finance I: Introduction	ILV			25%	2	1	2	30	BB.BWG	4	
04.BB.SPW.1	Introduction to Law	ILV			15%	2	1	2	30	BB.SPW	2	
05.BB.VWG.1	Applied Managerial Economics (E)	ILV		X	25%	3	1	3	45	BB.VWG	6	
06.BB.EFM.1	Applied Business Mathematics	ILV			15%	3	2	6	90	BB.EFM	5	
07.BB.SPR.1	English I	ILV			15%	2	2	4	60	BB.SPR	3	
08.BB.KOM.1.2	Communication & presentation technology	UE			15%	2	1	2	30	BB.KOM	3	
09.BB.KOM.1.3	Thinking - Problem solving - Deciding	ILV			15%	1	1	1	15	BB.KOM	3	
Total line:									18	23.0	345.0	30
Course hours = Total WSH x course weeks									270			

2nd semester												
Course no.	Course title	Course type	T	E	eLV	WSH	No. of groups	AWSH	ALVS	MODULE	ECTS	
01.BB.BWG.2.1	BUSINESS ADMINISTRATION II: Supply chain management	ILV			50%	2	1	2	30	BB.BWG	3	
02.BB.BWG.2.2	Accounting & Finance II: Accounting	ILV			25%	2	1	2	30	BB.BWG	3	
03.BB.VWG.2	Political Economics (E)	ILV		X	40%	3	1	3	45	BB.VWG	4	
04.BB.SPW.2.1	Organizational Psychology & Change Management	ILV			15%	2	1	2	30	BB.SPW	4	
05.BB.SPW.2.2	Marketing & Customer Experience (E)	ILV		X	25%	3	1	3	45	BB.SPW	5	
06.BB.SPW.2.3	Human Resource Management & New Work (E)	ILV		X	25%	2	1	2	30	BB.SPW	4	
07.BB.WIS.2	Academic Methods	ILV			15%	1	1	1	15	BB.WIS	2	
08.BB.SPR.2	English II	ILV			15%	4	2	8	120	BB.SPR	5	
Total line:									19	23	345	30
Course hours = Total WSH x course weeks									285			

3rd semester											
Course no.	Course title	Course type	T	E	eLV	WSH	No. of groups	AWSH	ALVS	MODULE	ECTS
01.BB.AWW.3.1	Digital Transformation I: Basics (E)	ILV		X	25%	2	1	2	30	BB.AWW	4
02.BB.SPW.3.1	Omnichannel Customer Management	ILV			15%	2	1	2	30	BB.SPW	3
03.BB.SPW.3.2	Trends in International Marketing (E)	ILV		X	25%	2	1	2	30	BB.SPW	3
04.BB.VWG.3	International Economics (E)	ILV		X	25%	2	1	2	30	BB.VWG	3
05.BB.SPW.3.3	Finance & Investment (E)	ILV		X	15%	2	1	2	30	BB.SPW	3
06.BB.SPW.3.4	Controlling	ILV			15%	2	1	2	30	BB.SPW	3
07.BB.EFM.3	Business Statistics (E)	ILV		X	25%	3	1	3	45	BB.EFM	5
08.BB.KOM.2	Learning Organization & Knowledge Management	ILV		X	15%	1	1	1	15	BB.KOM	2
09.BB.SPR.3	English III	ILV			15%	3	2	6	90	BB.SPR	4
Total line:						19		22	330		30
Course hours = Total WSH x course weeks						285					

4th semester											
Course no.	Course title	Course type	T	E	eLV	WSH	No. of groups	AWSH	ALVS	MODULE	ECTS
01.BB.AWW.4.1	Digital Transformation II: Markets & Companies (E)	ILV		X	25%	2	1	2	30	BB.AWW	4
02.BB.MST.4	Management & Strategy I	ILV			25%	4	1	4	60	BB.MST	6
03.BB.AWW.4.2	Agile project management & practical project I	PT			25%	3	1	3	45	BB.AWW	6
04.BB.SPW.4.1	Trends in International Finance (E)	ILV		X	15%	2	1	2	30	BB.SPW	3
05.BB.SPW.4.2	Market Research & Customer Insights (E)	ILV		X	40%	3	1	3	45	BB.SPW	5
06.BB.EFM.4	Exploratory Research Methods	ILV			25%	2	2	4	60	BB.EFM	3
07.BB.AWW.4.4	Study Trip (E)	ILV		X	0%	2	1	2	30	BB.AWW	3
Total line:						18		20	300		30
Course hours = Total WSH x course weeks						270					

5th semester											
Course no.	Course title	Course type	T	E	eLV	WSH	No. of groups	AWSH	ALVS	MODULE	ECTS
01.BB.AWW.5	Digital Transformation III: Communication & Practical Project II (E)	PT		X	25%	3	1	3	45	BB.AWW	5
02.BB.MST.5	Management & Strategy II	ILV			25%	4	1	4	60	BB.MST	6
03.BB.SPW.5.1	Start-up & Entrepreneurship	ILV			15%	2	1	2	30	BB.SPW	3
04.BB.SPW.5.2	Trends in International Business (E)	ILV		X	15%	2	1	2	30	BB.SPW	3
05.BB.KOM.5.1	International Politics	ILV			15%	2	1	2	30	BB.KOM	3
06.BB.SPW.5.3	Finance Lab (E)	ILV		X	15%	1	2	2	30	BB.SPW	3
07.BB.KOM.5.2	Cross Cultural Management (E)	ILV		X	25%	2	1	2	30	BB.KOM	3
08.BB.WIS.5	Scientific Topics in International Business Studies	SE			15%	2	1	2	30	BB.WIS	4
Total line:								18	19	285	30
Course hours = Total WSH x course weeks								270			

6th semester											
Course no.	Course title	Course type	T	E	eLV	WSH	No. of groups	AWSH	ALVS	MODULE	ECTS
01.BB.KOM.6.1	Science for Future & Sustainability (E)	ILV		X	25%	2	1	2	30	BB.KOM	4
02BB.KOM.6.1	Effective Leadership and Self-management	ILV			15%	2	1	2	30	BB.KOM	3
03.BB.AWW.6	Business Simulation Game (E)	UE		X	100%	1	1	1	15	BB.AWW	2
04.BB.AWW.6.2	Current topic	ILV			25%	2	1	2	30	BB.AWW	4
05.BB.AWW.6.3	International Business Experience (E)	ILV		X	0%	1	1	1	15	BB.AWW	2
06.BB.PRA.6	Internship	BPR			0%	0	1	0	0	BB.PRA	4
07.BB.WIS.6.1	BA Camp	ILV			15%	0.5	6	3.0	45.0	BB.WIS	1
08.BB.WIS.6.2	Bachelor Thesis Seminar	SE			0%	0.5	2	1.0	15.0	BB.WIS	10
Total line:								9.0	12.0	180.0	30
Course hours = Total WSH x course weeks								135.0			

Abbreviations	
eLV	E-learning proportion of course in percent
E	Lecture in English language
ECTS	ECTS – Credit points
LV	Course
LVS	Course hour(s)
WSH	Weekly semester hour(s)
T	Lecture with technical background
WP	Elective subject

**Summary of part-time curriculum data**

<b>Description</b>	<b>WSH</b>	<b>AWSH</b>	<b>ALVS</b>	<b>ECTS</b>
Total number of courses over all semesters	101	119	1785	180
Total number of courses in 1st year of study	37	46	690	60
Total number of courses in 2nd year of study	37	42	630	60
Total number of courses in 3rd year of study	27	31	465	60
Total number of technical events over all semesters				
Percentage of technical courses over all semesters based on WSH / ECTS				
Total number of courses in English over all semesters	44			76
Proportion of courses in English over all semesters based on WSH / ECTS	47.83%			45.24%
Proportion of eLearning units over all semesters based on WSH / ECTS	21.66%			20.28%

## 2.3 Modularization, Full-time

Module number:	Business-related Fundamentals	Scope:	
		12	ECTS
BV.BWG			
Degree program	University of Applied Sciences Bachelor degree program - International Business & Management Full-time		
Position in the curriculum	1st semester		
	2nd semester		
Level	1st semester: 1. Study cycle, Bachelor / 2nd semester: 1. Study cycle, Bachelor		
Previous knowledge	1st semester: None / 2nd semester: None / 2nd semester: Accounting & Finance I		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>BUSINESS ADMINISTRATION II: Supply Chain Management /ILV / Course no.: 03.BV.BWG.2.1 / 2nd semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Chopra, Sunil; Meindl, Peter: Supply Chain Management. Pearson (in the current edition)</li> <li>• Kummer, Sebastian; Grün, Oskar; Jammernegg, Werner: Grundzüge der Beschaffung, Produktion und Logistik. Pearson (in the current edition)</li> <li>• Vahs, Dietmar; Schäfer-Kunz, Jan: Einführung in die Betriebswirtschaftslehre. Schäffer-Poeschel (in the current edition)</li> </ul>		
	<u>BUSINESS STUDIES I: Introduction /ILV / Course no.: 04.BV.BWG.1.1 / 1st semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Vahs, Dietmar; Schäfer-Kunz, Jan: Einführung in die Betriebswirtschaftslehre. Schäffer-Poeschel-Verlag (in the current edition)</li> <li>• 1-2 articles from professional journals</li> </ul>		
	<u>Accounting &amp; Finance II: Accounting /ILV / Course no.: 04.BV.BWG.2.2 / 2nd semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Auer, Kurt V.: Buchhaltung + Jahresabschluss: erstellen – verstehen – analysieren. Self published (in the current edition)</li> <li>• Neugebauer, Angelika: Der einfache Weg zur Bilanz. Linde (in the current edition)</li> <li>• Wagenhofer, Alfred: Bilanzierung und Bilanzanalyse. Linde (in the current edition)</li> </ul>		
	<u>Accounting &amp; Finance I: Introduction /ILV / Course no.: 07.BV.BWG.1.2 / 1st semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Neugebauer, Angelika: Der einfache Weg zur Bilanz. Linde (in the current edition)</li> <li>• Prell-Leopoldseder, Sonja: Grundlagen der Kostenrechnung. Linde (in the current edition)</li> <li>• Urianek, Josef: ABC der Buchhaltung. Linde (in the current edition)</li> </ul>		
Skills acquisition	<u>BUSINESS ADMINISTRATION II: Supply Chain Management /ILV / Course no.: 03.BV.BWG.2.1 / 2nd semester / ECTS: 3</u> The students: <ul style="list-style-type: none"> <li>• know the concepts of production, logistics and supply chain management.</li> <li>• can apply the concepts to practical examples.</li> <li>• identify problem areas in companies on the subject of supply chain management.</li> <li>• can develop independent solutions in the area of supply chain management.</li> </ul>		
	<u>BUSINESS STUDIES I: Introduction /ILV / Course no.: 04.BV.BWG.1.1 / 1st semester / ECTS: 3</u> The students: <ul style="list-style-type: none"> <li>• hold a basic knowledge of general business-related administration (ABWL).</li> </ul>		

	<ul style="list-style-type: none"> <li>• have an overview of the most important business-related management topics and the corresponding terms.</li> <li>• have a basic understanding of operational procedures and know important interrelationships of business-related management topics.</li> <li>• develop an active interest in business studies.</li> </ul> <p><u>Accounting &amp; Finance II: Accounting /ILV / Course no.: 04.BV.BWG.2.2 / 2nd semester / ECTS: 3</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• understand the structure and components of an annual report.</li> <li>• can understand and apply valuations of individual balance sheet items.</li> <li>• can read and interpret annual financial statements independently.</li> <li>• can perform and interpret a financial statement analysis using key figures.</li> </ul> <p><u>Accounting &amp; Finance I: Introduction /ILV / Course no.: 07.BV.BWG.1.2 / 1st semester / ECTS: 3</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• understand the system of double-entry bookkeeping.</li> <li>• can reflect the most important business transactions in the annual financial statements.</li> <li>• can use the tools of internal accounting.</li> <li>• can use application areas of direct costing.</li> <li>• use case studies to discuss the information content of annual financial statements.</li> </ul>
<p>Course contents</p>	<p><u>BUSINESS ADMINISTRATION II: Supply Chain Management /ILV / Course no.: 03.BV.BWG.2.1 / 2nd semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Production theory, planning and organization of production</li> <li>• Logistics in the company (procurement, storage, transport)</li> <li>• Supply chain management internally and externally</li> </ul> <p><u>BUSINESS STUDIES I: Introduction /ILV / Course no.: 04.BV.BWG.1.1 / 1st semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Fundamentals and classification of ABWL</li> <li>• Fundamentals of corporate management: Location decisions, inter-company connections, corporate constitution, organization, personnel management</li> <li>• Basics of monitoring and cross-connections to Accounting &amp; Finance</li> <li>• Selected topics on service provision: Innovation management, carefully-selected marketing content</li> </ul>

Course contents	<p><u>Accounting &amp; Finance II: Accounting /ILV / Course no.: 04.BV.BWG.2.2 / 2nd semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Structure of balance sheet, P and L and cash flow statement</li> <li>• Valuation principles for assets</li> <li>• Risks in debt capital</li> <li>• Balance sheet ratios</li> </ul>
	<p><u>Accounting &amp; Finance I: Introduction /ILV / Course no.: 07.BV.BWG.1.2 / 1st semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Posting records, accounts, account assignment</li> <li>• Structure of balance sheet and profit and loss account</li> <li>• Posting of business cases</li> <li>• Cost type, cost center and cost unit accounting</li> <li>• Contribution margin and application</li> <li>• Modern cost accounting systems</li> </ul>
Teaching and learning methods	<p><u>BUSINESS ADMINISTRATION II: Supply Chain Management /ILV / Course no.: 03.BV.BWG.2.1 / 2nd semester / ECTS: 3</u></p> <p>Blended Learning</p>
	<p><u>BUSINESS STUDIES I: Introduction /ILV / Course no.: 04.BV.BWG.1.1 / 1st semester / ECTS: 3</u></p> <p>Integrated course</p>
	<p><u>Accounting &amp; Finance II: Accounting /ILV / Course no.: 04.BV.BWG.2.2 / 2nd semester / ECTS: 3</u></p> <p>Blended Learning</p>
	<p><u>Accounting &amp; Finance I: Introduction /ILV / Course no.: 07.BV.BWG.1.2 / 1st semester / ECTS: 3</u></p> <p>Blended Learning</p>
Evaluation Methods Criteria	<p><u>BUSINESS ADMINISTRATION II: Supply Chain Management /ILV / Course no.: 03.BV.BWG.2.1 / 2nd semester / ECTS: 3</u></p> <p>Online tasks, term paper, presentation</p>
	<p><u>BUSINESS STUDIES I: Introduction /ILV / Course no.: 04.BV.BWG.1.1 / 1st semester / ECTS: 3</u></p> <p>Written exam</p>
	<p><u>Accounting &amp; Finance II: Accounting /ILV / Course no.: 04.BV.BWG.2.2 / 2nd semester / ECTS: 3</u></p> <p>Online tasks, term paper, presentation, exam</p>
	<p><u>Accounting &amp; Finance I: Introduction /ILV / Course no.: 07.BV.BWG.1.2 / 1st semester / ECTS: 3</u></p> <p>Online tasks, term paper, presentation, exam</p>



Module number: BV.LNG	Languages	Scope:	
		24	ECTS
Degree program	University of Applied Sciences Bachelor degree program - International Business & Management Full-time		
Position in the curriculum	1st semester		
	2nd semester		
	3rd semester		
	5th semester		
Level	1st semester: A1 to C2 (GER) / 2nd semester: A1 to C2 (GER) / 3rd semester: A1 to C2 (GER) / 5th semester: A1 bis C2 (GER)		
Previous knowledge	1st semester: French, Italian, Spanish Module with objective A2: no previous knowledge allowed Module with objective B2: Previous knowledge required		
	Chinese, Russian Module with objective A2: no previous knowledge allowed		
	English Module with objective B2: Level B1 (GER) or English advanced course required Module with objective C1: Level B2 (GER) required Module with objective C2: Level C1 (GER) required / 2nd semester: French, Italian, Spanish		
	Module with objective A2: no previous knowledge allowed Module with objective B2: Previous knowledge required		
	Chinese, Russian Module with objective A2: no previous knowledge allowed		
	English Module with objective B2: Level B1 (GER) or English advanced course required Module with objective C1: Level B2 (GER) required Module with objective C2: Level C1 (GER) required / 3rd semester: French, Italian, Spanish		
Module with objective A2: no previous knowledge allowed Module with objective B2: Previous knowledge required			
Chinese, Russian Module with objective A2: no previous knowledge allowed			
English Module with objective B2: Level B1 (GER) or English advanced course required Module with objective C1: Level B2 (GER) required Module with objective C2: Level C1 (GER) required			
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>2. Foreign Language III /ILV / Course no.: 08.BV.SPR.3 / 3rd semester / ECTS: 4</u> All modules and levels: Course book - by arrangement; authentic materials, e.g. from English language journals (including specialist journals), newspapers and online media		
	<u>1. Foreign Language III /ILV / Course no.: 08.BV.SPR.5.1 / 5th semester / ECTS: 4</u> All modules and levels: Course book - by arrangement; authentic materials, e.g. from English language journals (including specialist journals), newspapers and online media		
	<u>1. Foreign Language II /ILV / Course no.: 08.BV.SPR.2 / 2nd semester / ECTS: 5</u>		

	<p>All modules and levels: Course book - by arrangement; authentic materials, e.g. from English language journals (including specialist journals), newspapers and online media</p> <p><u>1. Foreign Language I /ILV / Course no.: 09.BV.SPR.1.1 / 1st semester / ECTS: 3</u></p> <p>All modules and levels: Course book - by arrangement; authentic materials, e.g. from English language journals (including specialist journals), newspapers and online media</p> <p><u>2. Foreign Language II /ILV / Course no.: 09.BV.SPR.2.2 / 2nd semester / ECTS: 5</u></p> <p>All modules and levels: Course book - by arrangement; authentic materials, e.g. from English language journals (including specialist journals), newspapers and online media</p> <p><u>2. Foreign Language I /ILV / Course no.: 10.BV.SPR.1.2 / 1st semester / ECTS: 3</u></p> <p>All modules and levels: Course book - by arrangement; authentic materials, e.g. from English language journals (including specialist journals), newspapers and online media</p>
<p>Skills acquisition</p>	<p><u>2. Foreign Language III /ILV / Course no.: 08.BV.SPR.3 / 3rd semester / ECTS: 4</u></p> <p>The modules are designed according to the Common European Framework of Reference for Languages (CEFR). In the modules, students will acquire the language skills and develop the skills necessary for a business-oriented professional or academic activity.</p> <p>The following skills are taught in accordance with the CEFR:</p> <p>A1 - Beginners</p>

Skills acquisition	<p>Can understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Can introduce him/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and can answer questions of this kind. Can communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p>A2 - Basic knowledge Can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Can communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Can describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p> <p>B1 - Advanced language use Can understand the main points when clear standard language is used and when it comes to familiar matters from work, school, leisure, etc. Can cope with most situations encountered when travelling in the area where the language is spoken. Can express himself/herself simply and coherently on familiar topics and personal areas of interest. Can report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p>B2 - Independent use of language Can understand the main contents of complex texts on specific and abstract topics; also understands technical discussions in his/her own special field. Can communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Can express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p>C1 - Expert language skills Can understand a wide range of demanding, longer texts and also grasp implicit meanings. Can express him/herself fluently and spontaneously without having to search for words more often. Can use the language effectively and flexibly in social and professional life or in education and studies. Can express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p>C2 - Approximate mother-tongue knowledge Can easily understand practically anything he/she reads or hears. Can summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Can express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p> <hr/> <p><u>1. Foreign Language III /ILV / Course no.: 08.BV.SPR.5.1 / 5th semester / ECTS: 4</u></p> <p>The modules are designed according to the Common European Framework of Reference for Languages (CEFR). In the modules, students will acquire the language skills and develop the skills necessary for a business-oriented professional or academic activity.</p> <p>The following skills are taught in accordance with the CEFR:</p> <p>A1 - Beginner Can understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Can introduce him/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and can answer questions of this kind. Can communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p>A2 - Basic knowledge Can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Can communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Can describe with simple language his/her own background and education, immediate environment and things related to immediate</p>
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	<p>needs.</p> <p><b>B1 - Advanced language use</b>                  Can understand the main points when clear standard language is used and when it comes to familiar matters from work, school, leisure, etc. Can cope with most situations encountered when travelling in the area where the language is spoken. Can express himself/herself simply and coherently on familiar topics and personal areas of interest. Can report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p><b>B2 - Independent use of language</b>                  Can understand the main contents of complex texts on specific and abstract topics; also understands technical discussions in his/her own special field. Can communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Can express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p><b>C1 - Expert language skills</b>                  Can understand a wide range of demanding, longer texts and also grasp implicit meanings. Can express him/herself fluently and spontaneously without having to search for words more often. Can use the language effectively and flexibly in social and professional life or in education and studies. Can express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p><b>C2 - Approximate mother-tongue knowledge</b>                  Can easily understand practically anything he/she reads or hears. Can extract information from various</p>
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Skills acquisition	<p>written and oral sources, presenting reasons and explanations in a coherent presentation. Can express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p>
	<p><u>1. Foreign Language II /ILV / Course no.: 08.BV.SPR.2 / 2nd semester / ECTS: 5</u></p>
	<p>The modules are designed according to the Common European Framework of Reference for Languages (CEFR). In the modules, students will acquire the language skills and develop the skills necessary for a business-oriented professional or academic activity.</p> <p>The following skills are taught in accordance with the CEFR:</p> <p>A1 - Beginner Can understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Can introduce him/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and can answer questions of this kind. Can communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p>A2 - Basic knowledge Can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Can communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Can describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p> <p>B1 - Advanced language use Can understand the main points when clear standard language is used and when it comes to familiar matters from work, school, leisure, etc. Can cope with most situations encountered when travelling in the area where the language is spoken. Can express himself/herself simply and coherently on familiar topics and personal areas of interest. Can report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p>B2 - Independent use of language Can understand the main contents of complex texts on specific and abstract topics; also understands technical discussions in his/her own special field. Can communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Can express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p>C1 - Expert language skills Can understand a wide range of demanding, longer texts and also grasp implicit meanings. Can express him/herself fluently and spontaneously without having to search for words more often. Can use the language effectively and flexibly in social and professional life or in education and studies. Can express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p>C2 - Approximate mother-tongue knowledge Can easily understand practically anything he/she reads or hears. Can summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Can express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p>
	<p><u>1. Foreign Language I /ILV / Course no.: 09.BV.SPR.1.1 / 1st semester / ECTS: 3</u></p>
<p>The modules are designed according to the Common European Framework of Reference for Languages (CEFR). In the modules, students will acquire the language skills and develop the skills necessary for a business-oriented professional or academic activity.</p> <p>The following skills are taught in accordance with the CEFR:</p> <p>A1 - Beginner</p>	

	<p>Can understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Can introduce him/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and can answer questions of this kind. Can communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p><b>A2 - Basic knowledge</b> Can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Can communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Can describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p> <p><b>B1 - Advanced language use</b> Can understand the main points when clear standard language is used and when it comes to familiar matters from work, school, leisure, etc. Can cope with most situations encountered when travelling in the area where the language is spoken. Can express himself/herself simply and coherently on familiar topics and personal areas of interest. Can report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p><b>B2 - Independent use of language</b> Can understand the main contents of complex texts on specific and abstract topics; also understands technical discussions in his/her own special field. Can communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Can</p>
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	<p>express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p>C1 - Expert language skills Can understand a wide range of demanding, longer texts and also grasp implicit meanings. Can express him/herself fluently and spontaneously without having to search for words more often. Can use the language effectively and flexibly in social and professional life or in education and studies. Can express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p>C2 - Approximate mother-tongue knowledge Can easily understand practically anything he/she reads or hears. Can summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Can express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p>
Skills acquisition	<p><u>2. Foreign Language II /ILV / Course no.: 09.BV.SPR.2.2 / 2nd semester / ECTS: 5</u></p> <p>The modules are designed according to the Common European Framework of Reference for Languages (CEFR). In the modules, students will acquire the language skills and develop the skills necessary for a business-oriented professional or academic activity.</p> <p>The following skills are taught in accordance with the CEFR:</p> <p>A1 - Beginner Can understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Can introduce him/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and can answer questions of this kind. Can communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p>A2 - Basic knowledge Can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Can communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Can describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p> <p>B1 - Advanced language use Can understand the main points when clear standard language is used and when it comes to familiar matters from work, school, leisure, etc. Can cope with most situations encountered when travelling in the area where the language is spoken. Can express himself/herself simply and coherently on familiar topics and personal areas of interest. Can report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p>B2 - Independent use of language Can understand the main contents of complex texts on specific and abstract topics; also understands technical discussions in his/her own special field. Can communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Can express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p>C1 - Expert language skills Can understand a wide range of demanding, longer texts and also grasp implicit meanings. Can express him/herself fluently and spontaneously without having to search for words more often. Can use the language effectively and flexibly in social and professional life or in education and studies. Can express himself/herself clearly, in a structured and</p>

	<p>detailed manner on complex matters, using various means of text linking as appropriate.</p> <p>C2 - Approximate mother-tongue knowledge          Can easily understand practically anything he/she reads or hears. Can summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Can express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p>
	<p><u>2. Foreign Language I /ILV / Course no.: 10.BV.SPR.1.2 / 1st semester / ECTS: 3</u></p> <p>The modules are designed according to the Common European Framework of Reference for Languages (CEFR). In the modules, students will acquire the language skills and develop the skills necessary for a business-oriented professional or academic activity.</p> <p>The following skills are taught in accordance with the CEFR:</p> <p>A1 - Beginner          Can understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Can introduce him/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and can answer questions of this kind. Can communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p>A2 - Basic knowledge          Can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Can communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Can describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p>



<p>Skills acquisition</p>	<p><b>B1 - Advanced language use</b>                  Can understand the main points when clear standard language is used and when it comes to familiar matters from work, school, leisure, etc. Can cope with most situations encountered when travelling in the area where the language is spoken. Can express himself/herself simply and coherently on familiar topics and personal areas of interest. Can report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p><b>B2 - Independent use of language</b>                  Can understand the main contents of complex texts on specific and abstract topics; also understands technical discussions in his/her own special field. Can communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Can express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p><b>C1 - Expert language skills</b>                  Can understand a wide range of demanding, longer texts and also grasp implicit meanings. Can express him/herself fluently and spontaneously without having to search for words more often. Can use the language effectively and flexibly in social and professional life or in education and studies. Can express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p><b>C2 - Approximate mother-tongue knowledge</b>                  Can easily understand practically anything he/she reads or hears. Can summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Can express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p>
<p>Course contents</p>	<p><u>2. Foreign Language III /ILV / Course no.: 08.BV.SPR.3 / 3rd semester / ECTS: 4</u></p> <p><b>A1 - Beginner</b>                  Understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Introduce himself/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and answer questions of this kind. Communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p><b>A2 - Basic knowledge</b>                  Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p> <p><b>B1 - Advanced language use</b>                  Use clear standard language and communicate on familiar matters from work, school, leisure, etc. Apply relevant conversation skills for travel in the area in which the language is spoken. Express himself/herself simply and coherently on familiar topics and personal areas of interest. Report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p><b>B2 - Independent use of language</b>                  Express the main contents of complex texts on specific and abstract topics; participate in technical discussions in his/her own special field. Communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p><b>C1 - Expert language skills</b>                  Understand a wide range of demanding, longer texts and also grasp implicit meanings.</p>

	<p>Express himself/herself fluently and spontaneously without having to search for words more often. Use the language effectively and flexibly in social and professional life or in education and studies. Express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p>C2 - Approximate mother-tongue knowledge          Effortless communication in all language situations. Summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p> <hr/> <p><u>1. Foreign Language III /ILV / Course no.: 08.BV.SPR.5.1 / 5th semester / ECTS: 4</u></p> <p>A1 - Beginner          Understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Introduce himself/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and answer questions of this kind. Communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p>A2 - Basic knowledge          Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p>
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Course contents	<p><b>B1 - Advanced language use</b> Use clear standard language and communicate on familiar matters from work, school, leisure, etc. Apply relevant conversation skills for travel in the area in which the language is spoken. Express himself/herself simply and coherently on familiar topics and personal areas of interest. Report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p><b>B2 - Independent use of language</b> Express the main contents of complex texts on specific and abstract topics; participate in technical discussions in his/her own special field. Communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p><b>C1 - Expert language skills</b> Understand a wide range of demanding, longer texts and also grasp implicit meanings. Express himself/herself fluently and spontaneously without having to search for words more often. Use the language effectively and flexibly in social and professional life or in education and studies. Express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p><b>C2 - Approximate mother-tongue knowledge</b> Effortless communication in all language situations. Summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p>
	<p><u>1. Foreign Language II /ILV / Course no.: 08.BV.SPR.2 / 2nd semester / ECTS: 5</u></p> <p><b>A1 - Beginner</b> Understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Introduce himself/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and answer questions of this kind. Communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p><b>A2 - Basic knowledge</b> Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p> <p><b>B1 - Advanced language use</b> Use clear standard language and communicate on familiar matters from work, school, leisure, etc. Apply relevant conversation skills for travel in the area in which the language is spoken. Express himself/herself simply and coherently on familiar topics and personal areas of interest. Report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p><b>B2 - Independent use of language</b> Express the main contents of complex texts on specific and abstract topics; participate in technical discussions in his/her own special field. Communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p><b>C1 - Expert language skills</b> Understand a wide range of demanding, longer texts and also grasp implicit meanings. Express himself/herself fluently and spontaneously without having to search for words more often. Use the language effectively and flexibly in social and professional life or in</p>

	<p>education and studies. Express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p>C2 - Approximate mother-tongue knowledge          Effortless communication in all language situations. Summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p> <hr/> <p><u>1. Foreign Language I /ILV / Course no.: 09.BV.SPR.1.1 / 1st semester / ECTS: 3</u></p> <p>A1 - Beginner          Understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Introduce himself/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and answer questions of this kind. Communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p>A2 - Basic knowledge          Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p> <p>B1 - Advanced language use          Use clear standard language and communicate on familiar matters from work, school</p>
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Course contents	<p>, leisure, etc. Apply relevant conversation skills for travel in the area in which the language is spoken. Express himself/herself simply and coherently on familiar topics and personal areas of interest. Report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p><b>B2 - Independent use of language</b> Express the main contents of complex texts on specific and abstract topics; participate in technical discussions in his/her own special field. Communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p><b>C1 - Expert language skills</b> Understand a wide range of demanding, longer texts and also grasp implicit meanings. Express himself/herself fluently and spontaneously without having to search for words more often. Use the language effectively and flexibly in social and professional life or in education and studies. Express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p><b>C2 - Approximate mother-tongue knowledge</b> Effortless communication in all language situations. Summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p>
	<p><u>2. Foreign Language II /ILV / Course no.: 09.BV.SPR.2.2 / 2nd semester / ECTS: 5</u></p> <p><b>A1 - Beginner</b> Understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Introduce himself/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and answer questions of this kind. Communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p><b>A2 - Basic knowledge</b> Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p> <p><b>B1 - Advanced language use</b> Use clear standard language and communicate on familiar matters from work, school, leisure, etc. Apply relevant conversation skills for travel in the area in which the language is spoken. Express himself/herself simply and coherently on familiar topics and personal areas of interest. Report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p><b>B2 - Independent use of language</b> Express the main contents of complex texts on specific and abstract topics; participate in technical discussions in his/her own special field. Communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p><b>C1 - Expert language skills</b> Understand a wide range of demanding, longer texts and also grasp implicit meanings. Express himself/herself fluently and spontaneously without having to search for words more often. Use the language effectively and flexibly in social and professional life or in education and studies. Express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p>

	<p>C2 - Approximate mother-tongue knowledge Effortless communication in all language situations. Summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p> <hr/> <p><u>2. Foreign Language I /ILV / Course no.: 10.BV.SPR.1.2 / 1st semester / ECTS: 3</u></p> <p>A1 - Beginner Understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Introduce himself/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and answer questions of this kind. Communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p>A2 - Basic knowledge Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p> <p>B1 - Advanced language use Use clear standard language and communicate on familiar matters from work, school, leisure, etc. Apply relevant conversation skills for travel in the area in which the language is spoken. Express himself/herself simply and coherently on familiar topics and personal areas of interest. Report on</p>
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<p>Course contents</p>	<p>experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p>B2 - Independent use of language Express the main contents of complex texts on specific and abstract topics; participate in technical discussions in his/her own special field. Communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p>C1 - Expert language skills Understand a wide range of demanding, longer texts and also grasp implicit meanings. Express himself/herself fluently and spontaneously without having to search for words more often. Use the language effectively and flexibly in social and professional life or in education and studies. Express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p>C2 - Approximate mother-tongue knowledge Effortless communication in all language situations. Summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p>
<p>Teaching and learning methods</p>	<p><u>2. Foreign Language III /ILV / Course no.: 08.BV.SPR.3 / 3rd semester / ECTS: 4</u> ILV is designed according to a communicative, action-oriented approach</p> <p><u>1. Foreign Language III /ILV / Course no.: 08.BV.SPR.5.1 / 5th semester / ECTS: 4</u> ILV is designed according to a communicative, action-oriented approach</p> <p><u>1. Foreign Language II /ILV / Course no.: 08.BV.SPR.2 / 2nd semester / ECTS: 5</u> ILV is designed according to a communicative, action-oriented approach</p> <p><u>1. Foreign Language I /ILV / Course no.: 09.BV.SPR.1.1 / 1st semester / ECTS: 3</u> ILV is designed according to a communicative, action-oriented approach</p> <p><u>2. Foreign Language II /ILV / Course no.: 09.BV.SPR.2.2 / 2nd semester / ECTS: 5</u> ILV is designed according to a communicative, action-oriented approach</p> <p><u>2. Foreign Language I /ILV / Course no.: 10.BV.SPR.1.2 / 1st semester / ECTS: 3</u> ILV is designed according to a communicative, action-oriented approach</p>
<p>Evaluation Methods Criteria</p>	<p><u>2. Foreign Language III /ILV / Course no.: 08.BV.SPR.3 / 3rd semester / ECTS: 4</u> The performance and competence of the students in reading comprehension, listening comprehension, written expression, oral expression and the quality of their cooperation (also online) are taken into account for the assessment.</p> <p><u>1. Foreign Language III /ILV / Course no.: 08.BV.SPR.5.1 / 5th semester / ECTS: 4</u> The performance and competence of the students in reading comprehension, listening comprehension, written expression, oral expression and the quality of their cooperation (also online) are taken into account for the assessment.</p> <p><u>1. Foreign Language II /ILV / Course no.: 08.BV.SPR.2 / 2nd semester / ECTS: 5</u> The performance and competence of the students in reading comprehension, listening comprehension, written expression, oral expression and the quality of their cooperation (also online) are taken into account for the assessment.</p> <p><u>1. Foreign Language I /ILV / Course no.: 09.BV.SPR.1.1 / 1st semester / ECTS: 3</u> The performance and competence of the students in reading comprehension, listening comprehension, written expression, oral expression and the quality of their cooperation (also online) are taken into account for the assessment.</p> <p><u>2. Foreign Language II /ILV / Course no.: 09.BV.SPR.2.2 / 2nd semester / ECTS: 5</u></p>

	<p>The performance and competence of the students in reading comprehension, listening comprehension, written expression, oral expression and the quality of their cooperation (also online) are taken into account for the assessment.</p>
	<p><u>2. Foreign Language I /ILV / Course no.: 10.BV.SPR.1.2 / 1st semester / ECTS: 3</u> The performance and competence of the students in reading comprehension, listening comprehension, written expression, oral expression and the quality of their cooperation (also online) are taken into account for the assessment.</p>



Module number: BV.SPW	Special business-related administration	Scope:	
		15	ECTS
Degree program	University of Applied Sciences Bachelor's program - International Business & Management Full-time		
Position in the curriculum	1st semester		
	2nd semester		
	5th semester		
Level	1st semester: 1. Study cycle, Bachelor / 2nd semester: 1. Study cycle, Bachelor / 5th semester: 1. Study cycle, Bachelor		
Previous knowledge	1st semester: None / 2nd semester: Course: Business Mathematics / 5th semester: None		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Marketing &amp; Customer Experience (E) /ILV / LV-Nr: 02.BV.SPW.5.1 / 3rd Semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>• Cavallone, Mauro: Marketing and Customer Loyalty. Springer (latest edition)</li> <li>• Heding, Tilda et al.: Brand Management: Research, Theory and Practice. Routledge (latest edition)</li> <li>• Kotler, Philip et al.: Marketing Management. Pearson (latest edition)</li> <li>• 1-2 current articles from professional journals</li> </ul>		
	<u>Organizational Psychology &amp; Change Management /ILV / Course no.: 03.BV.SPW.1.1 / 1st semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Doppler, Klaus; Lauterburg, Christoph: Change Management. Den Unternehmenswandel gestalten. Campus (in the current edition)</li> <li>• Lauer, Thomas: Change Management. Grundlagen und Erfolgsfaktoren. Springer Gabler (in the current edition)</li> <li>• Nerdinger, Friedemann; Blickle, Gerhard; Schaper, Niclas: Arbeits- und Organisationspsychologie. Springer (in the current edition)</li> <li>• Von Rosenstiel, Lutz: Grundlagen der Organisationspsychologie. Schäffer-Poeschel (in the current edition)</li> </ul>		
	<u>Market Research &amp; Customer Insights (E) /ILV / LV-Nr: 03.BV.SPW. 5.2 / 5th Semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>• Runkler, Thomas: Data Analytics. Springer (latest edition)</li> <li>• Mooi, Erik et al.: Market Research. Springer (latest edition)</li> <li>• 1-2 current articles from professional journals</li> </ul>		
	<u>Introduction to Law /ILV / Course no.: 05.BV.SPW.1.2 / 1st semester / ECTS: 2</u> <ul style="list-style-type: none"> <li>• Jung, Peter: Commercial law Ch. Beck (in the current edition)</li> <li>• Perner, Stefan; Spitzer, Martin; Kodek, Georg: Bürgerliches Recht. Manz (in the current edition)</li> <li>• Wiltschek, Lothar: UWG. Manz (in the current edition)</li> </ul>		
	<u>Finance &amp; Investment (E) /ILV / Course no: 05.BV.SPW.2.3 / 2nd semester / ECTS: 2</u> <ul style="list-style-type: none"> <li>• Berk, Jonathan; DeMarzo, Peter: Corporate Finance. Pearson (latest edition)</li> <li>• Brealey, Richard A.; Myers, Stewart C.; Allen, Franklin: Principles of Corporate Finance. McGraw-Hill (latest international edition)</li> </ul>		
Skills acquisition	<u>Marketing &amp; Customer Experience (E) /ILV / LV-Nr: 02.BV.SPW.5.1 / 3rd Semester / ECTS: 4</u> The students: <ul style="list-style-type: none"> <li>• know how important marketing is as a customer-oriented way of thinking and corporate philosophy.</li> <li>• know and understand the basic concepts of marketing.</li> <li>• can name and interpret the elements of the marketing mix for products (4P) or services (7P).</li> <li>• have gained an initial insight into the importance of the brand for marketing.</li> </ul>		

	<p><u>Organizational Psychology &amp; Change Management /ILV / Course no.: 03.BV.SPW.1.1 / 1st semester / ECTS: 3</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• recognize the interaction between individual and organization.</li> <li>• can reflect the subject areas of organizational psychology.</li> <li>• know methods for the design of change processes.</li> <li>• independently analyze success factors of change processes.</li> <li>• reflect the theory on practical examples of application.</li> </ul>
	<p><u>Market Research &amp; Customer Insights (E) /ILV / LV-Nr: 03.BV.SPW. 5.2 / 5th Semester / ECTS: 4</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know what role market research plays in the entire marketing complex.</li> <li>• can create a questionnaire and program it online using software.</li> <li>• know selected quantitative and qualitative methods of market research and can use standard statistical software for evaluation.</li> <li>• have gained an initial insight into Big Data or Data Analytics as a method of secondary market research</li> </ul>
	<p><u>Introduction to Law /ILV / Course no.: 05.BV.SPW.1.2 / 1st semester / ECTS: 2</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know the structure and content of the Austrian Privacy Law:</li> <li>• know the structure and content of the Austrian Commercial law.</li> <li>• can assess cases in selected areas of business law.</li> </ul>
	<p><u>Finance &amp; Investment (E) /ILV / Course no: 05.BV.SPW.2.3 / 2nd semester / ECTS: 2</u></p> <p>The students are able to:</p> <ul style="list-style-type: none"> <li>• develop specialist knowledge of valuation methods for financing and investment decisions of companies, bonds and shares as well as macroeconomic interest rate developments.</li> <li>• apply financial education to individual and entrepreneurial investment decisions.</li> <li>• recognize economic connections.</li> <li>• strengthen their analytical skills.</li> </ul>

Course contents	<p><u>Marketing &amp; Customer Experience (E) /ILV / LV-Nr: 02.BV.SPW.5.1 / 3rd Semester / ECTS: 4</u></p> <ul style="list-style-type: none"> <li>• Importance and basics of marketing</li> <li>• Marketing mix factors and their orientation towards the customer</li> <li>• Product vs. service marketing</li> <li>• Importance of brands in marketing</li> </ul>
	<p><u>Organizational Psychology &amp; Change Management /ILV / Course no.: 03.BV.SPW.1.1 / 1st semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Organization theories</li> <li>• Leadership, teamwork, conflicts</li> <li>• Organizational climate and culture</li> <li>• Change management models</li> <li>• Methods and tools of change management</li> <li>• Communication in the change management process</li> </ul>
	<p><u>Market Research &amp; Customer Insights (E) /ILV / LV-Nr: 03.BV.SPW. 5.2 / 5th Semester / ECTS: 4</u></p> <ul style="list-style-type: none"> <li>• Importance of market research and its integration into the marketing process</li> <li>• Planning and implementation of market research projects</li> <li>• Creating and programming questionnaires</li> <li>• Selected qualitative and quantitative analysis methods</li> <li>• Application of statistical software (SPSS, R, Stata) for data analysis</li> <li>• Options and sources of secondary market research (e.g. Big Data)</li> </ul>
	<p><u>Introduction to Law /ILV / Course no.: 05.BV.SPW.1.2 / 1st semester / ECTS: 2</u></p> <ul style="list-style-type: none"> <li>• Legal bases (step-by-step structure of the legal system)</li> <li>• Private law</li> <li>• Commercial law</li> <li>• Sub-areas of commercial law (unfair competition, internet law, insolvency law, etc.)</li> </ul>
	<p><u>Finance &amp; Investment (E) /ILV / Course no: 05.BV.SPW.2.3 / 2nd semester / ECTS: 2</u></p> <ul style="list-style-type: none"> <li>• Valuation methods for bonds and shares as well as financing and investment decisions of companies (including discounting methods, e.g. net present value, internal rate of return)</li> <li>• Interest rates and the significance of interest rate developments on international financial markets</li> <li>• Valuation of bonds and shares</li> </ul>
Teaching and learning methods	<p><u>Marketing &amp; Customer Experience (E) /ILV / LV-Nr: 02.BV.SPW.5.1 / 3rd Semester / ECTS: 4</u> Blended Learning</p>
	<p><u>Organizational Psychology &amp; Change Management /ILV / Course no.: 03.BV.SPW.1.1 / 1st semester / ECTS: 3</u> Blended Learning</p>
	<p><u>Market Research &amp; Customer Insights (E) /ILV / LV-Nr: 03.BV.SPW. 5.2 / 5th Semester / ECTS: 4</u> Blended Learning</p>
	<p><u>Introduction to Law /ILV / Course no.: 05.BV.SPW.1.2 / 1st semester / ECTS: 2</u> Blended Learning</p>
	<p><u>Finance &amp; Investment (E) /ILV / Course no: 05.BV.SPW.2.3 / 2nd semester / ECTS: 2</u> Blended Learning</p>
Evaluation Methods Criteria	<p><u>Marketing &amp; Customer Experience (E) /ILV / LV-Nr: 02.BV.SPW.5.1 / 3rd Semester / ECTS: 4</u> Online tasks, exam</p>
	<p><u>Organizational Psychology &amp; Change Management /ILV / Course no.: 03.BV.SPW.1.1 / 1st semester / ECTS: 3</u> Online tasks, term paper, presentation</p>
	<p><u>Market Research &amp; Customer Insights (E) /ILV / LV-Nr: 03.BV.SPW. 5.2 / 5th Semester / ECTS: 4</u></p>

	Online tasks, term paper, exam
	<u>Introduction to Law /ILV / Course no.: 05.BV.SPW.1.2 / 1st semester / ECTS: 2</u>
	Online tasks, exam
	<u>Finance &amp; Investment (E) /ILV / Course no: 05.BV.SPW.2.3 / 2nd semester / ECTS: 2</u>
	Written exam

Module number: BV.COM	Complementary skills	Scope:	
		7	ECTS
Degree program	University of Applied Sciences Bachelor degree program - International Business & Management Full-time		
Position in the curriculum	1st semester 4th semester		
Level	1st semester: 1. Study cycle, Bachelor / 4th semester: 1. Study cycle, Bachelor		
Previous knowledge	1st semester: None / 4th semester: Course for the first three semesters		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Teambuilding &amp; Teamwork /ILV / Course no.: 01.BV.KOM.1.1 / 1st semester / ECTS: 1</u> <ul style="list-style-type: none"> <li>• Bender, Siusanne: Team development: Der effektive Weg zum „Wir“. (Dtv (in the current edition)</li> <li>• Brandl, Peter: Communication. Gabal (in the current edition)</li> <li>• Mischel Walter: Der Marshmallow-Effekt. Random House (in the current edition)</li> <li>• Watzlawick, Paul; Beavin, Janet H.; Jackson, Don D.: Menschliche Kommunikation. Huber (in the current edition)</li> </ul>		
	<u>Science for Future &amp; Sustainability (E) /ILV / Course no.: 02.BV.KOM.4 / 4th semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>• Crane, Andrew; Matten, Dirk: Business Ethics. Oxford University Press (latest edition)</li> <li>• Schlegelmilch, Bodo, Szöcs, Ilona (Eds.): Rethinking Business Responsibility in a Global Context. Springer (latest edition)</li> <li>• 1-2 current articles from professional journals</li> </ul>		
	<u>Communication &amp; presentation technology /UE / Course no.: 11.BV.KOM.1.2 / 1st semester / ECTS: 2</u> <ul style="list-style-type: none"> <li>• Brandl, Peter: Communication. Offenbach: Gabal (in the current edition)</li> <li>• Dall, Martin: Sicher präsentieren – wirksamer vortragen. Redline (in the current edition)</li> <li>• Herrmann, Markus; Hoppmann, Michael; Stölzgen, Karsten; Taramann, Jasmin: Schlüsselkompetenz Argumentation. Schöningh (in the current edition)</li> </ul>		
Skills acquisition	<u>Teambuilding &amp; Teamwork /ILV / Course no.: 01.BV.KOM.1.1 / 1st semester / ECTS: 1</u> The students: <ul style="list-style-type: none"> <li>• can formulate realistic personal objectives.</li> <li>• know the basic concepts of communicative processes.</li> <li>• understand the basics of group dynamics as well as cooperation, negotiation and conflict resolution.</li> <li>• can manage groups and lead small teams and know approaches to personnel management.</li> <li>• are familiar with concepts such as self-efficacy, self-control, resilience and self-management and can reflect on these in relation to their own work-life balance.</li> </ul>		
	<u>Science for Future &amp; Sustainability (E) /ILV / Course no.: 02.BV.KOM.4 / 4th semester / ECTS: 4</u> The students are able to: <ul style="list-style-type: none"> <li>• understand the connections between economy, society and politics against the background of individual and organizational responsibility.</li> <li>• recognize and critically discuss ethical issues in practice.</li> <li>• differentiate between different approaches to corporate governance.</li> <li>• reflect the demands of various stakeholders against an ethical background.</li> </ul>		
	<u>Communication &amp; presentation technology /UE / Course no.: 11.BV.KOM.1.2 / 1st semester / ECTS: 2</u> The students: <ul style="list-style-type: none"> <li>• know the basic concepts of communicative processes and are able to consciously use content and relationship aspects of human communication.</li> <li>• have practical knowledge for the preparation and implementation of professional</li> </ul>		

	<p>presentations.</p> <ul style="list-style-type: none"> <li>• can plan, structure and professionally present presentation topics to a specialist audience using a variety of media.</li> <li>• can discursively defend the presented contents.</li> <li>• are able to critically reflect and evaluate the presentation achievements of their fellow students.</li> </ul>
<p>Course contents</p>	<p><u>Teambuilding &amp; Teamwork /ILV / Course no.: 01.BV.KOM.1.1 / 1st semester / ECTS: 1</u></p> <ul style="list-style-type: none"> <li>• Basic information on communicative processes and effects</li> <li>• Fundamentals of cooperation, negotiation, conflict resolution as well as group dynamics and team leadership</li> <li>• Self-efficacy, self-control, resilience, self-management, work-life balance</li> </ul>
	<p><u>Science for Future &amp; Sustainability (E) /ILV / Course no.: 02.BV.KOM.4 / 4th semester / ECTS: 4</u></p> <ul style="list-style-type: none"> <li>• Ethics and morals in theory and practice</li> <li>• Discussion of orthodox management approaches (including principal-agent theory, shareholder value approach) from an ethical perspective</li> <li>• Soft- vs. hard-law and its influence on the sustainability of management decisions</li> <li>• Sustainable Development Goals (SDGs)</li> </ul>
	<p><u>Communication &amp; presentation technology /UE / Course no.: 11.BV.KOM.1.2 / 1st semester / ECTS: 2</u></p> <ul style="list-style-type: none"> <li>• 5 axioms of communication, message and value square</li> <li>• Theoretical introduction to presentation and argumentation techniques (analog and remote)</li> <li>• Application of the discussed contents</li> <li>• Feedback and reflection of one's own presentation achievements (individually and in the group) and the achievements of fellow students</li> </ul>
<p>Teaching and learning methods</p>	<p><u>Teambuilding &amp; Teamwork /ILV / Course no.: 01.BV.KOM.1.1 / 1st semester / ECTS: 1</u> Blended Learning</p>

Teaching and learning methods	<u>Science for Future &amp; Sustainability (E) /ILV / Course no.: 02.BV.KOM.4 / 4th semester / ECTS: 4</u> eLearning
	<u>Communication &amp; presentation technology /UE / Course no.: 11.BV.KOM.1.2 / 1st semester / ECTS: 2</u> Blended Learning
Evaluation Methods Criteria	<u>Teambuilding &amp; Teamwork /ILV / Course no.: 01.BV.KOM.1.1 / 1st semester / ECTS: 1</u> Term paper
	<u>Science for Future &amp; Sustainability (E) /ILV / Course no.: 02.BV.KOM.4 / 4th semester / ECTS: 4</u> Term paper
	<u>Communication &amp; presentation technology /UE / Course no.: 11.BV.KOM.1.2 / 1st semester / ECTS: 2</u> Presentations

<b>Module number:</b>	<b>Empirical Research Methods</b>	<b>Scope:</b>	
<b>FOMC</b>		<b>7</b>	<b>ECTS</b>
Degree program	University of Applied Sciences Bachelor's program - International Business & Management Full-time		
Position in the curriculum	1st semester 2nd semester		
Level	1st semester: 1. Study cycle, Bachelor / 2nd semester: 1. Study cycle, Bachelor		
Previous knowledge	1st semester: None / 2nd semester: Course: Business Mathematics		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Business Statistics (E) /ILV / Course no.: 06.BV.EFM.2 / 2nd semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Anderson, David R.; Sweeney, Dennis J.; Williams, Thomas A.: Essentials of Modern Business Statistics with MS Excel. South Western (latest edition)</li> <li>• Jaggia, Sanjiv; Kelly, Alison: Business Statistics: Communicating with Numbers. McGraw-Hill Education (latest edition)</li> <li>• De Veaux, Richard D.; Velleman; Paul F.; Sharpe, Norean Radke: Business Statistics, Global Edition. Pearson Education Limited (latest edition)</li> </ul>		
	<u>Business Mathematics /ILV / Course no.: 08.BV.EFM.1 / 1st semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>• Sydsaeter, Knut; Hammond; Peter; Strom, Arne: Mathematik für Wirtschaftswissenschaftler: Basiswissen mit Praxisbezug. Pearson Studium (in the current edition)</li> <li>• Christiaans, Thomas; Ross, Matthias: Wirtschaftsmathematik für das Bachelor-Studium. Springer Gabler (in the current edition)</li> <li>• Hettich, Günter; Jüttler, Helmut; Luderer, Bernd: Mathematik für Wirtschaftswissenschaftler und Finanzmathematik. Oldenbourg Wissenschaftsverlag (in the current edition)</li> </ul>		
Skills acquisition	<u>Business Statistics (E) /ILV / Course no.: 06.BV.EFM.2 / 2nd semester / ECTS: 3</u> The students are able to: <ul style="list-style-type: none"> <li>• independently analyze empirical data with suitable statistical methods and interpret the results.</li> <li>• explain the differences between descriptive and inductive statistics.</li> <li>• identify and independently implement essential statistical procedures.</li> <li>• analyze and answer questions from the economic professional practice with statistical methods.</li> <li>• competently use the Microsoft Excel software package for a wide range of data analyses and, if necessary, to fall back on alternative software such as SPSS or R.</li> </ul>		
	<u>Business Mathematics /ILV / Course no.: 08.BV.EFM.1 / 1st semester / ECTS: 4</u> The students are able to: <ul style="list-style-type: none"> <li>• use mathematical methods of differential calculus for economic problems.</li> <li>• discuss the basics of financial mathematical expressions and to derive them by means of exponential calculus instruments.</li> <li>• solve fundamental economic and financial mathematical tasks independently.</li> <li>• use mathematical expressions as a basis for statistical data analysis.</li> <li>• independently use the software package Excel for analysis and visualization of mathematical problems.</li> </ul>		
Course contents	<u>Business Statistics (E) /ILV / Course no.: 06.BV.EFM.2 / 2nd semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Basic concepts of statistics</li> <li>• Univariate and multivariate data description</li> <li>• Basics of probability theory and theoretical distributions</li> <li>• Estimation procedures and statistical tests</li> <li>• Software like MS Excel (in-depth) and/or SPSS/R (on an illustrative basis)</li> </ul>		
	<u>Business Mathematics /ILV / Course no.: 08.BV.EFM.1 / 1st semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>• Linear and quadratic functions</li> <li>• Elementary financial mathematics</li> <li>• Differential calculus</li> </ul>		



	<ul style="list-style-type: none"> <li>• Systems of linear equations</li> <li>• Analysis of functions with two variables</li> </ul>
Teaching and learning methods	<u>Business Statistics (E) /ILV / Course no.: 06.BV.EFM.2 / 2nd semester / ECTS: 3</u> Blended Learning
	<u>Business Mathematics /ILV / Course no.: 08.BV.EFM.1 / 1st semester / ECTS: 4</u> Blended Learning
Evaluation Methods Criteria	<u>Business Statistics (E) /ILV / Course no.: 06.BV.EFM.2 / 2nd semester / ECTS: 3</u> Online tasks, term paper, exam
	<u>Business Mathematics /ILV / Course no.: 08.BV.EFM.1 / 1st semester / ECTS: 4</u> Online tasks, term paper, exam

Module number: BV.AWW	Applied Economic Sciences	Scope:	
		18	ECTS
Degree program	University of Applied Sciences Bachelor degree program - International Business & Management Full-time		
Position in the curriculum	1st semester		
	2nd semester		
	5th semester		
Level	1st semester: 1. Study cycle, Bachelor / 2nd semester: 1. Study cycle, Bachelor / 5th semester: 1. Study cycle, Bachelor		
Previous knowledge	1st semester: None / 2nd semester: Successful completion of the course: Digital Transformation I: Basics / 2nd semester: Course for the first semester / 5th semester: All courses of the first academic year / 3rd semester: Successful completion of the course: Digital Transformation I (Basics) and Digital Transformation II (Markets & Companies)		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Digital Transformation II: Market &amp; Companies (E) /ILV / Course no.: 01.BV.AWW.2.1 / 2nd semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Gassmann, Oliver; Sutter, Philipp: Digitale Transformation im Unternehmen gestalten. Hanser (latest edition)</li> <li>• Porter, Michael; Heppelmann, James E.: Wie smarte Produkte Unternehmen verändern, in: Harvard Business Manager 12/2015</li> </ul>		
	<u>Digital Transformation III: Communication &amp; Practical Project II (E) /PT / LV-Nr: 01.BV.AWW.5.1 / 5.Semester / ECTS: 5</u> <ul style="list-style-type: none"> <li>• Hoffmeister, Christian: Digital Business Modelling. Hanser (latest edition)</li> <li>• Urbach, Nils; Röglinger, Maximilian (publisher): Digitalization Cases: How Organizations Rethink Their Business for the Digital Age. Springer (latest edition)</li> <li>• 1-2 current articles from professional journals</li> </ul>		
	<u>Digital Transformation I: Basics (E) /ILV / Course no.: 02.BV.AWW.1 / 1st semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Hoffmeister, Christian: Digital Business Modelling. Hanser (latest edition)</li> <li>• Urbach, Nils; Röglinger, Maximilian (publisher): Digitalization Cases: How Organizations Rethink Their Business for the Digital Age. Springer (latest edition)</li> <li>• 1-2 current articles from professional journals</li> </ul>		
	<u>Agile project management &amp; practical project I /PT / Course no.: 02.BV.AWW.2.2 / 2nd semester / ECTS: 5</u> <ul style="list-style-type: none"> <li>• Hesseler, Michael: Project management: Wissensbausteine für die erfolgreiche Projektarbeit. Vahlen (in the current edition)</li> <li>• Olfert, Klaus: Projektmanagement. Kiehl (in the current edition)</li> <li>• Stöger, Roman: Wirksames Projektmanagement. Schäffer-Poeschel (in the current edition)</li> </ul>		
	<u>Business Simulation Game (E) /UE / LV-Nr: 06.BV.AWW.5.2 / 5.Semester / ECTS: 2</u> None		
	<u>Digital Transformation II: Market &amp; Companies (E) /ILV / Course no.: 01.BV.AWW.2.1 / 2nd semester / ECTS: 3</u>		
Skills acquisition	The students: <ul style="list-style-type: none"> <li>• understand the development dynamics of digitization in markets and industries.</li> <li>• know the impact of digitization on customers, competition, products and services</li> <li>• understand the changes in companies (structure, management, culture, etc.) that are triggered by digitalization.</li> <li>• are able to apply proven business-related concepts and theories to digitization.</li> </ul>		
	<u>Digital Transformation III: Communication &amp; Practical Project II (E) /PT / LV-Nr: 01.BV.AWW.5.1 / 5.Semester / ECTS: 5</u>		

	<p>The students:</p> <ul style="list-style-type: none"> <li>• know the impact of digitization on communication and information.</li> <li>• can apply project management methods to digitization.</li> <li>• are capable of implementing digitization in the form of a project on a company.</li> <li>• master the "tools" to achieve digitization.</li> </ul>
	<p><u>Digital Transformation I: Basics (E) /ILV / Course no.: 02.BV.AWW.1 / 1st semester / ECTS: 3</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know the basics and basic concepts of digitization (with corresponding cross-reference to economics).</li> <li>• gain an overview of the most important topics and theories of digitization.</li> <li>• recognise the interrelationships and have a basic understanding of how digitization affects the economy.</li> <li>• develop an active interest in digitization and can place it in a broader context (i.e. not just technology or IT).</li> </ul>
	<p><u>Agile project management &amp; practical project I /PT / Course no.: 02.BV.AWW.2.2 / 2nd semester / ECTS: 5</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know how to define and run projects.</li> <li>• deal with the aspects of agile tools in projects.</li> <li>• apply project management to a practical example.</li> </ul>
	<p><u>Business Simulation Game (E) /UE / LV-Nr: 06.BV.AWW.5.2 / 5.Semester / ECTS: 2</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• can make decisions based on specific information.</li> <li>• can analyze the effects of their decisions.</li> <li>• apply theoretical knowledge for decision making.</li> </ul>

Course contents	<p><u>Digital Transformation II: Market &amp; Companies (E) /ILV / Course no.: 01.BV.AWW.2.1 / 2nd semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Development and change of markets, industries and business models through digitization</li> <li>• Influence of digital trends on customers, competitors and market performance</li> <li>• Effects of digitization on classical business-related concepts of: Companies, organization, management, culture, etc.</li> <li>• Reflection and adaptation of classical business theories and models to digitization (life cycle, value chain, 5-forces, etc.)</li> </ul>
	<p><u>Digital Transformation III: Communication &amp; Practical Project II (E) /PT / LV-Nr: 01.BV.AWW.5.1 / 5.Semester / ECTS: 5</u></p> <ul style="list-style-type: none"> <li>• Impact of digitization on communication and information using proven concepts (stakeholders, etc.)</li> <li>• Importance and change of project management in the digital age</li> <li>• Elaboration of a practical project focusing on digitization using a specific company</li> <li>• Toolbox for the implementation of digital topics</li> </ul>
	<p><u>Digital Transformation I: Basics (E) /ILV / Course no.: 02.BV.AWW.1 / 1st semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Introduction and history of the development of digitization</li> <li>• Basic concepts and basic theories of digitization</li> <li>• Overview of the factors influencing Markets &amp; Companies through digitization</li> <li>• Overview of the connections between digitization and classical business-related management functions (marketing, sales, HR, R and D, etc.)</li> </ul>
	<p><u>Agile project management &amp; practical project I /PT / Course no.: 02.BV.AWW.2.2 / 2nd semester / ECTS: 5</u></p> <ul style="list-style-type: none"> <li>• Project planning and organization</li> <li>• Project cooperation and implementation</li> <li>• Project performance</li> <li>• Key figures of project management</li> <li>• Implementation of practical project, "Business idea development"</li> </ul>
	<p><u>Business Simulation Game (E) /UE / LV-Nr: 06.BV.AWW.5.2 / 5.Semester / ECTS: 2</u></p> <ul style="list-style-type: none"> <li>• Operational functions (production, marketing, logistics, supply chain management)</li> <li>• Market analyses and market developments</li> <li>• Use of analysis tools (SWOT, benchmark, market shares, cost and contribution margin analyses, etc.)</li> <li>• Development of strategies</li> <li>• Controlling and key figures</li> </ul>
	Teaching and learning methods

	Integrated course
Evaluation Methods Criteria	<u>Digital Transformation II: Market &amp; Companies (E) /ILV / Course no.: 01.BV.AWW.2.1 / 2nd semester / ECTS: 3</u> Online tasks, exam
	<u>Digital Transformation III: Communication &amp; Practical Project II (E) /PT / LV-Nr: 01.BV.AWW.5.1 / 5.Semester / ECTS: 5</u> Project
	<u>Digital Transformation I: Basics (E) /ILV / Course no.: 02.BV.AWW.1 / 1st semester / ECTS: 3</u> Online tasks, exam
	<u>Agile project management &amp; practical project I /PT / Course no.: 02.BV.AWW.2.2 / 2nd semester / ECTS: 5</u> Project
	<u>Business Simulation Game (E) /UE / LV-Nr: 06.BV.AWW.5.2 / 5.Semester / ECTS: 2</u> Term paper

Module number: BV.VWG	Economic Fundamentals	Scope:	
		10	ECTS
Degree program	University of Applied Sciences Bachelor degree program - International Business & Management Full-time		
Position in the curriculum	1st semester		
	5th semester		
Level	1st semester: 1. Study cycle, Bachelor / 3rd semester: 1. Study cycle, Bachelor		
Previous knowledge	1st semester: None / 3rd semester: Course: Managerial Economics / 5th semester: Course: Managerial Economics and Political Economics		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>International Economics (E) /ILV / LV-Nr: 04.BV.VWG.5.1 / 5th Semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>• Feenstra, Rob; Taylor, Alan: International Economics. Worth (latest edition)</li> <li>• Krugman, Paul; Obstfeld, Maurice; Melitz, Marc: International Economics: Theory and Policy, Global Edition. Pearson (latest edition)</li> <li>• Gerber, James: International Economics. Prentice Hall (latest edition)</li> </ul>		
	<u>Political Economics (E) /ILV / LV-Nr: 05.BV.VWG.5.2 / 5th Semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• The CORE Team: The Economy: Economics for a Changing World. Oxford University Press (latest edition)</li> <li>• Mankiw, Greg: Economics. Cengage Learning EMEA (latest edition)</li> <li>• Krugman, Paul; Wells, Robin: Economics. Worth (latest edition)</li> </ul>		
	<u>Managerial Economics (E) /ILV / Course no.: 06.BV.VWG.1 / 1st semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• The CORE Team: The Economy: Economics for a Changing World. Oxford University Press (latest edition)</li> <li>• Mankiw, Greg: Economics. Cengage Learning EMEA (latest edition)</li> <li>• Pindyck, Robert; Rubinfeld, Daniel: Microeconomics. Pearson (latest edition)</li> </ul>		
Skills acquisition	<u>International Economics (E) /ILV / LV-Nr: 04.BV.VWG.5.1 / 5th Semester / ECTS: 4</u> The students are able to: <ul style="list-style-type: none"> <li>• discuss major trade theories and apply them to current developments.</li> <li>• put the internationalization activities of companies into a theoretical framework and analyze the effects on corporate decisions.</li> <li>• model the effects of government interventions such as tariffs and trade quotas and draw conclusions about possible effects on growth and employment.</li> <li>• explain core balance of payments indicators and interpret them in relation to national competitiveness.</li> <li>• discuss the functioning of international organizations such as the World Trade Organization and critically reflect on the potential/limitations of a monetary union such as the Eurozone.</li> <li>• research recent globalization developments on the basis of scientific literature and reconstruct them through empirical data.</li> </ul>		
	<u>Political Economics (E) /ILV / LV-Nr: 05.BV.VWG.5.2 / 5th Semester / ECTS: 3</u> The students are able to: <ul style="list-style-type: none"> <li>• identify the essential components and institutions of an economy and explain how they work.</li> <li>• name macroeconomic indicators such as gross domestic product or consumer price index and interpret their content.</li> <li>• independently research indicators for economic growth and inflation and present current developments.</li> <li>• identify and critically reflect on both the potential and limitations of macroeconomic models.</li> <li>• evaluate aspects of sustainable recycling management and assess the natural limits of economic development.</li> </ul>		

	<p><u>Managerial Economics (E) /ILV / Course no.: 06.BV.VWG.1 / 1st semester / ECTS: 3</u></p> <p>The students are able to:</p> <ul style="list-style-type: none"> <li>• identify the essential components of a market model and interpret the market equilibrium as an interaction of supply and demand.</li> <li>• identify the determinants of consumer demand and explain the response to external factors such as changes in income.</li> <li>• diagnose both potentials and limitations of market models based on real markets, such as the housing or labor market, and to extend abstract models with increased reference to reality.</li> <li>• analyze production decisions in companies and interpret the influence of market forms on price setting.</li> <li>• examine and critically reflect current developments on the basis of models.</li> </ul>
<p>Course contents</p>	<p><u>International Economics (E) /ILV / LV-Nr: 04.BV.VWG.5.1 / 5th Semester / ECTS: 4</u></p> <ul style="list-style-type: none"> <li>• Classical and modern trade theories</li> <li>• Agglomeration advantages and choice of location</li> <li>• Welfare effects of tariffs and trade quotas</li> <li>• Balance of payments, current account and capital account</li> <li>• Measurement and determinants of exchange rates</li> <li>• World Trade Organization and Monetary Union</li> <li>• Globalization and worldwide supply chains</li> </ul>
	<p><u>Political Economics (E) /ILV / LV-Nr: 05.BV.VWG.5.2 / 5th Semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Interpretation of gross domestic product and consumer price index</li> <li>• Measurement of economic growth and inflation</li> <li>• Tasks of central banks in relation to money supply and interest rate setting</li> <li>• Impact of monetary and fiscal policy</li> </ul>

Course contents	<ul style="list-style-type: none"> <li>• Aggregated demand and aggregated supply</li> </ul>
	<p><u>Managerial Economics (E) /ILV / Course no.: 06.BV.VWG.1 / 1st semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Economic thinking and marginal analysis</li> <li>• Efficient allocation of scarce resources</li> <li>• Market model and market equilibrium</li> <li>• Elasticity and welfare</li> <li>• Cost functions and optimal company production</li> <li>• Pricing and market forms</li> </ul>
Teaching and learning methods	<p><u>International Economics (E) /ILV / LV-Nr: 04.BV.VWG.5.1 / 5th Semester / ECTS: 4</u></p> <p>Blended Learning</p>
	<p><u>Political Economics (E) /ILV / LV-Nr: 05.BV.VWG.5.2 / 5th Semester / ECTS: 3</u></p> <p>Blended Learning</p>
	<p><u>Managerial Economics (E) /ILV / Course no.: 06.BV.VWG.1 / 1st semester / ECTS: 3</u></p> <p>Blended Learning</p>
	<p><u>International Economics (E) /ILV / LV-Nr: 04.BV.VWG.5.1 / 5th Semester / ECTS: 4</u></p> <p>Online tasks, presentation, exam</p>
Evaluation Methods Criteria	<p><u>Political Economics (E) /ILV / LV-Nr: 05.BV.VWG.5.2 / 5th Semester / ECTS: 3</u></p> <p>Online tasks, term paper, exam</p>
	<p><u>Managerial Economics (E) /ILV / Course no.: 06.BV.VWG.1 / 1st semester / ECTS: 3</u></p> <p>Online tasks, term paper, exam</p>
	<p><u>International Economics (E) /ILV / LV-Nr: 04.BV.VWG.5.1 / 5th Semester / ECTS: 4</u></p> <p>Online tasks, presentation, exam</p>
	<p><u>Political Economics (E) /ILV / LV-Nr: 05.BV.VWG.5.2 / 5th Semester / ECTS: 3</u></p> <p>Online tasks, term paper, exam</p>



Module number: BV.WIS	Academic Methods	Scope:	
		16	ECTS
Degree program	University of Applied Sciences Bachelor degree program - International Business & Management Full-time		
Position in the curriculum	2nd semester		
	5th semester		
	6th semester		
Level	2nd semester: 1. Study cycle, Bachelor / 5th semester: 1. Study cycle, Bachelor / 6th semester: 1. Study cycle, Bachelor		
Previous knowledge	2nd semester: None / 5th semester: Course of the first four semesters / 6th semester: Contents from all courses with links to the topic of the Bachelor thesis of the entire degree program, especially Science, Research and Publishing, Scientific Topics in IBS. / 6th semester: Contents from all courses with links to the topic of the Bachelor thesis of the entire degree program, especially Science, Research and Publishing, Scientific Topics in IBS and BA-Camp		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Scientific Topics in International Business Studies /SE / Course no.: 02.BV.WIS.5 / 5th semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>• Krugman, Paul R. et al.: Internationale Wirtschaft. Pearson (in the current edition)</li> <li>• Articles from professional journals, magazines and manuals</li> </ul>		
	<u>BA-Camp /ILV / Course no.: 02.BV.WIS.6.1 / 6th semester / ECTS: 1</u> <ul style="list-style-type: none"> <li>• Ebster, Claus; Stalzer, Lieselotte.: Wissenschaftliches Arbeiten für Wirtschafts- und Sozialwissenschaftler. UTB (in the current edition)</li> <li>• Nicol, Natascha; Albrecht, Rolf: Academic methods with Word. Addison Wesley (in the current edition)</li> <li>• as well as literature depending on the chosen topic of the Bachelor thesis and the chosen method</li> </ul>		
	<u>Bachelor Thesis Seminar /SE / Course no.: 03.BV.WIS.6.2 / 6th semester / ECTS: 10</u> <ul style="list-style-type: none"> <li>• Ebster, Claus; Stalzer, Lieselotte.: Wissenschaftliches Arbeiten für Wirtschafts- und Sozialwissenschaftler. UTB (in the current edition)</li> <li>• Nicol, Natascha; Albrecht, Rolf: Academic methods with Word. Addison Wesley (in the current edition)</li> <li>• as well as literature depending on the chosen topic of the Bachelor thesis and the chosen method</li> </ul>		
	<u>Academic Methods /ILV / Course no.: 07.BV.WIS.2 / 2nd semester / ECTS: 1</u> <ul style="list-style-type: none"> <li>• Ebster, Claus; Stalzer, Lieselotte.: Wissenschaftliches Arbeiten für Wirtschafts- und Sozialwissenschaftler. UTB (in the current edition)</li> <li>• Nicol, Natascha; Albrecht, Rolf: Scientific work with Word. Addison Wesley (in the current edition)</li> <li>• 1-2 recent articles from professional journals</li> </ul>		
Skills acquisition	<u>Scientific Topics in International Business Studies /SE / Course no.: 02.BV.WIS.5 / 5th semester / ECTS: 4</u> The students: <ul style="list-style-type: none"> <li>• recognize patterns of coupling and decoupling of practical problems and research programs and flows.</li> <li>• know about the political and economic dimension of research initiatives, funding and programs.</li> <li>• can trace trends of topics and initiatives as well as the development of paradigms and a canon (state of the art).</li> <li>• are able to locate their own research interests and problems in the area of conflict between theory and practice.</li> </ul>		
	<u>BA-Camp /ILV / Course no.: 02.BV.WIS.6.1 / 6th semester / ECTS: 1</u>		

	<p>The students:</p> <ul style="list-style-type: none"> <li>• can identify a suitable topic for their Bachelor thesis and narrow it down to a workable level.</li> <li>• are able to define a suitable objective, research question and method</li> <li>• are able to prepare and present their ideas in an easily understandable way.</li> <li>• are able to critically discuss, reflect and thereby further develop their ideas and those of their fellow students against the background of the academic "state of the art".</li> </ul> <hr/> <p><u>Bachelor Thesis Seminar /SE / Course no.: 03.BV.WIS.6.2 / 6th semester / ECTS: 10</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• are able to independently collect, interpret and critically reflect on data with the help of a self-chosen scientific methodology. They are able to work out and develop arguments and solutions to problems.</li> <li>• are able to present results in a comprehensible way and according to scientific standards within the framework of the Bachelor thesis.</li> <li>• are able to organize the entire working and development process independently.</li> <li>• are able to independently prepare and learn knowledge and skills from cross-connections of the study contents for the final Bachelor examination.</li> </ul> <hr/> <p><u>Academic Methods /ILV / Course no.: 07.BV.WIS.2 / 2nd semester / ECTS: 1</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• have a basic understanding of the necessity of science, research and publishing in the scientific community.</li> <li>• understand how the state of research on a particular topic is determined.</li> <li>• can formulate research questions clearly and appropriately to the topic.</li> <li>• know different methods for answering research questions and can select the one that is relevant to the topic.</li> <li>• have an overview of where to research which specialist literature and how to evaluate it as well as how it is used appropriately in the text (critical reflection, citation style).</li> <li>• have the knowledge to create a scientific work of medium complexity and manageable volume</li> </ul>
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Skills acquisition	according to given formal specifications.
Course contents	<u>Scientific Topics in International Business Studies /SE / Course no.: 02.BV.WIS.5 / 5th semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>• Current trends in practice and research in International Business Studies</li> <li>• Development and careers of topics and methods</li> <li>• Research in databases</li> </ul>
	<u>BA-Camp /ILV / Course no.: 02.BV.WIS.6.1 / 6th semester / ECTS: 1</u> <ul style="list-style-type: none"> <li>• Topic development and preparation in the context of a poster and an exposé</li> <li>• Presentation and discussion of a poster in small groups</li> <li>• Poster and exposé creation</li> </ul>
	<u>Bachelor Thesis Seminar /SE / Course no.: 03.BV.WIS.6.2 / 6th semester / ECTS: 10</u> <ul style="list-style-type: none"> <li>• Advancing the knowledge of scientific work with regard to the development and implementation of a research design as well as the structuring of the editing process.</li> <li>• Regular meetings to discuss the current status and progress of the Bachelor thesis with the accompanying academic supervision</li> <li>• Information on the final Bachelor examination</li> </ul>
	<u>Academic Methods /ILV / Course no.: 07.BV.WIS.2 / 2nd semester / ECTS: 1</u> <ul style="list-style-type: none"> <li>• Characteristics, rules and basic principles of science and scientific work</li> <li>• Scientific theory and methodological principles of scientific research</li> <li>• Overview of the research method observation, questioning, content analysis and experiment</li> <li>• Using word processing programs to write formally correct scientific papers</li> <li>• Overview of databases and other ways to find literature sources</li> </ul>
Teaching and learning methods	<u>Scientific Topics in International Business Studies /SE / Course no.: 02.BV.WIS.5 / 5th semester / ECTS: 4</u> eLearning
	<u>BA-Camp /ILV / Course no.: 02.BV.WIS.6.1 / 6th semester / ECTS: 1</u> Blended Learning
	<u>Bachelor Thesis Seminar /SE / Course no.: 03.BV.WIS.6.2 / 6th semester / ECTS: 10</u> Blended Learning
	<u>Academic Methods /ILV / Course no.: 07.BV.WIS.2 / 2nd semester / ECTS: 1</u> Blended Learning
Evaluation Methods Criteria	<u>Scientific Topics in International Business Studies /SE / Course no.: 02.BV.WIS.5 / 5th semester / ECTS: 4</u> Term paper
	<u>BA-Camp /ILV / Course no.: 02.BV.WIS.6.1 / 6th semester / ECTS: 1</u> Exposé, presentation
	<u>Bachelor Thesis Seminar /SE / Course no.: 03.BV.WIS.6.2 / 6th semester / ECTS: 10</u> Bachelor Thesis
	<u>Academic Methods /ILV / Course no.: 07.BV.WIS.2 / 2nd semester / ECTS: 1</u> Online tasks, exam

Module number: <b>BV.WLA1</b>	<b>Courses in Economics Year abroad 1</b>	Scope:	
		<b>26</b>	<b>ECTS</b>
Degree program	University of Applied Sciences Bachelor's program - International Business & Management Full-time		
Position in the curriculum	3rd semester		
Level	3rd semester: 1. Study cycle, Bachelor		
Previous knowledge	3rd semester: Completion of the courses of the first three semesters		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Business studies specialization and region-specific events (1/2) /ILV / Course no.: 01.BV.WLA.3 / 3rd semester / ECTS: 26</u> Is specified by the respective partner universities		
Skills acquisition	<u>Business studies specialization and region-specific events (1/2) /ILV / Course no.: 01.BV.WLA.3 / 3rd semester / ECTS: 26</u> The students: <ul style="list-style-type: none"> <li>• expand their economic skills and specialize in preparation for the desired professional field.</li> <li>• also develop their international and self-management skills during the two-semester stay abroad.</li> </ul>		
Course contents	<u>Business studies specialization and region-specific events (1/2) /ILV / Course no.: 01.BV.WLA.3 / 3rd semester / ECTS: 26</u> A precise description of the specific teaching and learning content for the two semesters abroad cannot and should not be defined due to the large number of partner universities and the choices offered there within the field of economics, in order to guarantee students freedom of choice. The partner universities can be divided into three groups (industrial countries outside Europe, European countries and developing and emerging countries). In the following, an exemplary combination of courses including national credits is provided for a partner university (for further and updated information, please refer to the respective partner university's website)  Example: University of the Free State, Bloemfontein, South Africa <ul style="list-style-type: none"> <li>• Strategic Management, OBS314, Credits 16</li> <li>• Labour Economics and International Economics, EKN314, Credits 16</li> <li>• Training and Development, TRG314, Credits 16</li> <li>• Development, Underdevelopment and Poverty, SOS312, Credits 8</li> <li>• Advanced Marketing Management, OBS324, Credits 16</li> <li>• Financial Management, OBS364, Credits 16</li> <li>• Development Economics and Public Finance, EKN324, Credits 16</li> <li>• Governance and Political Transformation in Africa, PTW242, Credits 8</li> </ul>		
Teaching and learning methods	<u>Business studies specialization and region-specific events (1/2) /ILV / Course no.: 01.BV.WLA.3 / 3rd semester / ECTS: 26</u> Is specified by the respective partner universities		
Evaluation Methods Criteria	<u>Business studies specialization and region-specific events (1/2) /ILV / Course no.: 01.BV.WLA.3 / 3rd semester / ECTS: 26</u> Is specified by the respective partner universities		

Module number: BV.WLA2	Courses in Economics Year abroad 2	Scope:	
		26	ECTS
Degree program	University of Applied Sciences Bachelor's program - International Business & Management Full-time		
Position in the curriculum	4th semester		
Level	4th semester: 1. Study cycle, Bachelor		
Previous knowledge	4th semester: Completion of the courses of the first four semesters		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Business studies specialization and region-specific events (2/2) /ILV / Course no.: 01.BV.WLA.4 / 4th semester / ECTS: 26</u> Is specified by the respective partner universities		
Skills acquisition	<u>Business studies specialization and region-specific events (2/2) /ILV / Course no.: 01.BV.WLA.4 / 4th semester / ECTS: 26</u> The students: <ul style="list-style-type: none"> <li>• expand their economic skills and specialize in preparation for the desired professional field.</li> <li>• also develop their international and self-management skills during the two-semester stay abroad.</li> </ul>		
Course contents	<u>Business studies specialization and region-specific events (2/2) /ILV / Course no.: 01.BV.WLA.4 / 4th semester / ECTS: 26</u> A precise description of the specific teaching and learning content for the two semesters abroad cannot and should not be defined due to the large number of partner universities and the choices offered there within the field of economics, in order to guarantee students freedom of choice. The partner universities can be divided into three groups (industrial countries outside Europe, European countries and developing and emerging countries). In the following, an exemplary combination of courses including national credits is provided for a partner university (for further and updated information, please refer to the respective partner university's website)  Example: University of the Free State, Bloemfontein, South Africa <ul style="list-style-type: none"> <li>• Strategic Management, OBS314, Credits 16</li> <li>• Labour Economics and International Economics, EKN314, Credits 16</li> <li>• Training and Development, TRG314, Credits 16</li> <li>• Development, Underdevelopment and Poverty, SOS312, Credits 8</li> <li>• Advanced Marketing Management, OBS324, Credits 16</li> <li>• Financial Management, OBS364, Credits 16</li> <li>• Development Economics and Public Finance, EKN324, Credits 16</li> <li>• Governance and Political Transformation in Africa, PTW242, Credits 8</li> </ul>		
Teaching and learning methods	<u>Business studies specialization and region-specific events (2/2) /ILV / Course no.: 01.BV.WLA.4 / 4th semester / ECTS: 26</u> Is specified by the respective partner universities		
Evaluation Methods Criteria	<u>Business studies specialization and region-specific events (2/2) /ILV / Course no.: 01.BV.WLA.4 / 4th semester / ECTS: 26</u> Is specified by the respective partner universities		

Module number: BV.PRA	Internship	Scope:	
		19	ECTS
Degree program	University of Applied Sciences Bachelor's program - International Business & Management Full-time		
Position in the curriculum	6th semester		
Level	6th semester: 1. Study cycle, Bachelor		
Previous knowledge	6th semester: All courses according to the curriculum of the previous semesters		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Internship /BPR / Course no.: 01.BV.PRA.6 / 6th semester / ECTS: 19</u> Adam, B.; Der clevere Praktikumsführer: Recherche, Bewerbung, Organisation. Redline Verlag (in the current edition) Bloss, M.: Mein Praktikum – bewerben, einsteigen, aufsteigen. UVK (in the current edition) Brokemper, P.: Richtig beginnen in Ausbildung und Praktikum. Verlag an der Ruhr (in the current edition) Langlotz: Praktikum erfolgreiche!: Von der ersten Idee über die richtige Bewerbung bis zum wertvollen Arbeitszeugnis und darüber hinaus. CPI books (in the current edition) Püttjer, C., and Schnierda, U.: Bewerben um ein Praktikum. Campus Verlag (in the current edition)		
Skills acquisition	<u>Internship /BPR / Course no.: 01.BV.PRA.6 / 6th semester / ECTS: 19</u> The students: <ul style="list-style-type: none"> <li>• apply the acquired knowledge in practice.</li> <li>• understand processes in the professional environment.</li> <li>• solve problems in professional projects and implement the solutions developed.</li> <li>• independently work out arguments, problem solutions and strategies and develop them further.</li> </ul>		
Course contents	<u>Internship /BPR / Course no.: 01.BV.PRA.6 / 6th semester / ECTS: 19</u> The course content depends on the activities the students do at the internship provider. The students choose an internship independently. They can draw on the extensive range of internships offered by the Kufstein Tirol University of Applied Sciences. The Director of Studies checks the professional correspondence of the internship activities with the contents of the course and the qualification profiles of the course of studies. Subsequently, the Director of Studies checks whether the internship corresponds to the training objectives of the program and whether the student can be employed according to his/her level of qualification. A detailed internship guide supports the students in organizing their internship semester. Mind. 475 working hours in full employment must be completed.		
Teaching and learning methods	<u>Internship /BPR / Course no.: 01.BV.PRA.6 / 6th semester / ECTS: 19</u> Work experience		
Evaluation Methods Criteria	<u>Internship /BPR / Course no.: 01.BV.PRA.6 / 6th semester / ECTS: 19</u> Term paper		

## 2.4 Modularization Part-time

Module number:	Complementary skills	Scope:	
		22	ECTS
BB.KOM			
Degree program	University of Applied Sciences Bachelor's Program - International Business & Management Part-time		
Position in the curriculum	1st semester		
	3rd semester		
	5th semester		
	6th semester		
Level	1st semester: 1. Study cycle, Bachelor / 3rd semester: 1. Study cycle, Bachelor / 5th semester: 1. Study cycle, Bachelor / 6th semester: 1. Study cycle, Bachelor		
Previous knowledge	1st semester: None / 3rd semester: None / 5th semester: None / sixth semester: None / sixth semester: Course for the first five semesters		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Teambuilding &amp; Teamwork /ILV / Course no.: 01.BB.KOM.1.1 / 1st semester / ECTS: 1</u> <ul style="list-style-type: none"> <li>• Bender, Siusanne: Team development: Der effektive Weg zum „Wir“. (Dtv (in the current edition)</li> <li>• Brandl, Peter: Communication. Gabal (in the current edition)</li> <li>• Mischel Walter: Der Marshmallow-Effekt. Random House (in the current edition)</li> <li>• Watzlawick, Paul; Beavin, Janet H.; Jackson, Don D.: Menschliche Kommunikation. Huber (in the current edition)</li> </ul>		
	<u>Science for Future &amp; Sustainability (E) /ILV / Course no.: 01.BB.KOM.6.1 / 6th semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>• Crane, Andrew; Matten, Dirk: Business Ethics. Oxford University Press (latest edition)</li> <li>• Schlegelmilch, Bodo, Szócs, Ilona (Eds.): Rethinking Business Responsibility in a Global Context. Springer (latest edition)</li> <li>• 1-2 current articles from professional journals</li> </ul>		
	<u>Effective leadership and self-management /ILV / Course no.: 02BB.KOM.6.1 / 6th semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Drucker, Peter: Management – Tasks, Responsibilities, Practices. Harper&amp;Row (in the current edition)</li> <li>• Malik, Fredmund: Führen - Leisten - Leben. Campus (in the current edition)</li> <li>• 1-2 articles from professional journals</li> </ul>		
	<u>International Politics /ILV / Course no.: 05.BB.KOM.5.1 / 5th semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Pelinka, Anton; Varwick, Johannes: Grundzüge der Politikwissenschaft. UTB (in the current edition)</li> <li>• Schimmelfennig, Frank: Internationale Politik. UTB (in the current edition)</li> <li>• 1-2 articles from professional journals</li> </ul>		
	<u>Cross Cultural Management (E) /ILV / Course no.: 07.BB.KOM.5.2 / 5th semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Hofstede, Geert; Hofstede, Gert J.; Minkov, Michael: Cultures and Organizations. McGraw-Hill (latest edition)</li> <li>• Mead, Richard; Andrews, Tim G.: International Management. Wiley-Blackwell (latest edition)</li> <li>• Thomas, David C.; Peterson, Mark F.: Cross-Cultural Management. Sage (latest edition)</li> <li>• Trompenaars, Fons; Hampden-Turner, Charles: Riding the waves of culture. Nicholas Brealey Publishing (latest edition)</li> </ul>		
	<u>Communication &amp; presentation technology /UE / Course no.: 08.BB.KOM.1.2 / 1st semester / ECTS: 3</u>		

	<ul style="list-style-type: none"> <li>• Brandl, Peter: Communication. Offenbach: Gabal (in the current edition)</li> <li>• Dall, Martin: Sicher präsentieren – wirksamer vortragen. Redline (in the current edition)</li> <li>• Herrmann, Markus; Hoppmann, Michael; Stölzgen, Karsten; Taramann, Jasmin: Schlüsselkompetenz Argumentation. Schöningh (in the current edition)</li> </ul> <hr/> <p><u>Learning Organization &amp; Knowledge Management /ILV / Course no.: 08.BB.KOM.2 / 3rd semester / ECTS: 2</u></p> <ul style="list-style-type: none"> <li>• Argyris, Chris; Schön, Donald A.: Die lernende Organisation. Schäffer-Poeschel (in the current edition)</li> <li>• Mittelmann, Angelika: Wissensmanagement wird digital. BoD – Books on Demand (in the current edition)</li> <li>• Prange, Christiane: Organisationales Lernen und Wissensmanagement. Gabler (in the current edition)</li> <li>• Senge, Peter: Die fünfte Disziplin. Kunst und Praxis der lernenden Organisation. Schäffer-Poeschel (in the current edition)</li> <li>• Wieselhuber, Norbert et al. (Hg.): Handbuch Lernende Organisation. Springer (in the current edition)</li> </ul> <hr/> <p><u>Thinking - Problem solving - Deciding /ILV / Course no.: 09.BB.KOM.1.3 / 1st semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Betsch, Tilmann et al.: Denken – Urteilen, Entscheiden, Problemlösen. Springer (in the current edition)</li> <li>• Novella, Steven et al.: Bedienungsanleitung für deinen Verstand: Kritisch denken in einer Welt voller Halbwissen. Riva (in the current edition)</li> </ul> <p>Schimank, Uwe: Die Entscheidungsgesellschaft: Komplexität und Rationalität der Moderne. VS (in the current edition)</p> <ul style="list-style-type: none"> <li>• 1-2 current articles from professional journals</li> </ul>
<p>Skills acquisition</p>	<p><u>Teambuilding &amp; Teamwork /ILV / Course no.: 01.BB.KOM.1.1 / 1st semester / ECTS: 1</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• can formulate realistic personal objectives.</li> <li>• know the basic concepts of communicative processes.</li> <li>• understand the basics of group dynamics as well as cooperation, negotiation and conflict resolution.</li> <li>• can manage groups and lead small teams and know approaches to personnel management.</li> <li>• are familiar with concepts such as self-efficacy, self-control, resilience and self-management and can reflect on these in relation to their own work-life balance.</li> </ul> <hr/> <p><u>Science for Future &amp; Sustainability (E) /ILV / Course no.: 01.BB.KOM.6.1 / 6th semester / ECTS: 4</u></p> <p>The students are able to:</p> <ul style="list-style-type: none"> <li>• understand the connections between economy, society and politics against the background of individual and organizational responsibility.</li> </ul>



Skills acquisition	<ul style="list-style-type: none"> <li>• recognize and critically discuss ethical issues in practice.</li> <li>• differentiate between different approaches to corporate governance.</li> <li>• reflect the demands of various stakeholders against an ethical background.</li> </ul>
	<p><u>Effective leadership and self-management /ILV / Course no.: 02BB.KOM.6.1 / 6th semester / ECTS: 3</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know the basics of management theory.</li> <li>• understand the main principles, tasks and tools of effective leadership.</li> <li>• are familiar with the topics of self-management, self-motivation and general leadership of their own person.</li> <li>• are capable of diagnosing and developing leadership skills.</li> </ul>
	<p><u>International Politics /ILV / Course no.: 05.BB.KOM.5.1 / 5th semester / ECTS: 3</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know the basics of political science</li> <li>• are able to classify current political discussions in terms of the history of ideas</li> <li>• have the ability to reflect and criticize international political megatrends</li> <li>• understand the interrelationships between politics, society and the economy</li> </ul>
	<p><u>Cross Cultural Management (E) /ILV / Course no.: 07.BB.KOM.5.2 / 5th semester / ECTS: 3</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know and recognize the differences and similarities of different cultures and can name them.</li> <li>• know the basics of intercultural and international management</li> <li>• can reflect their own assumptions and attitudes against the background of different cultures.</li> <li>• are personally able to move confidently in intercultural teams.</li> </ul>
	<p><u>Communication &amp; presentation technology /UE / Course no.: 08.BB.KOM.1.2 / 1st semester / ECTS: 3</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know the basic concepts of communicative processes and are able to consciously use content and relationship aspects of human communication.</li> <li>• have practical knowledge for the preparation and implementation of professional presentations.</li> <li>• can plan, structure and professionally present presentation topics to a specialist audience using a variety of media.</li> <li>• know about the specifics of pitch situations and can act successfully in such situations.</li> <li>• can discursively defend the presented contents.</li> <li>• are able to critically reflect and evaluate the presentation achievements of their fellow students.</li> </ul>
	<p><u>Learning Organization &amp; Knowledge Management /ILV / Course no.: 08.BB.KOM.2 / 3rd semester / ECTS: 2</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• understand the approaches of organizational learning.</li> <li>• can apply organizational learning in groups.</li> <li>• understand the connection between organizational learning and knowledge management.</li> <li>• know the concepts of knowledge management.</li> <li>• have an overview of the digitization of knowledge management.</li> </ul>
	<p><u>Thinking - Problem solving - Deciding /ILV / Course no.: 09.BB.KOM.1.3 / 1st semester / ECTS: 3</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• learn the underlying processes of thinking.</li> <li>• know the central phases of problem solving.</li> <li>• know how to make better decisions.</li> </ul>
Course contents	<u>Teambuilding &amp; Teamwork /ILV / Course no.: 01.BB.KOM.1.1 / 1st semester / ECTS: 1</u>

	<ul style="list-style-type: none"> <li>• Basic information on communicative processes and effects</li> <li>• Fundamentals of cooperation, negotiation, conflict resolution as well as group dynamics and team leadership</li> <li>• Self-efficacy, self-control, resilience, self-management, work-life balance</li> </ul>
	<p><u>Science for Future &amp; Sustainability (E) /ILV / Course no.: 01.BB.KOM.6.1 / 6th semester / ECTS: 4</u></p> <ul style="list-style-type: none"> <li>• Ethics and morals in theory and practice</li> <li>• Discussion of orthodox management approaches (among others: principal agent theory, shareholder value approach) from an ethical perspective</li> <li>• Soft- vs. hard-law and its influence on the sustainability of management decisions</li> <li>• Sustainable Development Goals (SDGs)</li> </ul>
	<p><u>Effective leadership and self-management /ILV / Course no.: 02BB.KOM.6.1 / 6th semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Introduction to leadership theory with reference to previous contents of the degree program</li> <li>• Principles, tasks and tools of effective leadership</li> <li>• Personal working methods, self-management and self-motivation as key competences in the VUCA world</li> <li>• Methods for diagnosing and optimizing (self-) leadership</li> </ul>
	<p><u>International Politics /ILV / Course no.: 05.BB.KOM.5.1 / 5th semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Introduction and basics in political science with an international focus</li> <li>• Political history of ideas and reflection of current international tendencies</li> <li>• Political systems and their influence on society and economy</li> <li>• Discussion and classification of current political issues</li> </ul>
	<p><u>Cross Cultural Management (E) /ILV / Course no.: 07.BB.KOM.5.2 / 5th semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Concept of culture and cultural models</li> <li>• Sensitization to international and multicultural working environments</li> <li>- Building on culture-specific characteristics according to Hofstede, Trompenaars, Thomas, etc., the meaningful use of management tools adapted to cultural characteristics is developed in order to be able to work successfully in international teams and to contribute to the solution of intercultural conflicts</li> </ul>

Course contents	<p><u>Communication &amp; presentation technology /UE / Course no.: 08.BB.KOM.1.2 / 1st semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• 5 axioms of communication, message and value square</li> <li>• Theoretical introduction to presentation and argumentation techniques (analog and remote)</li> <li>• Application of the discussed contents</li> <li>• Preparation and execution of pitches</li> <li>• Feedback and reflection of one's own presentation achievements (individually and in the group) and the achievements of fellow students</li> <li>• Reflection steps to a target-oriented further development and appropriate application transfer</li> </ul>
	<p><u>Learning Organization &amp; Knowledge Management /ILV / Course no.: 08.BB.KOM.2 / 3rd semester / ECTS: 2</u></p> <ul style="list-style-type: none"> <li>• Types of learning for organizational learning</li> <li>• Measures of organizational learning</li> <li>• Elements of knowledge management</li> <li>• Knowledge management (strategy perspective, HRM perspective, IT perspective)</li> </ul>
	<p><u>Thinking - Problem solving - Deciding /ILV / Course no.: 09.BB.KOM.1.3 / 1st semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Basics of thinking</li> <li>• Reflecting, justifying and arguing</li> <li>• Phases of problem solving</li> <li>• Decision algorithms</li> </ul>
Teaching and learning methods	<p><u>Teambuilding &amp; Teamwork /ILV / Course no.: 01.BB.KOM.1.1 / 1st semester / ECTS: 1</u> Blended Learning</p>
	<p><u>Science for Future &amp; Sustainability (E) /ILV / Course no.: 01.BB.KOM.6.1 / 6th semester / ECTS: 4</u> Blended Learning</p>
	<p><u>Effective leadership and self-management /ILV / Course no.: 02BB.KOM.6.1 / 6th semester / ECTS: 3</u> Blended Learning</p>
	<p><u>International Politics /ILV / Course no.: 05.BB.KOM.5.1 / 5th semester / ECTS: 3</u> Blended Learning</p>
	<p><u>Cross Cultural Management (E) /ILV / Course no.: 07.BB.KOM.5.2 / 5th semester / ECTS: 3</u> Blended Learning</p>
	<p><u>Communication &amp; presentation technology /UE / Course no.: 08.BB.KOM.1.2 / 1st semester / ECTS: 3</u> Blended Learning</p>
	<p><u>Learning Organization &amp; Knowledge Management /ILV / Course no.: 08.BB.KOM.2 / 3rd semester / ECTS: 2</u> Blended Learning</p>
	<p><u>Thinking - Problem solving - Deciding /ILV / Course no.: 09.BB.KOM.1.3 / 1st semester / ECTS: 3</u> Blended Learning</p>
Evaluation Methods Criteria	<p><u>Teambuilding &amp; Teamwork /ILV / Course no.: 01.BB.KOM.1.1 / 1st semester / ECTS: 1</u> Term paper</p>
	<p><u>Science for Future &amp; Sustainability (E) /ILV / Course no.: 01.BB.KOM.6.1 / 6th semester / ECTS: 4</u> Term paper</p>

	<u>Effective leadership and self-management /ILV / Course no.: 02BB.KOM.6.1 / 6th semester / ECTS: 3</u> Online tasks, exam
	<u>International Politics /ILV / Course no.: 05.BB.KOM.5.1 / 5th semester / ECTS: 3</u> Online tasks, exam
	<u>Cross Cultural Management (E) /ILV / Course no.: 07.BB.KOM.5.2 / 5th semester / ECTS: 3</u> Term paper
	<u>Communication &amp; presentation technology /UE / Course no.: 08.BB.KOM.1.2 / 1st semester / ECTS: 3</u> Presentations
	<u>Learning Organization &amp; Knowledge Management /ILV / Course no.: 08.BB.KOM.2 / 3rd semester / ECTS: 2</u> Online tasks, presentation
	<u>Thinking - Problem solving - Deciding /ILV / Course no.: 09.BB.KOM.1.3 / 1st semester / ECTS: 3</u> Online tasks, presentation, exam

Module number: BB.BWG	Business-related Fundamentals	Scope:	
		13	ECTS
Degree program	University of Applied Sciences Bachelor's Program - International Business & Management Part-time		
Position in the curriculum	1st semester		
	2nd semester		
Level	1st semester: 1. Study cycle, Bachelor / 2nd semester: 1. Study cycle, Bachelor		
Previous knowledge	1st semester: None / 2nd semester: None / 2nd semester: Course: Accounting & Finance I		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>BUSINESS ADMINISTRATION II: Supply Chain Management /ILV / Course no.: 01.BB.BWG.2.1 / 2nd semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Chopra, Sunil; Meindl, Peter: Supply Chain Management. Pearson (in the current edition)</li> <li>• Kummer, Sebastian; Grün, Oskar; Jammernegg, Werner: Grundzüge der Beschaffung, Produktion und Logistik. Pearson (in the current edition)</li> <li>• Vahs, Dietmar; Schäfer-Kunz, Jan: Einführung in die Betriebswirtschaftslehre. Schäffer-Poeschel (in the current edition)</li> </ul>		
	<u>BUSINESS STUDIES I: Introduction /ILV / Course no.: 02.BB.BWG.1.1 / 1st semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Vahs, Dietmar; Schäfer-Kunz, Jan: Einführung in die Betriebswirtschaftslehre. Schäffer-Poeschel (in the current edition)</li> <li>• 1-2 articles from professional journals</li> </ul>		
	<u>Accounting &amp; Finance II: Accounting /ILV / Course no.: 02.BB.BWG.2.2 / 2nd semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Auer, Kurt V.: Buchhaltung + Jahresabschluss: erstellen – verstehen – analysieren. Self published (in the current edition)</li> <li>• Neugebauer, Angelika: Der einfache Weg zur Bilanz. Linde (in the current edition)</li> <li>• Wagenhofer, Alfred: Bilanzierung und Bilanzanalyse. Linde (in the current edition)</li> </ul>		
	<u>Accounting &amp; Finance I: Introduction /ILV / Course no.: 03.BB.BWG.1.2 / 1st semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>• Neugebauer, Angelika: Der einfache Weg zur Bilanz. Linde (in the current edition)</li> <li>• Prell-Leopoldseder, Sonja: Grundlagen der Kostenrechnung. Linde (in the current edition)</li> <li>• Urianek, Josef: ABC der Buchhaltung. Linde (in the current edition)</li> </ul>		
Skills acquisition	<u>BUSINESS ADMINISTRATION II: Supply Chain Management /ILV / Course no.: 01.BB.BWG.2.1 / 2nd semester / ECTS: 3</u> The students: <ul style="list-style-type: none"> <li>• know the concepts of production, logistics and supply chain management.</li> <li>• can apply the concepts to practical examples.</li> <li>• identify problem areas in companies on the subject of supply chain management.</li> <li>• can develop independent solutions in the area of supply chain management.</li> </ul>		
	<u>BUSINESS STUDIES I: Introduction /ILV / Course no.: 02.BB.BWG.1.1 / 1st semester / ECTS: 3</u> The students: <ul style="list-style-type: none"> <li>• hold a basic knowledge of general business-related administration (ABWL).</li> <li>• have an overview of the most important business-related management topics and the corresponding terms.</li> <li>• have a basic understanding of operational procedures and know important interrelationships of business-related management topics.</li> <li>• develop an active interest in business studies.</li> </ul>		
	<u>Accounting &amp; Finance II: Accounting /ILV / Course no.: 02.BB.BWG.2.2 / 2nd semester / ECTS: 3</u>		

	<p>The students:</p> <ul style="list-style-type: none"> <li>• understand the structure and components of an annual report.</li> <li>• can understand and apply valuations of individual balance sheet items.</li> <li>• can read and interpret annual financial statements independently.</li> <li>• can perform and interpret a financial statement analysis using key figures.</li> </ul> <p><u>Accounting &amp; Finance I: Introduction /ILV / Course no.: 03.BB.BWG.1.2 / 1st semester / ECTS: 4</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• understand the system of double-entry bookkeeping.</li> <li>• can reflect the most important business transactions in the annual financial statements.</li> <li>• can use internal accounting tools.</li> <li>• can use application areas of direct costing.</li> <li>• use case studies to discuss the information content of annual financial statements.</li> </ul>
<p>Course contents</p>	<p><u>BUSINESS ADMINISTRATION II: Supply Chain Management /ILV / Course no.: 01.BB.BWG.2.1 / 2nd semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Production theory, planning and organization of production</li> <li>• Logistics in the company (procurement, storage, transport)</li> <li>• Supply chain management internally and externally</li> </ul>
	<p><u>BUSINESS STUDIES I: Introduction /ILV / Course no.: 02.BB.BWG.1.1 / 1st semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Fundamentals and classification of ABWL</li> <li>• Fundamentals of corporate management: Location decisions, inter-company connections, corporate constitution, organization, personnel management</li> <li>• Basics of monitoring and cross-connections to Accounting &amp; Finance</li> <li>• Selected topics on service provision: Innovation management, carefully-selected marketing content</li> </ul>
	<p><u>Accounting &amp; Finance II: Accounting /ILV / Course no.: 02.BB.BWG.2.2 / 2nd semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Structure of the balance sheet, income statement and cash flow statement</li> <li>• Valuation principles for assets</li> </ul>

Course contents	<ul style="list-style-type: none"> <li>• Risks in debt capital</li> <li>• Balance sheet ratios</li> </ul>
	<u>Accounting &amp; Finance I: Introduction /ILV / Course no.: 03.BB.BWG.1.2 / 1st semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>• Posting records, accounts, account assignment</li> <li>• Structure of balance sheet and profit and loss account</li> <li>• Posting of business cases</li> <li>• Cost type, cost center and cost unit accounting</li> <li>• Contribution margin and application</li> <li>• Modern cost accounting systems</li> </ul>
Teaching and learning methods	<u>BUSINESS ADMINISTRATION II: Supply Chain Management /ILV / Course no.: 01.BB.BWG.2.1 / 2nd semester / ECTS: 3</u> Blended Learning
	<u>BUSINESS STUDIES I: Introduction /ILV / Course no.: 02.BB.BWG.1.1 / 1st semester / ECTS: 3</u> Integrated course
	<u>Accounting &amp; Finance II: Accounting /ILV / Course no.: 02.BB.BWG.2.2 / 2nd semester / ECTS: 3</u> Blended Learning
	<u>Accounting &amp; Finance I: Introduction /ILV / Course no.: 03.BB.BWG.1.2 / 1st semester / ECTS: 4</u> Blended Learning
	<u>BUSINESS ADMINISTRATION II: Supply Chain Management /ILV / Course no.: 01.BB.BWG.2.1 / 2nd semester / ECTS: 3</u> Online tasks, term paper, presentation
Evaluation Methods Criteria	<u>BUSINESS STUDIES I: Introduction /ILV / Course no.: 02.BB.BWG.1.1 / 1st semester / ECTS: 3</u> Written exam
	<u>Accounting &amp; Finance II: Accounting /ILV / Course no.: 02.BB.BWG.2.2 / 2nd semester / ECTS: 3</u> Online tasks, term paper, presentation, exam
	<u>Accounting &amp; Finance I: Introduction /ILV / Course no.: 03.BB.BWG.1.2 / 1st semester / ECTS: 4</u> Online tasks, term paper, presentation, exam
	Online tasks, term paper, presentation, exam

<b>Module number:</b>	<b>Special business-related administration</b>	<b>Scope:</b>	
<b>BB.SPW</b>		<b>44</b>	<b>ECTS</b>
Degree program	University of Applied Sciences Bachelor Degree Program - International Business & Management Part-time		
Position in the curriculum	1st semester		
	2nd semester		
	3rd semester		
	4th semester		
	5th semester		
Level	1st semester: 1. Study cycle, Bachelor / 2nd semester: 1. Study cycle, Bachelor / 3rd semester: 1. Study cycle, Bachelor / 3rd semester: 1. Study cycle, Bachelor / 4th semester: 1. Study cycle, Bachelor / 5th semester: 1. Study cycle, Bachelor		
Previous knowledge	1st semester: None / 2nd semester: Successful completion of the course: BUSINESS STUDIES I: Basics / 2nd semester: None / 3rd semester: None / 3rd semester: Course: Business Finance & Accounting I + II / 3rd semester: Course: Business Mathematics / 4th semester: None / 4th semester: Course: Business Mathematics, Business Statistics, Finance & Investment / 5th semester: None / 5th semester: Course of the first two academic years / 5th semester: Course: Business Mathematics, Finance & Investment		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Omnichannel Customer Management /ILV / Course no.: 02.BB.SPW.3.1 / 3rd semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Böckenholt, Ingo; Mehn, Audrey; Westermann, Arne: Konzepte und Strategien für Omnichannel-Exzellenz – Innovatives Retail-Marketing mit mehrdimensionalen Vertriebs- und Kommunikationskanälen. Springer (in the current edition)</li> <li>• von Gizycki, Vittoria (eds.): Omnichannel Branding – Digitalisierung als Basis erlebnis- und beziehungsorientierter Markenführung. Springer (in the current edition)</li> <li>• Ramadan, Shady: OmniChannel Marketing – the Roadmap to Create and Implement Omnichannel Strategy For Your Business. Independent (in the current edition)</li> <li>• 1-2 current articles from professional journals</li> </ul>		
	<u>Trends in International Marketing (E) /ILV / Course no.: 03.BB.SPW.3.2 / 3rd semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Excerpts from current textbooks</li> <li>• Current articles from professional journals</li> </ul>		
	<u>Start-up &amp; Entrepreneurship /ILV / Course no.: 03.BB.SPW.5.1 / 5th semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Bock, Adam; George, Gerard: Das Business Model Buch – wie Sie innovative Geschäftsideen entwerfen und erfolgreich in die Tat umsetzen. Pearson (in the current edition)</li> <li>• Freiling, Jörg; Harima, Jan: Entrepreneurship: Gründung und Skalierung von Startups. Springer (in the current edition)</li> <li>• 1-2 current articles from professional journals</li> </ul>		
	Introduction to Law /ILV / Course no.: 04.BB.SPW.1 / 1st semester / ECTS: 2		



	<ul style="list-style-type: none"> <li>• Jung, Peter: Commercial law Ch. Beck (in the current edition)</li> <li>• Perner, Stefan; Spitzer, Martin; Kodek, Georg: Bürgerliches Recht. Manz (in the current edition)</li> <li>• Wiltschek, Lothar: UWG. Manz (in the current edition)</li> </ul>
	<p>Organizational Psychology &amp; Change Management /ILV / Course no.: 04.BB.SPW.2.1 / 2nd semester / ECTS: 4</p> <ul style="list-style-type: none"> <li>• Doppler, Klaus; Lauterburg, Christoph: Change Management. Den Unternehmenswandel gestalten. Campus (in the current edition)</li> <li>• Kanning, Uwe P.; Staufenbiel, Thomas: Organisationspsychologie. Hogrefe (in the current edition)</li> <li>• Lauer, Thomas: Change Management. Grundlagen und Erfolgsfaktoren. Springer Gabler (in the current edition)</li> <li>• Nerdinger, Friedemann; Blickle, Gerhard; Schaper, Niclas: Arbeits- und Organisationspsychologie. Springer (in the current edition)</li> <li>• Von Rosenstiel, Lutz: Grundlagen der Organisationspsychologie. Schäffer-Poeschel (in the current edition)</li> </ul>
	<p>Trends in International Finance (E) /ILV / Course no.: 04.BB.SPW.4.1 / 4th semester / ECTS: 3</p> <ul style="list-style-type: none"> <li>• Berk, Jonathan; DeMarzo, Peter: Corporate Finance. Pearson (latest edition)</li> <li>• Various materials and articles from Financial Management Journal</li> </ul>
	<p>Trends in International Business (E) /ILV / Course no.: 04.BB.SPW.5.2 / 5th semester / ECTS: 3</p> <ul style="list-style-type: none"> <li>• Harvard Business Review Press, HBR`s 10 Must Reads on Innovation, Boston: HBR Press (latest edition)</li> <li>• Kazan, Halim; Baykul, Mehmet.: Emerging Trends in Business. Peter Lang (latest edition)</li> <li>• Samuel, Lawrence R.: Future Trends, A Guide to Decision Making and Leadership in Business. Rowman &amp; Littlewood (latest edition)</li> <li>• Zhu,Xiaoming et al.: Business Trends in the Digital Era. Springer (latest edition)</li> <li>• 3-4 articles from professional journals</li> </ul>
	<p>Marketing &amp; Customer Experience (E) /ILV / Course no.: 05.BB.SPW.2.2 / 2nd semester / ECTS: 5</p> <ul style="list-style-type: none"> <li>• Cavallone, Mauro: Marketing and Customer Loyalty. Springer (latest edition)</li> <li>• Heding, Tilda et al.: Brand Management: Research, Theory and Practice. Routledge (latest edition)</li> <li>• Kotler, Philip et al.: Marketing Management. Pearson (latest edition)</li> <li>• 1-2 current articles from professional journals</li> </ul>
	<p>Finance &amp; Investment (E) /ILV / Course no: 05.BB.SPW.3.3 / 3rd semester / ECTS: 3</p> <ul style="list-style-type: none"> <li>• Berk, Jonathan; DeMarzo, Peter: Corporate Finance. Pearson (latest edition)</li> <li>• Brealey, Richard A.; Myers, Stewart C.; Allen. Franklin: Principles of Corporate Finance. McGraw-Hill (latest international edition)</li> </ul>

Literature recommendation	<p><u>Market Research &amp; Customer Insights (E) /ILV / Course no.: 05.BB.SPW.4.2 / 4th semester / ECTS: 5</u></p> <ul style="list-style-type: none"> <li>• Mooi, Erik et al.: Market Research. Springer (latest edition)</li> <li>• Runkler, Thomas: Data Analytics. Springer (latest edition)</li> <li>• 1-2 current articles from professional journals</li> </ul>
	<p><u>Human Resource Management &amp; New Work (E) /ILV / Course no.: 06.BB.SPW.2.3 / 2nd semester / ECTS: 4</u></p> <ul style="list-style-type: none"> <li>• Bröckermann, Reiner: Personalwirtschaft, Stuttgart: Schäffer-Poeschel (in the current edition)</li> <li>• Petry, Thorsten; Jäger, Wolfgang (eds.); Digital HR. Haufe (in the current edition)</li> <li>• 1-2 articles from professional journals</li> </ul>
	<p><u>Controlling /ILV / Course no.: 06.BB.SPW.3.4 / 3rd semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Horváth, Péter; Gleich, Ronald; Seiter, Mischa: Controlling. Vahlen (in the current edition)</li> <li>• Küpper, Hans-Ulrich: Controlling: Konzeption, Aufgaben, Instrumente. Schäffer-Poeschel (in the current edition)</li> <li>• Gleich, Ronald; Tschandl, Martin: Digitalisierung &amp; Controlling: Technologien, Instrumente, Praxisbeispiele. Haufe (in the current edition)</li> </ul>
	<p><u>Finance Lab (E) /ILV / Course no.: 06.BB.SPW.5.3 / 5th semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Berk, Jonathan; DeMarzo, Peter: Corporate Finance. Pearson (latest edition)</li> <li>• Hull, John C.: Options, Futures and Other Derivatives. Pearson (latest edition)</li> </ul>
Skills acquisition	<p><u>Omnichannel Customer Management /ILV / Course no.: 02.BB.SPW.3.1 / 3rd semester / ECTS: 3</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• understand the importance of omnichannel marketing in order to win over customers with their constantly-changing requirements for the company in the long term.</li> <li>• know the positive effects that using the right marketing channels has on brand and company success.</li> <li>• can link digital and physical communication and distribution channels.</li> <li>• know how to apply the concept of customer journeys and integrate them into omnichannel strategies.</li> </ul>
	<p><u>Trends in International Marketing (E) /ILV / Course no.: 03.BB.SPW.3.2 / 3rd semester / ECTS: 3</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know current trends in marketing and are able to integrate them into the overall context of the knowledge they have acquired so far.</li> <li>• can critically reflect the described trends and answer knowledge transfer questions.</li> <li>• find similarities and differences between theory and practice and deal with them in a solution-oriented way.</li> </ul>
	<p><u>Start-up &amp; Entrepreneurship /ILV / Course no.: 03.BB.SPW.5.1 / 5th semester / ECTS: 3</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know the most important characteristics regarding entrepreneurial thinking and acting.</li> <li>• can trace the steps from the idea to the founding process and on to the growth phase.</li> <li>• know which methods and techniques are relevant for the foundation and when they can be applied.</li> <li>• have learned about the reality of founding through cases and are therefore able to put themselves in the situation of founding</li> <li>• can evaluate business models and know tools to revise them and adapt them to new situations.</li> </ul>

	<p><u>Introduction to Law /ILV / Course no.: 04.BB.SPW.1 / 1st semester / ECTS: 2</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know the structure and content of the Austrian Privacy Law:</li> <li>• know the structure and content of the Austrian Commercial law.</li> <li>• can assess cases in selected areas of business law.</li> </ul> <hr/> <p><u>Organizational Psychology &amp; Change Management /ILV / Course no.: 04.BB.SPW.2.1 / 2nd semester / ECTS: 4</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• recognize the interaction between individual and organization.</li> <li>• can reflect the subject areas of organizational psychology.</li> <li>• can apply models of organizational psychology.</li> <li>• know methods for the design of change processes.</li> <li>• independently analyze success factors of change processes.</li> <li>• can independently develop measures to implement comprehensive change processes.</li> <li>• reflect the theories on practical examples of application.</li> </ul> <hr/> <p><u>Trends in International Finance (E) /ILV / Course no.: 04.BB.SPW.4.1 / 4th semester / ECTS: 3</u></p> <p>The students are able to:</p> <ul style="list-style-type: none"> <li>• build up financial knowledge related to current financial technologies.</li> <li>• understand and interpret financial articles.</li> <li>• understand and classify current trends in practice.</li> <li>• strengthen their analytical skills.</li> </ul> <hr/> <p><u>Trends in International Business (E) /ILV / Course no.: 04.BB.SPW.5.2 / 5th semester / ECTS: 3</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• gain an overview of the most important trends in business.</li> <li>• are able to work on selected, current, scientifically relevant trends.</li> <li>• can independently develop models and theories on these selected trends and network with others.</li> <li>• recognize the interrelationships and have a basic understanding of how trends influence the economy.</li> <li>• are competent to recognize new trends independently and to make them applicable in an entrepreneurial way.</li> </ul> <hr/> <p><u>Marketing &amp; Customer Experience (E) /ILV / Course no.: 05.BB.SPW.2.2 / 2nd semester / ECTS: 5</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know how important marketing is as a customer-oriented way of thinking and corporate philosophy.</li> <li>• know and understand the basic concepts of marketing.</li> <li>• are able to apply this knowledge to real issues.</li> </ul>
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Skills acquisition	<ul style="list-style-type: none"> <li>• can name and interpret the elements of the marketing mix for products (4P) or services (7P).</li> <li>• know about the relevance of the brand for the success of the company.</li> <li>• can integrate brand-relevant aspects into the marketing mix of a company.</li> </ul>
	<p><u>Finance &amp; Investment (E) /ILV / Course no: 05.BB.SPW.3.3 / 3rd semester / ECTS: 3</u></p> <p>The students are able to:</p> <ul style="list-style-type: none"> <li>• develop specialist knowledge of valuation methods for financing and investment decisions of companies, bonds and shares as well as macroeconomic interest rate developments.</li> <li>• apply financial education to individual and entrepreneurial investment decisions.</li> <li>• recognize economic connections.</li> <li>• strengthen their analytical skills.</li> </ul>
	<p><u>Market Research &amp; Customer Insights (E) /ILV / Course no.: 05.BB.SPW.4.2 / 4th semester / ECTS: 5</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know what role market research plays in the entire marketing complex.</li> <li>• can create a questionnaire and program it online using software.</li> <li>• know the basic quantitative and qualitative methods of market research and can use them with the help of standard statistical software for data analysis in real projects.</li> <li>• are able to make valid recommendations for action based on the results of the analysis.</li> <li>• have gained an initial insight into Big Data or Data Analytics as a method of secondary market research</li> </ul>
	<p><u>Human Resource Management &amp; New Work (E) /ILV / Course no.: 06.BB.SPW.2.3 / 2nd semester / ECTS: 4</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• are familiar with the latest developments in the field of human resource management, personnel management and new working environment(s).</li> <li>• are able to apply classical business-related management concepts and models for the new requirements of human resources management and the world of work.</li> <li>• have methods for the analysis and design of HRM and New Work.</li> <li>• develop a sensorium and active interest in the new topics of HRM and in the new working environments.</li> </ul>
	<p><u>Controlling /ILV / Course no.: 06.BB.SPW.3.4 / 3rd semester / ECTS: 3</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know the concepts of monitoring.</li> <li>• can transfer the concepts into operational practice.</li> <li>• are aware of the issue of information procurement.</li> <li>• can describe the implementation of monitoring in the operational context.</li> <li>• can independently solve simple monitoring questions.</li> </ul>
<p><u>Finance Lab (E) /ILV / Course no.: 06.BB.SPW.5.3 / 5th semester / ECTS: 3</u></p> <p>The students are able to:</p> <ul style="list-style-type: none"> <li>• develop and apply basic principles of finance, especially in the field of investment alternatives and portfolio theory.</li> <li>• describe asset classes and financial tools.</li> <li>• test personal investment decisions on the computer via virtual platforms.</li> <li>• strengthen their analytical skills.</li> </ul>	
Course contents	<p><u>Omnichannel Customer Management /ILV / Course no.: 02.BB.SPW.3.1 / 3rd semester / ECTS: 3</u></p>

	<ul style="list-style-type: none"> <li>• Theoretical and practical fundamentals of the omnichannel ecosystem</li> <li>• Interaction between omnichannel and corporate strategy</li> <li>• Customer behavior, customer analysis and customer journey</li> <li>• Omnichannel strategies in connection with a company's marketing mix</li> </ul>
	<p><u>Trends in International Marketing (E) /ILV / Course no.: 03.BB.SPW.3.2 / 3rd semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Based on current literature on marketing and marketing-related areas, topics are selected and treated on a case-by-case basis.</li> <li>• The choice of topics is made either by the students or by the respective course directors</li> <li>• In some cases, experts and practitioners from the business world are used to present specific questions from their companies</li> </ul>
	<p><u>Start-up &amp; Entrepreneurship /ILV / Course no.: 03.BB.SPW.5.1 / 5th semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Basics of entrepreneurship</li> <li>• Entrepreneurship in the individual phases of foundation and growth</li> <li>• Entrepreneurship perspectives</li> <li>• Business model and business model elements</li> <li>• Application of analysis tools (e.g. Porters Five Forces, McKinsey-Portfolio, BCG-Matrix, Business Canvas)</li> </ul>
	<p><u>Introduction to Law /ILV / Course no.: 04.BB.SPW.1 / 1st semester / ECTS: 2</u></p> <ul style="list-style-type: none"> <li>• Legal bases (step-by-step structure of the legal system)</li> <li>• Private law</li> <li>• Commercial law</li> <li>• Sub-areas of commercial law (unfair competition, internet law, insolvency law, etc.)</li> </ul>
	<p><u>Organizational Psychology &amp; Change Management /ILV / Course no.: 04.BB.SPW.2.1 / 2nd semester / ECTS: 4</u></p> <ul style="list-style-type: none"> <li>• Organizational theories</li> <li>• Leadership, teamwork, conflicts</li> <li>• Organizational climate and culture</li> <li>• Attitudes, emotions and personality</li> <li>• Change management models</li> <li>• Methods and tools of change management</li> <li>• Communication in the change management process</li> <li>• Phases in the change management process</li> </ul>

Course contents	<p><u>Trends in International Finance (E) /ILV / Course no.: 04.BB.SPW.4.1 / 4th semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Building knowledge of current business trends and financial innovations using current financial articles and related materials, e.g:</li> <li>• New financing and investment opportunities for companies</li> <li>• Financing via crowdsourcing and funding</li> <li>• Crypto currencies and related financial technologies (fintech)</li> <li>• Digital payment systems</li> <li>• Sustainable investment rules (keyword: green finance, ESG rules)</li> </ul>
	<p><u>Trends in International Business (E) /ILV / Course no.: 04.BB.SPW.5.2 / 5th semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Presentation of the currently most important and most discussed trends in business</li> <li>• Development of theories, models, methods and solutions for these current trends</li> <li>• First application examples and best practices for these trends</li> <li>• Mutual exchange and presentation of contents and solutions</li> </ul>
	<p><u>Marketing &amp; Customer Experience (E) /ILV / Course no.: 05.BB.SPW.2.2 / 2nd semester / ECTS: 5</u></p> <ul style="list-style-type: none"> <li>• Significance and basics of marketing</li> <li>• Basic principles of market research</li> <li>• Customer benefit, customer satisfaction, customer loyalty</li> <li>• Marketing mix factors</li> <li>• Product vs. service marketing</li> <li>• Importance of brands in marketing</li> </ul>
	<p><u>Finance &amp; Investment (E) /ILV / Course no: 05.BB.SPW.3.3 / 3rd semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Valuation methods for bonds and shares as well as financing and investment decisions of companies (including discounting methods, e.g. net present value, internal rate of return)</li> <li>• Interest rates and the significance of interest rate developments on international financial markets</li> <li>• Valuation of bonds and shares</li> </ul>
	<p><u>Market Research &amp; Customer Insights (E) /ILV / Course no.: 05.BB.SPW.4.2 / 4th semester / ECTS: 5</u></p> <ul style="list-style-type: none"> <li>• Significance of market research and integration into the marketing process</li> <li>• Customer and markets as objects of market research</li> <li>• Planning and implementation of market research projects</li> <li>• Creation and programming of questionnaires</li> <li>• Basic qualitative and quantitative analysis methods</li> <li>• Application of statistical software (SPSS, R, Stata) for data analysis</li> <li>• Interpretation of results and derivation of recommendations for action</li> <li>- Options and sources of secondary market research (e.g. Big Data)</li> </ul>
	<p><u>Human Resource Management &amp; New Work (E) /ILV / Course no.: 06.BB.SPW.2.3 / 2nd semester / ECTS: 4</u></p> <ul style="list-style-type: none"> <li>• Classical and new approaches in HRM</li> <li>• Trends and changes in the world of work (work processes, work methods, cooperation, leadership, etc.)</li> <li>• Methods for the analysis and design of human resource management processes and of New Work</li> <li>• Case studies and cases on HRM and New Work</li> </ul>
	<p><u>Controlling /ILV / Course no.: 06.BB.SPW.3.4 / 3rd semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>- Theoretical basis of controlling</li> <li>• Planning and control</li> <li>• Information procurement</li> <li>• Organization of controlling</li> <li>• Digitalization in controlling</li> </ul>
	<p><u>Finance Lab (E) /ILV / Course no.: 06.BB.SPW.5.3 / 5th semester / ECTS: 3</u></p>

	<ul style="list-style-type: none"> <li>• Basics of modern portfolio theory</li> <li>• Risk and return profiles of selected asset classes</li> <li>• Properties of shares, bonds, indices, options and futures</li> </ul>
Teaching and learning methods	<p><u>Omnichannel Customer Management /ILV / Course no.: 02.BB.SPW.3.1 / 3rd semester / ECTS: 3</u> Blended Learning</p>
	<p><u>Trends in International Marketing (E) /ILV / Course no.: 03.BB.SPW.3.2 / 3rd semester / ECTS: 3</u> Blended Learning</p>
	<p><u>Start-up &amp; Entrepreneurship /ILV / Course no.: 03.BB.SPW.5.1 / 5th semester / ECTS: 3</u> Blended Learning</p>
	<p><u>Introduction to Law /ILV / Course no.: 04.BB.SPW.1 / 1st semester / ECTS: 2</u> Blended Learning</p>
	<p><u>Organizational Psychology &amp; Change Management /ILV / Course no.: 04.BB.SPW.2.1 / 2nd semester / ECTS: 4</u> Blended Learning</p>
	<p><u>Trends in International Finance (E) /ILV / Course no.: 04.BB.SPW.4.1 / 4th semester / ECTS: 3</u> Blended Learning</p>
	<p><u>Trends in International Business (E) /ILV / Course no.: 04.BB.SPW.5.2 / 5th semester / ECTS: 3</u> Blended Learning</p>
	<p><u>Marketing &amp; Customer Experience (E) /ILV / Course no.: 05.BB.SPW.2.2 / 2nd semester / ECTS: 5</u> Blended Learning</p>

Teaching and learning methods	<u>Finance &amp; Investment (E) /ILV / Course no: 05.BB.SPW.3.3 / 3rd semester / ECTS: 3</u> Blended Learning
	<u>Market Research &amp; Customer Insights (E) /ILV / Course no.: 05.BB.SPW.4.2 / 4th semester / ECTS: 5</u> Blended Learning
	<u>Human Resource Management &amp; New Work (E) /ILV / Course no.: 06.BB.SPW.2.3 / 2nd semester / ECTS: 4</u> Blended Learning
	<u>Controlling /ILV / Course no.: 06.BB.SPW.3.4 / 3rd semester / ECTS: 3</u> Blended Learning
	<u>Finance Lab (E) /ILV / Course no.: 06.BB.SPW.5.3 / 5th semester / ECTS: 3</u> Blended Learning
	<u>Omnichannel Customer Management /ILV / Course no.: 02.BB.SPW.3.1 / 3rd semester / ECTS: 3</u> Online tasks, exam
	<u>Trends in International Marketing (E) /ILV / Course no.: 03.BB.SPW.3.2 / 3rd semester / ECTS: 3</u> Online tasks, exam
Evaluation Methods Criteria	<u>Start-up &amp; Entrepreneurship /ILV / Course no.: 03.BB.SPW.5.1 / 5th semester / ECTS: 3</u> Online tasks, exam
	<u>Introduction to Law /ILV / Course no.: 04.BB.SPW.1 / 1st semester / ECTS: 2</u> Online tasks, exam
	<u>Organizational Psychology &amp; Change Management /ILV / Course no.: 04.BB.SPW.2.1 / 2nd semester / ECTS: 4</u> Online tasks, term paper, presentation
	<u>Trends in International Finance (E) /ILV / Course no.: 04.BB.SPW.4.1 / 4th semester / ECTS: 3</u> Presentations
	<u>Trends in International Business (E) /ILV / Course no.: 04.BB.SPW.5.2 / 5th semester / ECTS: 3</u> Term paper
	<u>Marketing &amp; Customer Experience (E) /ILV / Course no.: 05.BB.SPW.2.2 / 2nd semester / ECTS: 5</u> Online tasks, exam
	<u>Finance &amp; Investment (E) /ILV / Course no: 05.BB.SPW.3.3 / 3rd semester / ECTS: 3</u> Written exam
	<u>Market Research &amp; Customer Insights (E) /ILV / Course no.: 05.BB.SPW.4.2 / 4th semester / ECTS: 5</u> Online tasks, term paper, exam
	<u>Human Resource Management &amp; New Work (E) /ILV / Course no.: 06.BB.SPW.2.3 / 2nd semester / ECTS: 4</u> Online tasks, exam
	<u>Controlling /ILV / Course no.: 06.BB.SPW.3.4 / 3rd semester / ECTS: 3</u> Online tasks, term paper, exam
	<u>Finance Lab (E) /ILV / Course no.: 06.BB.SPW.5.3 / 5th semester / ECTS: 3</u> Presentations



Module number: BB.SPR	Languages	Scope:	
		12	ECTS
Degree program	University of Applied Sciences Bachelor Degree Program - International Business & Management Part-time		
Position in the curriculum	1st semester		
	2nd semester		
	3rd semester		
Level	1st semester: A1 to C2 (GER) / 2nd semester: A1 to C2 (GER) / 3rd semester: A1 to C2 (GER)		
Previous knowledge	1st semester: Module with target B2/C1: Level B1 (GER) or English advanced course required / 2nd semester: Module with target B2/C1: Level B1 (GER) or English advanced course required / 3rd semester: Module with target B2/C1: Level B1 (GER) or English advanced course required		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>English I /ILV / Course no.: 07.BB.SPR.1 / 1st semester / ECTS: 3</u> All modules and levels: Course book - by arrangement; authentic materials, e.g. from English language journals (including specialist journals), newspapers and online media		
	<u>English II /ILV / Course no.: 08.BB.SPR.2 / 2nd semester / ECTS: 5</u> All modules and levels: Course book - by arrangement; authentic materials, e.g. from English language journals (including specialist journals), newspapers and online media		
	<u>English III /ILV / Course no.: 09.BB.SPR.3 / 3rd semester / ECTS: 4</u> All modules and levels: Course book - by arrangement; authentic materials, e.g. from English language journals (including specialist journals), newspapers and online media		
Skills acquisition	<p><u>English I /ILV / Course no.: 07.BB.SPR.1 / 1st semester / ECTS: 3</u></p> <p>The modules are designed according to the Common European Framework of Reference for Languages (CEFR). In the modules, students will acquire the language skills and develop the skills necessary for a business-oriented professional or academic activity.</p> <p>The following skills are taught in accordance with the CEFR:</p> <p>A1 – Beginner Can understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Can introduce him/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and can answer questions of this kind. Can communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p>A2 - Basic knowledge Can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Can communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Can describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p> <p>B1 - Advanced language use Can understand the main points when clear standard language is used and when it comes to familiar matters from work, school, leisure, etc. Can cope with most situations encountered when travelling in the area where the language is spoken. Can express</p>		

	<p>himself/herself simply and coherently on familiar topics and personal areas of interest. Can report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p><b>B2 - Independent use of language</b>        Can understand the main contents of complex texts on specific and abstract topics; also understands technical discussions in his/her own special field. Can communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Can express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p><b>C1 - Expert language skills</b>        Can understand a wide range of demanding, longer texts and also grasp implicit meanings. Can express him/herself fluently and spontaneously without having to search for words more often. Can use the language effectively and flexibly in social and professional life or in education and studies. Can express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p><b>C2 - Approximate mother-tongue knowledge</b>        Can easily understand practically anything he/she reads or hears. Can summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Can express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p> <p><u>English II /ILV / Course no.: 08.BB.SPR.2 / 2nd semester / ECTS: 5</u></p> <p>The modules are designed according to the Common European Framework of Reference for Languages (CEFR). Within the scope of</p>
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<p>Skills acquisition</p>	<p>the modules, students will acquire the language skills and develop the skills necessary for a business-oriented professional or academic activity.</p> <p>The following skills are taught in accordance with the CEFR:</p> <p><b>A1 - Beginner</b>                  Can understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Can introduce him/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and can answer questions of this kind. Can communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p><b>A2 - Basic knowledge</b>                  Can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Can communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Can describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p> <p><b>B1 - Advanced language use</b>                  Can understand the main points when clear standard language is used and when it comes to familiar matters from work, school, leisure, etc. Can cope with most situations encountered when travelling in the area where the language is spoken. Can express himself/herself simply and coherently on familiar topics and personal areas of interest. Can report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p><b>B2 - Independent use of language</b>                  Can understand the main contents of complex texts on specific and abstract topics; also understands technical discussions in his/her own special field. Can communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Can express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p><b>C1 - Expert language skills</b>                  Can understand a wide range of demanding, longer texts and also grasp implicit meanings. Can express him/herself fluently and spontaneously without having to search for words more often. Can use the language effectively and flexibly in social and professional life or in education and studies. Can express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p><b>C2 - Approximate mother-tongue knowledge</b>                  Can easily understand practically anything he/she reads or hears. Can summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Can express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p> <hr/> <p><u>English III /ILV / Course no.: 09.BB.SPR.3 / 3rd semester / ECTS: 4</u></p> <p>The modules are designed according to the Common European Framework of Reference for Languages (CEFR). In the modules, students will acquire the language skills and develop the skills necessary for a business-oriented professional or academic activity.</p> <p>The following skills are taught in accordance with the CEFR:</p> <p><b>A1 - Beginner</b>                  Can understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Can introduce him/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and can answer questions of this kind. Can communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p>
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**A2 - Basic knowledge**

Can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Can communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Can describe with simple language his/her own background and education, immediate environment and things related to immediate needs.

**B1 - Advanced language use**

Can understand the main points when clear standard language is used and when it comes to familiar matters from work, school, leisure, etc. Can cope with most situations encountered when travelling in the area where the language is spoken. Can express himself/herself simply and coherently on familiar topics and personal areas of interest. Can report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.

**B2 - Independent use of language**

Can understand the main contents of complex texts on specific and abstract topics; also understands technical discussions in his/her own special field. Can communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Can express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.

**C1 - Expert language skills**

Can understand a wide range of demanding, longer texts and also grasp implicit meanings. Can express him/herself fluently and spontaneously without having to search for words more often. Can

<p>Skills acquisition</p>	<p>Use the language effectively and flexibly in social and professional life or in education and studies. Can express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p>C2 - Approximate mother-tongue knowledge Can easily understand practically anything he/she reads or hears. Can summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Can express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p>
<p>Course contents</p>	<p><u>English I /ILV / Course no.: 07.BB.SPR.1 / 1st semester / ECTS: 3</u></p> <p>A1 - Beginner Understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Introduce himself/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and answer questions of this kind. Communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p>A2 - Basic knowledge Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p> <p>B1 - Advanced language use Use clear standard language and communicate on familiar matters from work, school, leisure, etc. Apply relevant conversation skills for travel in the area in which the language is spoken. Express himself/herself simply and coherently on familiar topics and personal areas of interest. Report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p>B2 - Independent use of language Express the main contents of complex texts on specific and abstract topics; participate in technical discussions in his/her own special field. Communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p>C1 - Expert language skills Understand a wide range of demanding, longer texts and also grasp implicit meanings. Express himself/herself fluently and spontaneously without having to search for words more often. Use the language effectively and flexibly in social and professional life or in education and studies. Express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p>C2 - Approximate mother-tongue knowledge Effortless communication in all language situations. Summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p>
	<p><u>English II /ILV / Course no.: 08.BB.SPR.2 / 2nd semester / ECTS: 5</u></p> <p>A1 - Beginner Understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Introduce himself/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and answer questions of this kind. Communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p>A2 - Basic knowledge Understand sentences and frequently used expressions related to areas of most</p>

	<p>immediate relevance (e.g. personal and family information, shopping, work, local area). Communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p> <p><b>B1 - Advanced language use</b> Use clear standard language and communicate on familiar matters from work, school, leisure, etc. Apply relevant conversation skills for travel in the area in which the language is spoken. Express himself/herself simply and coherently on familiar topics and personal areas of interest. Report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p><b>B2 - Independent use of language</b> Express the main contents of complex texts on specific and abstract topics; participate in technical discussions in his/her own special field. Communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p><b>C1 - Expert language skills</b> Understand a wide range of demanding, longer texts and also grasp implicit meanings. Express himself/herself fluently and spontaneously without having to search for words more often. Use the language effectively and flexibly in social and professional life or in education and studies. Can</p>
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Course contents	<p>express themselves clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p>C2 - Approximate mother-tongue knowledge Effortless communication in all language situations. Summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p> <hr/> <p><u>English III /ILV / Course no.: 09.BB.SPR.3 / 3rd semester / ECTS: 4</u></p> <p>A1 - Beginner Understand and use familiar everyday expressions and very simple sentences aimed at satisfying specific needs. Introduce himself/herself and others and ask other people questions about him/herself - e.g. where he/she lives, people he/she knows or things he/she has - and answer questions of this kind. Communicate in a simple way if the interlocutors speak slowly and clearly and are willing to help.</p> <p>A2 - Basic knowledge Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. personal and family information, shopping, work, local area). Communicate in simple, routine situations involving a simple and direct exchange of information on familiar and common matters. Describe with simple language his/her own background and education, immediate environment and things related to immediate needs.</p> <p>B1 - Advanced language use Use clear standard language and communicate on familiar matters from work, school, leisure, etc. Apply relevant conversation skills for travel in the area in which the language is spoken. Express himself/herself simply and coherently on familiar topics and personal areas of interest. Report on experiences and events, describe dreams, hopes and goals and give brief reasons or explanations for plans and views.</p> <p>B2 - Independent use of language Express the main contents of complex texts on specific and abstract topics; participate in technical discussions in his/her own special field. Communicate so spontaneously and fluently that a normal conversation with native speakers is possible without much effort on both sides. Express himself/herself clearly and in detail on a wide range of topics, explain a point of view on a topical issue and indicate the advantages and disadvantages of different options.</p> <p>C1 - Expert language skills Understand a wide range of demanding, longer texts and also grasp implicit meanings. Express himself/herself fluently and spontaneously without having to search for words more often. Use the language effectively and flexibly in social and professional life or in education and studies. Express himself/herself clearly, in a structured and detailed manner on complex matters, using various means of text linking as appropriate.</p> <p>C2 - Approximate mother-tongue knowledge Effortless communication in all language situations. Summarize information from various written and oral sources, presenting reasons and explanations in a coherent presentation. Express himself/herself spontaneously, very fluently and precisely, and can also make clear finer nuances of meaning in more complex situations.</p>
Teaching and learning methods	<p><u>English I /ILV / Course no.: 07.BB.SPR.1 / 1st semester / ECTS: 3</u> ILV is designed according to a communicative, action-oriented approach</p> <hr/> <p><u>English II /ILV / Course no.: 08.BB.SPR.2 / 2nd semester / ECTS: 5</u> ILV is designed according to a communicative, action-oriented approach</p> <hr/> <p><u>English III /ILV / Course no.: 09.BB.SPR.3 / 3rd semester / ECTS: 4</u> ILV is designed according to a communicative, action-oriented approach</p>
	<p><u>English I /ILV / Course no.: 07.BB.SPR.1 / 1st semester / ECTS: 3</u></p>

Evaluation Methods Criteria	The performance and competence of the students in reading comprehension, listening comprehension, written expression, oral expression and the quality of their cooperation (also online) are taken into account for the assessment.
	<u>English II /ILV / Course no.: 08.BB.SPR.2 / 2nd semester / ECTS: 5</u>
	The performance and competence of the students in reading comprehension, listening comprehension, written expression, oral expression and the quality of their cooperation (also online) are taken into account for the assessment.
	<u>English III /ILV / Course no.: 09.BB.SPR.3 / 3rd semester / ECTS: 4</u>
	The performance and competence of the students in reading comprehension, listening comprehension, written expression, oral expression and the quality of their cooperation (also online) are taken into account for the assessment.



<b>Module number:</b>	<b>Economic Fundamentals</b>	<b>Scope:</b>	
<b>BB.VWG</b>		<b>13</b>	<b>ECTS</b>
Degree program	University of Applied Sciences Bachelor Degree Program - International Business & Management Part-time		
Position in the curriculum	1st semester		
	2nd semester		
	3rd semester		
Level	1st semester: 1. Study cycle, Bachelor / 2nd semester: 1. Study cycle, Bachelor / 3rd semester: 1. Study cycle, Bachelor		
Previous knowledge	1st semester: None / 2nd semester: Managerial Economics / 3rd semester: Course: Managerial Economics, Political Economics		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Political Economics (E) /ILV / Course no.: 03.BB.VWG.2 / 2nd semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>• The CORE Team: The Economy: Economics for a Changing World. Oxford University Press (latest edition)</li> <li>• Mankiw, Greg: Economics. Cengage Learning EMEA (latest edition)</li> <li>• Krugman, Paul; Wells, Robin: Economics. Worth (latest edition)</li> </ul>		
	<u>International Economics (E) /ILV / Course no.: 04.BB.VWG.3 / 3rd semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Feenstra, Rob; Taylor, Alan: International Economics. Worth (latest edition)</li> <li>• Krugman, Paul; Obstfeld, Maurice; Melitz, Marc: International Economics: Theory and Policy, Global Edition. Pearson (latest edition)</li> <li>• Gerber, James: International Economics. Prentice Hall (latest edition)</li> </ul>		
	<u>Applied Managerial Economics (E) /ILV / Course no.: 05.BB.VWG.1 / 1st semester / ECTS: 6</u> <ul style="list-style-type: none"> <li>• The CORE Team: The Economy: Economics for a Changing World. Oxford University Press (latest edition)</li> <li>• Mankiw, Greg: Economics. Cengage Learning EMEA (latest edition)</li> <li>• Pindyck, Robert; Rubinfeld, Daniel: Microeconomics. Pearson (latest edition)</li> </ul>		
Skills acquisition	<u>Political Economics (E) /ILV / Course no.: 03.BB.VWG.2 / 2nd semester / ECTS: 4</u> The students are able to: <ul style="list-style-type: none"> <li>• Identify the essential components and institutions of an economy and explain how they work.</li> <li>• Name macroeconomic indicators such as gross domestic product or consumer price index and interpret their content.</li> <li>• Independently research indicators for economic growth and inflation and present current developments.</li> <li>• Identify and critically reflect on both the potential and limitations of macroeconomic models.</li> <li>• Evaluate aspects of sustainable recycling management and assess the natural limits of economic development.</li> <li>• Discuss the main effects of fiscal and monetary policy and to take a differentiated view of the consequences of public debt.</li> <li>• Understand current developments from the press on the basis of data and place them in a model context.</li> </ul>		
	<u>International Economics (E) /ILV / Course no.: 04.BB.VWG.3 / 3rd semester / ECTS: 3</u> The students are able to: <ul style="list-style-type: none"> <li>• Discuss major trade theories and apply them to current developments.</li> <li>• Put the internationalization activities of companies into a theoretical framework and analyze the effects on corporate decisions.</li> <li>• Model the effects of government interventions such as tariffs and trade quotas and draw conclusions about possible effects on growth and employment.</li> <li>• Explain core balance of payments indicators and interpret them in relation to national competitiveness.</li> </ul>		

	<ul style="list-style-type: none"> <li>• Discuss the functioning of international organizations such as the World Trade Organization and critically reflect on the potential/limitations of a monetary union such as the Eurozone.</li> </ul> <p><u>Applied Managerial Economics (E) /ILV / Course no.: 05.BB.VWG.1 / 1st semester / ECTS: 6</u></p> <p>The students are able to:</p> <ul style="list-style-type: none"> <li>• identify the essential components of a market model and interpret the market equilibrium as an interaction of supply and demand.</li> <li>• identify the determinants of consumer demand and explain the response to external factors such as changes in income.</li> <li>• diagnose both potentials and limitations of market models based on real markets, such as the housing or labor market, and to extend abstract models with increased reference to reality.</li> <li>• analyze production decisions in companies and interpret the influence of market forms on price setting.</li> <li>• examine and critically reflect current developments on the basis of models.</li> <li>• use the market model, e.g. to analyze the impact of government intervention and to illustrate the formation of surplus supply or demand.</li> </ul>
<p>Course contents</p>	<p><u>Political Economics (E) /ILV / Course no.: 03.BB.VWG.2 / 2nd semester / ECTS: 4</u></p> <ul style="list-style-type: none"> <li>• Interpretation of gross domestic product and consumer price index</li> <li>• Measurement of economic growth and inflation</li> <li>• Tasks of central banks in relation to money supply and interest rate setting</li> <li>• Impact of monetary and fiscal policy</li> <li>• Aggregated demand and supply</li> <li>• Fiscal and monetary policy</li> </ul>

Course contents	<p><u>International Economics (E) /ILV / Course no.: 04.BB.VWG.3 / 3rd semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Classical and modern trade theories</li> <li>• Agglomeration advantages and choice of location</li> <li>• Welfare effects of tariffs and trade quotas</li> <li>• Balance of payments, current account and capital account</li> <li>• Measurement and determinants of exchange rates</li> <li>• World Trade Organization and Monetary Union</li> </ul>
	<p><u>Applied Managerial Economics (E) /ILV / Course no.: 05.BB.VWG.1 / 1st semester / ECTS: 6</u></p> <ul style="list-style-type: none"> <li>• Economic thinking and marginal analysis</li> <li>• Efficient allocation of scarce resources</li> <li>• Market model and market equilibrium</li> <li>• Elasticity and pricing</li> <li>• Cost functions and optimal company production</li> <li>• Welfare analysis in case of state intervention</li> </ul>
Teaching and learning methods	<p><u>Political Economics (E) /ILV / Course no.: 03.BB.VWG.2 / 2nd semester / ECTS: 4</u></p> <p>Blended Learning</p>
	<p><u>International Economics (E) /ILV / Course no.: 04.BB.VWG.3 / 3rd semester / ECTS: 3</u></p> <p>Blended Learning</p>
	<p><u>Applied Managerial Economics (E) /ILV / Course no.: 05.BB.VWG.1 / 1st semester / ECTS: 6</u></p> <p>Blended Learning</p>
Evaluation Methods Criteria	<p><u>Political Economics (E) /ILV / Course no.: 03.BB.VWG.2 / 2nd semester / ECTS: 4</u></p> <p>Online tasks, term paper, exam</p>
	<p><u>International Economics (E) /ILV / Course no.: 04.BB.VWG.3 / 3rd semester / ECTS: 3</u></p> <p>Online tasks, presentation, exam</p>
	<p><u>Applied Managerial Economics (E) /ILV / Course no.: 05.BB.VWG.1 / 1st semester / ECTS: 6</u></p> <p>Online tasks, term paper, exam</p>

Module number: BB.EFM	Empirical Research Methods	Scope:	
		13	ECTS
Degree program	University of Applied Sciences Bachelor Degree Program - International Business & Management Part-time		
Position in the curriculum	1st semester		
	3rd semester		
	4th semester		
Level	1st semester: 1. Study cycle, Bachelor / 3rd semester: 1. Study cycle, Bachelor / 4th semester: 1. Study cycle, Bachelor		
Previous knowledge	1st semester: None / 3rd semester: Course: Business Mathematics / 4th semester: None		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Applied Business Mathematics /ILV / Course no.: 06.BB.EFM.1 / 1st semester / ECTS: 5</u> <ul style="list-style-type: none"> <li>• Sydsaeter, Knut; Hammond; Peter; Strom, Arne: Mathematik für Wirtschaftswissenschaftler: Basiswissen mit Praxisbezug. Pearson Studium (in the current edition)</li> <li>• Christiaans, Thomas; Ross, Matthias: Wirtschaftsmathematik für das Bachelor-Studium. Springer Gabler (in the current edition)</li> <li>• Hettich, Günter; Jüttler, Helmut; Luderer, Bernd: Mathematik für Wirtschaftswissenschaftler und Finanzmathematik. Oldenbourg Wissenschaftsverlag (in the current edition)</li> </ul>		
	<u>Exploratory research methods /ILV / Course no.: 06.BB.EFM.4 / 4th semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Buber, Renate; Holzmüller, Hartmut: Qualitative Marktforschung: Konzepte - Methoden - Analysen. Gabler Verlag (in the current edition)</li> <li>• Flick, Uwe: Qualitative Sozialforschung. Eine Einführung. Rowohlt Taschenbuchverlag. (in the current edition)</li> <li>• Lamnek, Siegfried; Krell, Claudia: Qualitative Sozialforschung. Beltz Verlag. (in the current edition)</li> <li>• Mayring, Philipp: Einführung in die qualitative Sozialforschung. Beltz (in the current edition)</li> </ul>		
	<u>Business Statistics (E) /ILV / Course no.: 07.BB.EFM.3 / 3rd semester / ECTS: 5</u> <ul style="list-style-type: none"> <li>• Anderson, David R.; Sweeney, Dennis J.; Williams, Thomas A.: Essentials of Modern Business Statistics with MS Excel. South Western</li> <li>• Jaggia, Sanjiv; Kelly, Alison: Business Statistics: Communicating with Numbers. McGraw-Hill Education (latest edition)</li> <li>• De Veaux, Richard D.; Velleman; Paul F.; Sharpe, Norean Radke: Business Statistics, Global Edition. Pearson Education Limited (latest edition)</li> </ul>		
Skills acquisition	<u>Applied Business Mathematics /ILV / Course no.: 06.BB.EFM.1 / 1st semester / ECTS: 5</u> The students are able to: <ul style="list-style-type: none"> <li>• use mathematical methods of differential calculus for economic problems.</li> <li>• discuss the basics of financial mathematical expressions and to derive them by means of exponential calculus instruments.</li> <li>• able to analyze and evaluate macro- and microeconomic issues within the framework of mathematical models.</li> <li>• solve fundamental economic and financial mathematical tasks independently.</li> <li>• use mathematical expressions as a basis for statistical data analysis.</li> <li>• use software like WolframAlpha and Excel for analysis and visualization of mathematical problems.</li> <li>• able to implement optimization tasks on the basis of multivariate functions and to represent them with suitable software</li> </ul>		
	<u>Exploratory research methods /ILV / Course no.: 06.BB.EFM.4 / 4th semester / ECTS: 3</u>		

	<p>The students are able to:</p> <ul style="list-style-type: none"> <li>• describe the basic methodological approaches in the social sciences and to orientate their own research projects accordingly.</li> <li>• designate qualitative data collection procedures and implement them independently.</li> <li>• create questionnaires based on theoretical concepts and conduct and evaluate interviews and group discussions</li> <li>• discuss the potential/limitations of qualitative methods and relate them to quantitative methods.</li> <li>• assess the possible combinations of qualitative and quantitative methods and implement them in practice.</li> </ul> <hr/> <p><u>Business Statistics (E) /ILV / Course no.: 07.BB.EFM.3 / 3rd semester / ECTS: 5</u></p> <p>The students are able to:</p> <ul style="list-style-type: none"> <li>• independently analyze empirical data with suitable statistical methods and interpret the results.</li> <li>• explain the differences between descriptive and inductive statistics.</li> <li>• identify and independently implement essential statistical procedures.</li> <li>• analyze and answer questions from the economic professional practice with statistical methods.</li> <li>• competently use the Microsoft Excel software package for a wide range of data analyses and, if necessary, to fall back on alternative software such as SPSS or R.</li> <li>• create and interpret concentration measures for the analysis of e.g. income inequality</li> </ul>
<p>Course contents</p>	<p><u>Applied Business Mathematics /ILV / Course no.: 06.BB.EFM.1 / 1st semester / ECTS: 5</u></p> <ul style="list-style-type: none"> <li>• Linear and quadratic functions</li> <li>• Elementary financial mathematics</li> <li>• Differential calculus</li> <li>• Linear systems of equations</li> </ul>

Course contents	<ul style="list-style-type: none"> <li>• Analysis of functions with two variables</li> <li>• Optimization with Lagrange function</li> </ul>
	<u>Exploratory research methods /ILV / Course no.: 06.BB.EFM.4 / 4th semester / ECTS: 3</u> <ul style="list-style-type: none"> <li>• Basic principles of qualitative social research</li> <li>• Survey methods in qualitative interviewing and observation</li> <li>• Qualitative selection procedures and content analysis</li> <li>• Group discussion and interviewing</li> <li>• Combination of methods</li> </ul>
	<u>Business Statistics (E) /ILV / Course no.: 07.BB.EFM.3 / 3rd semester / ECTS: 5</u> <ul style="list-style-type: none"> <li>• Basic concepts of statistics</li> <li>• Univariate and multivariate data description</li> <li>• Basics of probability theory and theoretical distributions</li> <li>• Estimation procedures and statistical tests</li> <li>• Software like MS Excel (in-depth) and/or SPSS/R (on an illustrative basis)</li> <li>• Gini coefficient and Herfindahl index</li> </ul>
Teaching and learning methods	<u>Applied Business Mathematics /ILV / Course no.: 06.BB.EFM.1 / 1st semester / ECTS: 5</u> Blended Learning
	<u>Exploratory research methods /ILV / Course no.: 06.BB.EFM.4 / 4th semester / ECTS: 3</u> Blended Learning
	<u>Business Statistics (E) /ILV / Course no.: 07.BB.EFM.3 / 3rd semester / ECTS: 5</u> Blended Learning
	<u>Applied Business Mathematics /ILV / Course no.: 06.BB.EFM.1 / 1st semester / ECTS: 5</u> Online tasks, term paper, exam
Evaluation Methods Criteria	<u>Exploratory research methods /ILV / Course no.: 06.BB.EFM.4 / 4th semester / ECTS: 3</u> Online tasks, presentation, exam
	<u>Business Statistics (E) /ILV / Course no.: 07.BB.EFM.3 / 3rd semester / ECTS: 5</u> Online tasks, term paper, exam
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Module number: BB.WIS	Academic Methods	Scope:	
		17	ECTS
Degree program	University of Applied Sciences Bachelor Degree Program - International Business & Management Part-time		
Position in the curriculum	2nd semester		
	5th semester		
	6th semester		
Level	2nd semester: 1. Study cycle, Bachelor / 5th semester: 1. Study cycle, Bachelor / 6th semester: 1. Study cycle, Bachelor		
Previous knowledge	2nd semester: None / 5th semester: Course of the first four semesters / 6th semester: Contents from all courses with links to the topic of the Bachelor thesis of the entire degree program, especially Science, Research and Publishing, Scientific Topics in IBS / 6th semester: Contents from all courses with links to the topic of the Bachelor thesis of the entire degree program, especially Science, Research and Publishing, Scientific Topics in IBS and BA-Camp		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Academic Methods /ILV / Course no.: 07.BB.WIS.2 / 2nd semester / ECTS: 2</u> <ul style="list-style-type: none"> <li>• Ebster, Claus; Stalzer, Lieselotte.: Wissenschaftliches Arbeiten für Wirtschafts- und Sozialwissenschaftler. UTB (in the current edition)</li> <li>• Nicol, Natascha; Albrecht, Rolf: Scientific work with Word. Addison Wesley (in the current edition)</li> <li>• 1-2 recent articles from professional journals</li> </ul>		
	<u>BA-Camp /ILV / Course no.: 07.BB.WIS.6.1 / 6th semester / ECTS: 1</u> <ul style="list-style-type: none"> <li>• Ebster, Claus; Stalzer, Lieselotte.: Wissenschaftliches Arbeiten für Wirtschafts- und Sozialwissenschaftler. UTB (in the current edition)</li> <li>• Nicol, Natascha; Albrecht, Rolf: Academic methods with Word. Addison Wesley (in the current edition)</li> <li>• as well as literature depending on the chosen topic of the Bachelor thesis and the chosen method</li> </ul>		
	<u>Scientific Topics in International Business Studies /SE / Course no.: 08.BB.WIS.5 / 5th semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>• Krugman, Paul R. et al.: Internationale Wirtschaft. Pearson (in the current edition)</li> <li>• Articles from professional journals, magazines and manuals</li> </ul>		
	<u>Bachelor Thesis Seminar /SE / Course no.: 08.BB.WIS.6.2 / 6th semester / ECTS: 10</u> <ul style="list-style-type: none"> <li>• Ebster, Claus; Stalzer, Lieselotte.: Wissenschaftliches Arbeiten für Wirtschafts- und Sozialwissenschaftler. UTB (in the current edition)</li> <li>• Nicol, Natascha; Albrecht, Rolf: Scientific work with Word. Addison Wesley (in the current edition)</li> <li>• as well as literature depending on the chosen topic of the Bachelor thesis and the chosen method</li> </ul>		
Skills acquisition	<u>Academic Methods /ILV / Course no.: 07.BB.WIS.2 / 2nd semester / ECTS: 2</u> The students: <ul style="list-style-type: none"> <li>• have a basic understanding of the necessity of science, research and publishing in the scientific community.</li> <li>• understand how the state of research on a particular topic is determined.</li> <li>• can formulate research questions clearly and appropriately to the topic.</li> <li>• know different methods for answering research questions and can select the one that is relevant to the topic.</li> <li>• have an overview of where to research which specialist literature and how to evaluate it as well as how it is used appropriately in the text (critical reflection, citation style).</li> <li>• can differentiate in the relevance of practical and scientific problems and questions.</li> <li>• have the knowledge to write a scientific paper of medium complexity and manageable volume according to given formal specifications.</li> </ul>		

	<p><u>BA-Camp /ILV / Course no.: 07.BB.WIS.6.1 / 6th semester / ECTS: 1</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• can identify a suitable topic for their Bachelor thesis and narrow it down to a workable level.</li> <li>• are able to define a suitable objective, research question and method.</li> <li>• are able to prepare and present their ideas in an easily understandable way.</li> <li>• are able to critically discuss, reflect and thereby further develop their ideas and those of their fellow students against the background of the academic "state of the art".</li> </ul> <hr/> <p><u>Scientific Topics in International Business Studies /SE / Course no.: 08.BB.WIS.5 / 5th semester / ECTS: 4</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• recognize patterns of coupling and decoupling of practical problems and research programs and flows.</li> <li>• know about the political and economic dimension of research initiatives, funding and programs.</li> <li>• can trace trends of topics and initiatives as well as the development of paradigms and a canon (state of the art).</li> <li>• are able to locate their own research interests and problems in the area of conflict between theory and practice.</li> </ul> <hr/> <p><u>Bachelor Thesis Seminar /SE / Course no.: 08.BB.WIS.6.2 / 6th semester / ECTS: 10</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• are able to independently collect, interpret and critically reflect on data with the help of a self-chosen scientific methodology. They are able to work out and develop arguments and solutions to problems.</li> <li>• are able to present results in a comprehensible way and according to scientific standards within the framework of the Bachelor thesis.</li> <li>• are able to organize the entire working and development process independently.</li> </ul>
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Skills acquisition	<ul style="list-style-type: none"> <li>• are able to independently prepare and learn knowledge and skills from cross-connections of the study contents for the final Bachelor examination.</li> </ul>
Course contents	<u>Academic Methods /ILV / Course no.: 07.BB.WIS.2 / 2nd semester / ECTS: 2</u> <ul style="list-style-type: none"> <li>• Characteristics, rules and basic principles of science and scientific work</li> <li>• Scientific theory and methodological principles of scientific research</li> <li>• Overview of the research method observation, questioning, content analysis and experiment</li> <li>• Using word processing programs to write formally correct scientific papers</li> <li>• Overview of databases and other ways to find literature sources</li> <li>• Editing and critical discussion of articles from professional journals</li> </ul>
	<u>BA-Camp /ILV / Course no.: 07.BB.WIS.6.1 / 6th semester / ECTS: 1</u> <ul style="list-style-type: none"> <li>• Topic development and preparation in the context of a poster and an exposé</li> <li>• Presentation and discussion of a poster in small groups</li> <li>• Poster and exposé creation</li> </ul>
	<u>Scientific Topics in International Business Studies /SE / Course no.: 08.BB.WIS.5 / 5th semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>• Current trends in practice and research in International Business Studies</li> <li>• Development and careers of topics and methods</li> <li>• Research in databases</li> </ul>
	<u>Bachelor Thesis Seminar /SE / Course no.: 08.BB.WIS.6.2 / 6th semester / ECTS: 10</u> <ul style="list-style-type: none"> <li>• Advancing the knowledge of scientific work with regard to the development and implementation of a research design as well as the structuring of the editing process.</li> <li>• Regular meetings to discuss the current status and progress of the Bachelor thesis with the accompanying academic supervision</li> <li>• Information on the final Bachelor examination</li> </ul>
Teaching and learning methods	<u>Academic Methods /ILV / Course no.: 07.BB.WIS.2 / 2nd semester / ECTS: 2</u> Blended Learning
	<u>BA-Camp /ILV / Course no.: 07.BB.WIS.6.1 / 6th semester / ECTS: 1</u> Blended Learning
	<u>Scientific Topics in International Business Studies /SE / Course no.: 08.BB.WIS.5 / 5th semester / ECTS: 4</u> Blended Learning
	<u>Bachelor Thesis Seminar /SE / Course no.: 08.BB.WIS.6.2 / 6th semester / ECTS: 10</u> Blended Learning
Evaluation Methods Criteria	<u>Academic Methods /ILV / Course no.: 07.BB.WIS.2 / 2nd semester / ECTS: 2</u> Online tasks, exam
	<u>BA-Camp /ILV / Course no.: 07.BB.WIS.6.1 / 6th semester / ECTS: 1</u> Exposé, presentation
	<u>Scientific Topics in International Business Studies /SE / Course no.: 08.BB.WIS.5 / 5th semester / ECTS: 4</u> Term paper
	<u>Bachelor Thesis Seminar /SE / Course no.: 08.BB.WIS.6.2 / 6th semester / ECTS: 10</u> Bachelor Thesis

Module number: BB.AWW	Applied Economic Sciences	Scope:	
		30	ECTS
Degree program	University of Applied Sciences Bachelor Degree Program - International Business & Management Part-time		
Position in the curriculum	3rd semester		
	4th semester		
	5th semester		
	6th semester		
Level	3rd semester: 1. Study cycle, Bachelor / 4th semester: 1. Study cycle, Bachelor / 5th semester: 1. Study cycle, Bachelor / 6th semester: 1. Study cycle, Bachelor		
Previous knowledge	3rd semester: None / 4th semester: Successful completion of the course: Digital Transformation I: Basics / 4th semester: Course of the first three semesters / 5th semester: Successful completion of the course: Digital Transformation I: Basics and Digital Transformation II: Markets & Companies / 6th Semester: All courses of the previous studies / 6th semester: None / sixth semester: Course for the first five semesters		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Digital Transformation I: Basics (E) /ILV / Course no.: 01.BB.AWW.3.1 / 3rd semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>Hoffmeister, Christian: Digital Business Modelling. Hanser (latest edition)</li> <li>Urbach, Nils; Röglinger, Maximilian (publisher): Digitalization Cases: How Organizations Rethink Their Business for the Digital Age. Springer (latest edition)</li> <li>1-2 current articles from professional journals</li> </ul>		
	<u>Digital Transformation II: Market &amp; Companies (E) /ILV / Course no.: 01.BB.AWW.4.1 / 4th semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>Gassmann, Oliver; Sutter, Philipp: Digitale Transformation im Unternehmen gestalten. Hanser (latest edition)</li> <li>Porter, Michael; Heppelmann, James E.: Wie smarte Produkte Unternehmen verändern, in: Harvard Business Manager 12/2015</li> </ul>		
	<u>Digital Transformation III: Communication &amp; Practical Project II (E) /PT / Course no.: 01.BB.AWW.5 / 5th semester / ECTS:</u> <ul style="list-style-type: none"> <li>Hoffmeister, Christian: Digital Business Modelling. Hanser (latest edition)</li> <li>Urbach, Nils; Röglinger, Maximilian (publisher): Digitalization Cases: How Organizations Rethink Their Business for the Digital Age. Springer (latest edition)</li> <li>1-2 current articles from professional journals</li> </ul>		
	<u>Agile project management &amp; practical project I /PT / Course no.: 03.BB.AWW.4.2 / 4th semester / ECTS: 6</u> <ul style="list-style-type: none"> <li>Hesseler, Michael: Project management: Wissensbausteine für die erfolgreiche Projektarbeit. Vahlen (in the current edition)</li> <li>Olfert, Klaus: Projektmanagement. Kiehl (in the current edition)</li> <li>Stöger, Roman: Wirksames Projektmanagement. Schäffer-Poeschel (in the current edition)</li> </ul>		
	<u>Business Simulation Game (E) /UE / Course no.: 03.BB.AWW.6 / 6th semester / ECTS: 2</u> <ul style="list-style-type: none"> <li>Hall, William: Shift: Using Business Simulations and Serious Games: a Straightforward Guide for Corporate Training and Development. Createspace Independent Pub (latest edition)</li> </ul>		
	<u>Current Topic /ILV / Course no.: 04.BB.AWW.6.2 / 6th semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>Literature depends on the chosen thematic focus of the course</li> <li>1-2 current articles from professional journals</li> </ul>		
	<u>International Business Experience (E) /ILV / Course no.: 05.BB.AWW.6.3 / 6th semester / ECTS: 2</u>		

	<p>Depending on the specific topic</p> <p><u>Study Trip (E) /ILV / Course no.: 07.BB.AWW.4.4 / 4th semester / ECTS: 3</u></p> <p>Selected depending on the target country and its current economic and socio-cultural situation</p>
<p>Skills acquisition</p>	<p><u>Digital Transformation I: Basics (E) /ILV / Course no.: 01.BB.AWW.3.1 / 3rd semester / ECTS: 4</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know the basics and basic concepts of digitization (with corresponding cross-reference to economics).</li> <li>• gain an overview of the most important topics and theories of digitization.</li> <li>• recognise the interrelationships and have a basic understanding of how digitization affects the economy.</li> <li>• are skilled in the initial applications of digital management to their own company.</li> <li>• develop an active interest in digitization and can place it in a broader context (i.e. not just technology or IT).</li> </ul>
	<p><u>Digital Transformation II: Market &amp; Companies (E) /ILV / Course no.: 01.BB.AWW.4.1 / 4th semester / ECTS: 4</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• understand the development dynamics of digitization in markets and industries.</li> <li>• know the impact of digitization on customers, competition, products and services</li> <li>• understand the changes in companies (structure, management, culture, etc.) that are triggered by digitalization.</li> <li>• are able to apply proven business-related concepts and theories to digitization.</li> </ul>
	<p><u>Digital Transformation III: Communication &amp; Practical Project II (E) /PT / Course no.: 01.BB.AWW.5 / 5th semester / ECTS:</u></p> <p>The students:</p> <ul style="list-style-type: none"> <li>• know the impact of digitization on communication and information.</li> <li>• can apply project management methods to digitization.</li> </ul>

Skills acquisition	<ul style="list-style-type: none"> <li>• are capable of implementing digitization in the form of a project on a company.</li> <li>• master the "tools" to achieve digitization.</li> </ul>
	<p><u>Agile project management &amp; practical project I /PT / Course no.: 03.BB.AWW.4.2 / 4th semester / ECTS: 6</u></p>
	<p>The students:</p> <ul style="list-style-type: none"> <li>• know how to define and run projects.</li> <li>• deal with the aspects of agile tools in projects.</li> <li>• apply project management to a practical example.</li> </ul>
	<p><u>Business Simulation Game (E) /UE / Course no.: 03.BB.AWW.6 / 6th semester / ECTS: 2</u></p>
	<p>The students:</p> <ul style="list-style-type: none"> <li>• can make decisions based on specific information.</li> <li>• can analyze the effects of their decisions.</li> <li>• apply theoretical knowledge for decision making.</li> <li>• can work in a team and accept team decisions.</li> </ul>
	<p><u>Current Topic /ILV / Course no.: 04.BB.AWW.6.2 / 6th semester / ECTS: 4</u></p>
	<p>During the course, a current topic is worked out and dealt with in depth. This is selected in advance, in consultation with the students of the class, and planned anew for each class. The specific learning outcomes are accordingly dependent on the chosen thematic focus and didactic implementation of the course.</p>
	<p><u>International Business Experience (E) /ILV / Course no.: 05.BB.AWW.6.3 / 6th semester / ECTS: 2</u></p>
	<p>The students are able to evaluate the inputs during the excursion against the background of the expertise from their previous studies and derive strategy options.</p>
	<p><u>Study Trip (E) /ILV / Course no.: 07.BB.AWW.4.4 / 4th semester / ECTS: 3</u></p>
	<p>The students:</p> <ul style="list-style-type: none"> <li>• acquire intercultural experience in a condensed form in the course of a study trip.</li> <li>• are able to recognize and assess the socio-cultural and economic specifics of the host country and to critically evaluate and reflect on them in relation to the usual context.</li> <li>• synthesize expert knowledge and theoretical knowledge from their previous studies as well as their practical experience to the ability to independently set up, organize, implement and evaluate complex projects.</li> </ul>
Course contents	<p><u>Digital Transformation I: Basics (E) /ILV / Course no.: 01.BB.AWW.3.1 / 3rd semester / ECTS: 4</u></p>
	<ul style="list-style-type: none"> <li>• Introduction and history of the development of digitization</li> <li>• Basic concepts and basic theories of digitization</li> <li>• Overview of the factors influencing Markets &amp; Companies through digitization</li> <li>• First digital application and implementation methods in a business context</li> <li>• Overview of the connections between digitization and classical business-related management functions (marketing, sales, HR, RandD, etc.)</li> </ul>
	<p><u>Digital Transformation II: Market &amp; Companies (E) /ILV / Course no.: 01.BB.AWW.4.1 / 4th semester / ECTS: 4</u></p>
	<ul style="list-style-type: none"> <li>• Development and change of markets, industries and business models through digitization</li> <li>• Influence of digital trends on customers, competitors and market performance</li> <li>• Effects of digitization on classical business concepts of: Companies, organization, management, culture, etc.</li> <li>• Reflection and adaptation of classical business theories and models to digitization (life cycle, value chain, 5-forces, etc.)</li> </ul>

	<p><u>Digital Transformation III: Communication &amp; Practical Project II (E) /PT / Course no.: 01.BB.AWW.5 / 5th semester / ECTS:</u></p> <ul style="list-style-type: none"> <li>• Impact of digitization on communication and information using proven concepts (stakeholders, etc.)</li> <li>• Importance and change of project management in the digital age</li> <li>• Elaboration of a practical project focusing on digitization using a specific company</li> <li>• Toolbox for the implementation of digital topics</li> </ul>
	<p><u>Agile project management &amp; practical project I /PT / Course no.: 03.BB.AWW.4.2 / 4th semester / ECTS: 6</u></p> <ul style="list-style-type: none"> <li>• Project planning and organization</li> <li>• Project cooperation and implementation</li> <li>• Project performance</li> <li>• Key figures of project management</li> <li>• "Business idea development" practical project</li> <li>• Structuring using Business Model Canvas</li> <li>• Development of a business plan</li> </ul>
	<p><u>Business Simulation Game (E) /UE / Course no.: 03.BB.AWW.6 / 6th semester / ECTS: 2</u></p> <ul style="list-style-type: none"> <li>• Operational functions (production, marketing, logistics, supply chain management)</li> <li>• Market analyzes and market developments</li> <li>• Use of analysis tools (SWOT, benchmark, market shares, cost and contribution margin analyses, etc.)</li> <li>• Development of strategies</li> <li>• Controlling and key figures</li> </ul>
	<p><u>Current Topic /ILV / Course no.: 04.BB.AWW.6.2 / 6th semester / ECTS: 4</u></p> <p>Current subject areas and questions are offered in order to give students the opportunity to expand or supplement the regular IBS curriculum.</p>
	<p><u>International Business Experience (E) /ILV / Course no.: 05.BB.AWW.6.3 / 6th semester / ECTS: 2</u></p> <ul style="list-style-type: none"> <li>• Independent preparation and organization of an excursion to the surrounding foreign countries in coordination with the course management</li> <li>• Optional: Company visit, attendance of a conference or a workshop and direct exchange with acting players and conceptual development of a relevant problem</li> </ul>

Course contents	<p><u>Study Trip (E) /ILV / Course no.: 07.BB.AWW.4.4 / 4th semester / ECTS: 3</u></p> <ul style="list-style-type: none"> <li>• Independent preparation and organization of the trip in coordination with the management of the course</li> <li>• Visits to companies, courses at partner universities as well as lectures and events with the aim of gaining in-depth knowledge of the economic and socio-cultural specifics of the country and its economy</li> </ul>
Teaching and learning methods	<p><u>Digital Transformation I: Basics (E) /ILV / Course no.: 01.BB.AWW.3.1 / 3rd semester / ECTS: 4</u> Blended Learning</p> <p><u>Digital Transformation II: Market &amp; Companies (E) /ILV / Course no.: 01.BB.AWW.4.1 / 4th semester / ECTS: 4</u> Blended Learning</p> <p><u>Digital Transformation III: Communication &amp; Practical Project II (E) /PT / Course no.: 01.BB.AWW.5 / 5th semester / ECTS:</u> Blended Learning</p> <p><u>Agile project management &amp; practical project I /PT / Course no.: 03.BB.AWW.4.2 / 4th semester / ECTS: 6</u> Blended Learning</p> <p><u>Business Simulation Game (E) /UE / Course no.: 03.BB.AWW.6 / 6th semester / ECTS: 2</u> eLearning</p> <p><u>Current Topic /ILV / Course no.: 04.BB.AWW.6.2 / 6th semester / ECTS: 4</u> Blended Learning</p> <p><u>International Business Experience (E) /ILV / Course no.: 05.BB.AWW.6.3 / 6th semester / ECTS: 2</u> Excursion</p> <p><u>Study Trip (E) /ILV / Course no.: 07.BB.AWW.4.4 / 4th semester / ECTS: 3</u> Excursion</p>
Evaluation Methods Criteria	<p><u>Digital Transformation I: Basic Online tasks, exams (E) /ILV / Course no.: 01.BB.AWW.3.1 / 3rd semester / ECTS: 4</u> Online tasks, exam</p> <p><u>Digital Transformation II: Market &amp; Companies (E) /ILV / Course no.: 01.BB.AWW.4.1 / 4th semester / ECTS: 4</u></p> <p><u>Digital Transformation III: Communication &amp; Practical Project II (E) /PT / Course no.: 01.BB.AWW.5 / 5th semester / ECTS:</u> Project</p> <p><u>Agile project management &amp; practical project I /PT / Course no.: 03.BB.AWW.4.2 / 4th semester / ECTS: 6</u> Project</p> <p><u>Business Simulation Game (E) /UE / Course no.: 03.BB.AWW.6 / 6th semester / ECTS: 2</u> Online tasks, term paper</p> <p><u>Current Topic /ILV / Course no.: 04.BB.AWW.6.2 / 6th semester / ECTS: 4</u> Exam modality depends on the chosen thematic focus and didactic implementation of the course</p> <p><u>International Business Experience (E) /ILV / Course no.: 05.BB.AWW.6.3 / 6th semester / ECTS: 2</u> Term paper, presentation</p>

	<u>Study Trip (E) /ILV / Course no.: 07.BB.AWW.4.4 / 4th semester / ECTS: 3</u> Term paper, presentation
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Module number: BB.MST	Management & Strategy	Scope:	
		12	ECTS
Degree program	University of Applied Sciences Bachelor Degree Program - International Business & Management Part-time		
Position in the curriculum	4th semester		
	5th semester		
Level	4th semester: 1. Study cycle, Bachelor / 5th semester: 1. Study cycle, Bachelor		
Previous knowledge	4th semester: All previous knowledge relevant to the contents from the previous study / 5th semester: Successful completion of the course: Management & Strategy I		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Management &amp; Strategy I /ILV / Course no.: 02.BB.MST.4 / 4th semester / ECTS: 6</u> <ul style="list-style-type: none"> <li>• Porter, Michael: Wettbewerbsstrategie. Campus (in the current edition)</li> <li>• Stöger, novel: Strategieentwicklung für die Praxis. Schäffer-Poeschel (in the current edition)</li> <li>• 1-2 current articles from professional journals</li> </ul>		
	<u>Management &amp; Strategy II /ILV / Course no.: 02.BB.MST.5 / 5th semester / ECTS: 6</u> <ul style="list-style-type: none"> <li>• Müller-Stewens, Günter; Lechner, Christoph: Strategisches Management. Schäffer-Poeschel (in the current edition)</li> <li>• Stöger, novel: Strategieentwicklung für die Praxis. Schäffer-Poeschel (in the current edition)</li> <li>• 1-2 current articles from professional journals</li> </ul>		
Skills acquisition	<u>Management &amp; Strategy I /ILV / Course no.: 02.BB.MST.4 / 4th semester / ECTS: 6</u> The students: <ul style="list-style-type: none"> <li>• know the basics of strategic corporate management.</li> <li>• have an overview of the most important theories of strategic management and related business-related disciplines (marketing, etc.)</li> <li>• are proficient in essential strategic methods and tools.</li> <li>• are capable of designing a strategy process in a company.</li> </ul>		
	<u>Management &amp; Strategy II /ILV / Course no.: 02.BB.MST.5 / 5th semester / ECTS: 6</u> The students: <ul style="list-style-type: none"> <li>• understand the connections between strategy, organization, productivity, leadership, culture, change, etc.</li> <li>• are capable of applying strategic methods to their own company.</li> <li>• can combine strategy and new megatrends (digitization, VUCA-World, etc.).</li> <li>• have the skills to independently develop strategy methods.</li> </ul>		
Course contents	<u>Management &amp; Strategy I /ILV / Course no.: 02.BB.MST.4 / 4th semester / ECTS: 6</u> <ul style="list-style-type: none"> <li>• Introduction to strategic corporate management</li> <li>• Core topics of strategic management: Navigation system, competitive strategy, mission statement, value creation</li> <li>• Analysis and design of the strategy process in a company</li> <li>• Essential strategy methods (value chain, 5-forces, etc.)</li> </ul>		
	<u>Management &amp; Strategy II /ILV / Course no.: 02.BB.MST.5 / 5th semester / ECTS: 6</u> <ul style="list-style-type: none"> <li>• "Holistic strategic management" in the sense of combining strategy with: Organization, productivity, leadership, culture, change, etc.</li> <li>• Linking strategy with current issues</li> <li>• Development and adaptation of strategic methods</li> <li>• Application and implementation of strategic issues for your own company</li> </ul>		
Teaching and learning methods	<u>Management &amp; Strategy I /ILV / Course no.: 02.BB.MST.4 / 4th semester / ECTS: 6</u> Blended Learning		



	<u>Management &amp; Strategy II /ILV / Course no.: 02.BB.MST.5 / 5th semester / ECTS: 6</u> Blended Learning
Evaluation Methods Criteria	<u>Management &amp; Strategy I /ILV / Course no.: 02.BB.MST.4 / 4th semester / ECTS: 6</u> Online tasks, exam
	<u>Management &amp; Strategy II /ILV / Course no.: 02.BB.MST.5 / 5th semester / ECTS: 6</u> Online tasks, exam

Module number: <b>BB.PRA</b>	Internship	Scope:	
		4	ECTS
Degree program	University of Applied Sciences Bachelor's Program - International Business & Management Part-time		
Position in the curriculum	6th semester		
Level	6th semester: 1. Study cycle, Bachelor		
Previous knowledge	6th semester: All courses according to the curriculum of the previous semesters		
Blocked	no		
Participant group	A-levels and/or corresponding previous training, beginners		
Literature recommendation	<u>Internship /BPR / Course no.: 06.BB.PRA.6 / 6th semester / ECTS: 4</u> None		
Skills acquisition	<u>Internship /BPR / Course no.: 06.BB.PRA.6 / 6th semester / ECTS: 4</u> The students: <ul style="list-style-type: none"> <li>• apply the acquired knowledge in practice.</li> <li>• understand processes in the professional environment.</li> <li>• solve problems in professional projects and implement the solutions developed.</li> <li>• independently work out arguments, problem solutions and strategies and develop them further.</li> </ul>		
Course contents	<u>Internship /BPR / Course no.: 06.BB.PRA.6 / 6th semester / ECTS: 4</u> <ul style="list-style-type: none"> <li>• Finding one's way around when starting out in the professional world</li> <li>• Supplementing theoretical knowledge with practical activities</li> <li>• Processes, workflows and situations in the professional environment</li> <li>• Confidence in implementing acquired knowledge</li> <li>• Min. 100 working hours in full employment</li> </ul>		
Teaching and learning methods	<u>Internship /BPR / Course no.: 06.BB.PRA.6 / 6th semester / ECTS: 4</u> Work experience		
Evaluation Methods Criteria	<u>Internship /BPR / Course no.: 06.BB.PRA.6 / 6th semester / ECTS: 4</u> Term paper		

## 2.5 Internship

The students choose an internship independently. They can draw on the extensive range of internship advertisements offered by the Kufstein University of Applied Sciences. The Director of Studies checks the professional correspondence of the internship activities with the contents of the course and the qualification profiles of the course of studies. Subsequently, the Director of Studies checks whether the internship corresponds to the training objectives of the program and whether the student can be employed according to his/her level of qualification. A detailed internship guide supports students in organizing their internship semester; students can also contact the Director of Studies if they have any questions or need support.

Students must apply for the internship using the form (= occupational profile). The form contains the central data of the student and the internship supervision as well as the goals and the tasks/activities in the company providing the internship. The internship is confirmed or approved by the signatures of the Director of Studies and the internship supervisor.

The student must reflect, document and present the experiences and findings gathered and evaluate the internship. Conversely, the internship supervisor must evaluate the students. The student must prepare an interim report, a final report and a presentation and complete an evaluation form. At the beginning of the internship, he/she will receive an internship guide which lists the points to be worked on. A key requirement is to compare the agreed objectives with the achieved ones. The documentation prepared by the student and the supervisor is evaluated by the Director of Studies. If the achievement of the goals and the adaptation to the qualification level of the student are not guaranteed, the corresponding internship position is excluded for the future. A list and reports on the internships are available to subsequent students via the Moodle teaching platform.

## 2.6 Semester Abroad

Since its inception, the International Business & Management program has included a mandatory year abroad at one of the University of Applied Sciences' partner universities. A total workload of 52 ECTS over two semesters must be demonstrated at the partner university in question. In order to achieve a stronger bond between the students and the FH Kufstein during their year abroad, to strengthen the cohesion of the class and to promote an exchange of experiences among the students, one course (4 ECTS) per semester abroad is carried out using eLearning methods.

In the course of preparation for their studies abroad, students are given selected institutions which are particularly suitable for the degree program in International Business & Management. The list of institutions is based on many years of experience combined with appropriate new entrants. The courses to be taken abroad must be related to the topics of the International Business & Management program (especially in the areas of marketing, management and finance). This ensures that students receive an in-depth knowledge of the relevant subjects so that the desired competences can be developed. Intercultural and linguistic competences, which are highly relevant in practice, are also promoted during the studies abroad. Students are also encouraged to organize most of their stay abroad independently (e.g. search for accommodation, obtaining the necessary documents for registration and travel to the country in question, etc.).

The International Relations Office (IRO) of the FH Kufstein, in cooperation with the degree program, organizes an information event on the subject areas "semesters abroad and internships" in the run-up to the program, as well as the annual Exchange Fair. In addition, the IRO is constantly available for advice. The Fachhochschule Kufstein Tirol has more than 200 contacts to cooperating universities. The students name their preferred partner universities and then receive the allocation based on a grade ranking. In addition, students choose courses with a volume of 26 ECTS per semester. The course selection of the students is checked for equivalence by the Director of Studies and recorded in the Learning Agreement. The Learning Agreement is signed by the IRO after approval by the Director of Studies. At the partner university, the Learning Agreement must be countersigned by the local IRO. If the course selection is changed, the supplementary sheet "Changes to the Learning Agreement" must

be completed and submitted immediately to the IRO in Kufstein or to the Director of Studies for approval.

The recognition of the degree program abroad is confirmed by the Transcript of Records of the host university and attached to the certificate of recognition.

### 3 ADMISSION REQUIREMENTS

The admission requirements at the FH Kufstein Tirol are regulated according to the following terms:

1. The general admission requirements are regulated by § 4 FHG as amended; it applies to **persons with a general university entrance qualification**.

2. **Persons without a school-leaving certificate** must take a **university entrance examination** according to § 64 a UG 2002 as amended. These persons acquire the general university entrance qualification for Bachelor studies in a specialization group by passing the university entrance examination in accordance with an ordinance issued by the Rector's Office of a University. The successful completion of the university entrance examination thus entitles the holder to admission to all studies in the specialization group for which the university entrance qualification was acquired. The university entrance examination can be obtained for certain groups of subjects in accordance with an ordinance of the Rector's Office of a university, whereby the following group of subjects is relevant for the FH Kufstein: Social and economic studies (e.g. Business Administration, Economic Education, Statistics, Sociology).

Applicants who have completed a 3-year **vocational, middle school, a training in the dual system** or a **subject-relevant German advanced technical college certificate** obtain the entitlement to study at the FH Kufstein Tirol through supplementary examinations in the subjects German, English and Mathematics. In the case of the German advanced technical college certificate, the supplementary examination must only be taken in those of the three subjects in which the grade is "inadequate" or worse. All supplementary examinations must be passed before the start of the third semester.

3. For **individuals with relevant dual training** the **apprenticeship certificate** in one of the following **special fields** according to the respectively valid announcement of the Federal Ministry of Economics, Family and Youth is valid as an admission requirement:

- Office, Administration, Organization
- Trade
- Tourism and Gastronomy
- Marketing and sales

4. **Persons with a degree** from one of the relevant **vocational middle schools** listed below may also be admitted:

- Commercial schools (at least two years)
- Vocational, technical and applied arts schools (at least two years)
- Vocational schools for tourism professions
- Vocational schools for economic professions (three years)
- Vocational schools for agricultural and forestry occupations (at least two years)
- Technical schools for fashion and clothing technology
- Commercial schools (three years)

Newly emerging apprenticeships in similar fields must be recognized accordingly.

The **group of persons under numbers 3. and 4.** must complete **supplementary examinations** by the beginning of the third semester as an entry requirement and, if necessary, take appropriate preparatory courses. This is possible at the FH Kufstein.

The following supplementary examinations are required for this group of people:

- German
- English
- Mathematics

Below is an overview of which subject area of the German FOS/BOS is the relevant admission requirement. Here, supplementary examinations must be taken within the first semesters in the subjects Mathematics, German and English (if a grade of "poor" or worse was achieved in these subjects).

	<b>IBS (BA) vz/bb</b>
<b>FOS</b>	
- Technology	X
- Economics and Administration	X
- Social Welfare	X
- Agriculture, Biotechnology and Environmental Technology	X
- Design	X
- Health	X
- International Business Studies	X
<b>BOS</b>	
- Technology	X
- Economics and Administration	X
- Social Welfare	X
- Agriculture, Biotechnology and Environmental Technology	X
- Health	X
- International Business Studies	X
In the case of relevant internships (marketing, trade, administration), other disciplines can also be accepted (after consultation with the Director of Studies).	