

MODULE HANDBOOK

Bachelor of Arts

International Management (FS-BAINTE)

180 CP

Distance Learning and myStudies

As of April 23rd, 2024

Classification: Undergraduate

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1. Semester

Academic Integrity and Writing for Business

Module Code: DLBBAAIWB_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Clare Hindley (Academic Integrity and Writing for Business)

Contributing Courses to Module

- Academic Integrity and Writing for Business (DLBBAAIWB01_E)

Module Exam Type

Module Exam

Study Format: Distance Learning
Written Assessment: Written Assignment

Study Format: myStudies
Written Assessment: Written Assignment

Split Exam

Weight of Module

see curriculum

Module Contents

- Introduction to Academic Integrity
- Introduction to Academic Referencing
- Work with Academic Resources
- Fundamentals of Business Writing
- Developing Convincing Business Writing
- Examples for Compelling Business Writing

Learning Outcomes**Academic Integrity and Writing for Business**

On successful completion, students will be able to

- understand the concept of academic integrity.
- use sources from other authors in an academically acceptable way.
- reference works of other authors correctly.
- avoid plagiarism.
- develop written communication in business appropriately.
- adequately address different corporate stakeholders.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Business Administration & Management

Links to other Study Programs of the University

All Bachelor Programmes in the Business & Management fields

Academic Integrity and Writing for Business

Course Code: DLBBAAIWB01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

This course facilitates key aspects of academic integrity and provides students with the skills of appropriate business writing. Therefore, this course is contributing to students' capacity to academic writing and research. Students will learn to handle academic sources developed by other authors. The issue of plagiarism will be prominently addressed. In addition, this course provides students with the skills to communicate with corporate stakeholders in writing. Students will learn how to adequately develop business communication in writing.

Course Outcomes

On successful completion, students will be able to

- understand the concept of academic integrity.
- use sources from other authors in an academically acceptable way.
- reference works of other authors correctly.
- avoid plagiarism.
- develop written communication in business appropriately.
- adequately address different corporate stakeholders.

Contents

1. Introduction to Academic Integrity
 - 1.1 Key Elements of Academic Integrity
 - 1.2 Plagiarism...
 - 1.3 How to avoid Plagiarism
2. Introduction to Academic Referencing
 - 2.1 Using Sources from other Authors in Academic Writing
 - 2.2 Citation and the List of Literature
 - 2.3 Referencing Styles
3. Work with Academic Resources
 - 3.1 How to employ Academic Data Bases
 - 3.2 Search in Data Bases
 - 3.3 Administration of Sources

4. Fundamentals of Business Writing
 - 4.1 Definition and Explanation of Business Writing
 - 4.2 Purpose of Business Writing
 - 4.3 Best Practices – Useful Hints on Business Writing
5. Developing Convincing Business Writing
 - 5.1 Considering the Recipient: What is the Target Group
 - 5.2 Considering the Objective: What do you want to achieve?
 - 5.3 Developing Your Written Communication
6. Examples for Compelling Business Writing
 - 6.1 Internal Communication to all staff via Email
 - 6.2 Warning Letter to an Employee
 - 6.3 Email to a Supplier in Delay

Literature

Compulsory Reading

Further Reading

- Atkinson, I. (2012). Financial times essential guide to business writing. Pearson Education
- Hatala, M. (2020). APA simplified: Your concise guide to the seventh edition. Greentop Academic Press.
- Houghton, P. & Houghton, T. (2019). APA: The easy way! XanEdu Publishing.
- International Center for Academic Integrity. (2014). The fundamental values of academic integrity (2nd ed.).
- Whitmell, C. (2014). Business writing essentials: How to write letters, reports and emails. Claire Whitmell.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Written Assignment

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Written Assignment

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Business 101

Module Code: DLBBAB_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Andreas Herrmann (Business 101)

Contributing Courses to Module

- Business 101 (DLBBAB01_E)

Module Exam Type

Module Exam

Study Format: Distance Learning
Exam or Written Assessment: Written
Assignment, 90 Minutes

Study Format: myStudies
Exam or Written Assessment: Written
Assignment, 90 Minutes

Split Exam

Weight of Module

see curriculum

<p>Module Contents</p> <ul style="list-style-type: none"> ▪ Businesses and their environment ▪ Types of business organizations ▪ Management and structure of business ▪ Production of goods and services ▪ Marketing of products and services ▪ Management of labor ▪ Accounting in business 	
<p>Learning Outcomes</p> <p>Business 101</p> <p>On successful completion, students will be able to</p> <ul style="list-style-type: none"> ▪ apply business and economic thinking and working methods. ▪ explain economic subjects and questioning models of business administration. ▪ classify and formulate corporate goals. ▪ describe and apply a general business decision-making process. ▪ recognize and design the organizational structure and process organization in the company. 	
<p>Links to other Modules within the Study Program</p> <p>This module is similar to other modules in the field of Business Administration & Management</p>	<p>Links to other Study Programs of the University</p> <p>All Bachelor Programmes in the Business field</p>

Business 101

Course Code: DLBBAB01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Business 101 deals with the basics of general business administration. It provides students with an understanding of the fundamental questions of doing business. In addition, basic organizational approaches of companies are shown. With the successful completion of the course, the students have gained fundamental knowledge in general business administration. This course lays the foundation for the advanced modules in the further course of their studies.

Course Outcomes

On successful completion, students will be able to

- apply business and economic thinking and working methods.
- explain economic subjects and questioning models of business administration.
- classify and formulate corporate goals.
- describe and apply a general business decision-making process.
- recognize and design the organizational structure and process organization in the company.

Contents

1. Businesses and their environment
 - 1.1 Concepts of business
 - 1.2 A system of economic relationships
 - 1.3 Business environment
2. Types of business organizations
 - 2.1 Companies in production and service
 - 2.2 Divisions of companies
3. Management and structure of business
 - 3.1 Basics of Business Management
 - 3.2 Functions of organizations, managers and control
 - 3.3 The decision making process
 - 3.4 Organizational structure of business
4. Production of goods and services

- 4.1 Origin and development of the production process
- 4.2 Industrial strategy of business
5. Marketing of goods and services
 - 5.1 Goals and types of marketing
 - 5.2 Marketing mix
6. Management of labor
 - 6.1 Process of management of labor
 - 6.2 Demand in labor
 - 6.3 Human relations in organizations
7. Accounting in business
 - 7.1 Functions and goals of accounting
 - 7.2 Spheres of accounting
 - 7.3 Fundamental principles of accounting

Literature**Compulsory Reading****Further Reading**

- Covey, S. R. (2013). *The 7 habits of highly effective people: powerful lessons in personal change* (25th anniversary edition). Simon & Schuster.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam or Written Assessment: Written Assignment, 90 Minutes

Student Workload					
Self Study 100 h	Contact Hours 0 h	Tutorial/Tutorial Support 25 h	Self Test 25 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam or Written Assessment: Written Assignment, 90 Minutes

Student Workload					
Self Study 100 h	Contact Hours 0 h	Tutorial/Tutorial Support 25 h	Self Test 25 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Managerial Economics

Module Code: DLBBWME_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Tolga Ülkü (Managerial Economics)

Contributing Courses to Module

- Managerial Economics (DLBBWME01_E)

Module Exam Type

Module Exam

Study Format: Duales myStudium
Exam, 90 Minutes

Study Format: Distance Learning
Exam, 90 Minutes

Study Format: myStudies
Exam, 90 Minutes

Split Exam

Weight of Module

see curriculum

<p>Module Contents</p> <ul style="list-style-type: none"> ▪ Basics ▪ The Invisible Hand of the Market ▪ Consumer Decisions ▪ Business Decisions I: Full Competition ▪ Business Decisions II: Partial Competition ▪ Business Decisions III: Game Theory ▪ Advanced Microeconomics 	
<p>Learning Outcomes</p> <p>Managerial Economics</p> <p>On successful completion, students will be able to</p> <ul style="list-style-type: none"> ▪ understand basic economic interrelationships and apply them to different markets. ▪ explain the importance of supply, demand and market balance. ▪ assess the determinants of consumers' willingness to pay. ▪ discuss the determinants of production decisions and identify peak entrepreneurial strategies. ▪ assess the influence of different types of markets on production and price decisions. ▪ analyse strategic interactions between companies. ▪ critically question traditional economic models on the basis of findings from information and behavioural economics. 	
<p>Links to other Modules within the Study Program</p> <p>This module is similar to other modules in the field of Economics</p>	<p>Links to other Study Programs of the University</p> <p>All Bachelor Programs in the Business & Management field</p>

Managerial Economics

Course Code: DLBBWME01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The source for (almost) all economic questions is the issue of scarcity. Building on this insight, this course considers three central elements. First, an analysis of the interplay between supply and demand on markets is made. Secondly, the course will consider the development of insights into the behaviour of consumers in markets. In a third part, the course will focus on entrepreneurial decisions that depend, among other things, on production technology available and competitive conditions in markets. These three core elements are taught from an application-oriented standpoint, in which references to (current) challenges of the management of companies are established. The course includes both the examination of economic theories and their application in business practice.

Course Outcomes

On successful completion, students will be able to

- understand basic economic interrelationships and apply them to different markets.
- explain the importance of supply, demand and market balance.
- assess the determinants of consumers' willingness to pay.
- discuss the determinants of production decisions and identify peak entrepreneurial strategies.
- assess the influence of different types of markets on production and price decisions.
- analyse strategic interactions between companies.
- critically question traditional economic models on the basis of findings from information and behavioural economics.

Contents

1. Basics
 - 1.1 Definitions & Main Topics of Economics
 - 1.2 Thinking like an Economist
2. The Invisible Hand of the Market
 - 2.1 Supply and Demand
 - 2.2 Market Balance
 - 2.3 Flexibility
 - 2.4 Applications

3. Consumer Decisions
 - 3.1 Utility Theory
 - 3.2 Willingness to Pay
 - 3.3 Demand
 - 3.4 Applications
4. Business Decisions I: Full Competition
 - 4.1 Production
 - 4.2 Costs
 - 4.3 Supply
 - 4.4 Applications
5. Business Decisions II: Partial Competition
 - 5.1 Monopoly
 - 5.2 Monopolistic Competition
 - 5.3 Oligopoly
6. Business Decisions III: Game Theory
 - 6.1 Methodology
 - 6.2 Simultaneous Games
 - 6.3 Sequential Games
7. Advanced Microeconomics
 - 7.1 Information Economics
 - 7.2 Behavioural Economics

Literature**Compulsory Reading****Further Reading**

- Acemoglu, D., Laibson, & D., List, J. A. (2018). Microeconomics, Global edition (2nd ed.). Pearson.
- Case, K. E., Owen, S. M., & Fair, R. C. (2019). Principles of economics, Global edition (13th ed.). Harlow.
- Keat, P. G., & Young, P. K. Y. (2013). Managerial economics, Global Edition (7th ed.). Pearson Education Limited.
- Leyton-Brown, K., & Shoham, Y. (2008). Essentials of game theory: A concise multidisciplinary introduction. Morgan & Claypool.
- Parkin, M. (2019). Economics (13th ed.). Harlow.
- Pindyck, R. S., & Rubinfeld, D. L. (2017). Microeconomics (9th ed.). Pearson.

Study Format Duales myStudium

Study Format Duales myStudium	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Introduction to Academic Work

Module Code: DLBCSIAW

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Brigitte Huber (Introduction to Academic Work)

Contributing Courses to Module

- Introduction to Academic Work (DLBCSIAW01)

Module Exam Type

Module Exam

Study Format: myStudies
Basic Workbook (passed / not passed)

Study Format: Distance Learning
Basic Workbook (passed / not passed)

Split Exam

Weight of Module

see curriculum

Module Contents

- Scientific Theoretical Foundations and Research Paradigms
- Application of Good Scientific Practice
- Methodology
- Librarianship: Structure, Use, and Literature Management
- Forms of Scientific Work at IU

Learning Outcomes

Introduction to Academic Work

On successful completion, students will be able to

- understand and apply formal criteria of a scientific work.
- distinguish basic research methods and identify criteria of good scientific practice.
- describe central scientific theoretical basics and research paradigms and their effects on scientific research results.
- use literature databases, literature administration programs, and other library structures properly; avoid plagiarism; and apply citation styles correctly.
- apply the evidence criteria to scientific texts.
- define a research topic and derive a structure for scientific texts.
- compile a list of literature, illustrations, tables, and abbreviations for scientific texts.
- understand and distinguish between the different forms of scientific work at IU.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Methods

Links to other Study Programs of the University

All Bachelor Programs in the Business field

Introduction to Academic Work

Course Code: DLBCSIAW01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The application of good scientific practice is one of the basic academic qualifications that should be acquired while studying. This course deals with the distinction between everyday knowledge and science. This requires a deeper understanding of the theory of science, as well as the knowledge of basic research methods and instruments for writing scientific texts. The students therefore gain initial insight into academic research and are introduced to the basic knowledge that will help them in the future to produce scientific papers. In addition, the students receive an overview of the different IU examination forms and insight into their requirements and implementation.

Course Outcomes

On successful completion, students will be able to

- understand and apply formal criteria of a scientific work.
- distinguish basic research methods and identify criteria of good scientific practice.
- describe central scientific theoretical basics and research paradigms and their effects on scientific research results.
- use literature databases, literature administration programs, and other library structures properly; avoid plagiarism; and apply citation styles correctly.
- apply the evidence criteria to scientific texts.
- define a research topic and derive a structure for scientific texts.
- compile a list of literature, illustrations, tables, and abbreviations for scientific texts.
- understand and distinguish between the different forms of scientific work at IU.

Contents

1. Theory of Science
 - 1.1 Introduction to Science and Research
 - 1.2 Research Paradigms
 - 1.3 Fundamental Research Decisions
 - 1.4 Effects of Scientific Paradigms on Research Design
2. Application of Good Scientific Practice
 - 2.1 Research Ethics
 - 2.2 Evidence Teaching

- 2.3 Data Protection and Affidavit
- 2.4 Orthography and Shape
- 2.5 Identification and Delimitation of Topics
- 2.6 Research Questions and Structure
3. Research Methods
 - 3.1 Empirical Research
 - 3.2 Literature and Reviews
 - 3.3 Quantitative Data Collection
 - 3.4 Qualitative Data Collection
 - 3.5 Mix of Methods
 - 3.6 Critique of Methods and Self-Reflection
4. Librarianship: Structure, Use, and Literature Management
 - 4.1 Plagiarism Prevention
 - 4.2 Database Search
 - 4.3 Literature Administration
 - 4.4 Citation and Author Guidelines
 - 4.5 Bibliography
5. Scientific Work at the IU – Research Essay
6. Scientific Work at the IU - Project Report
7. Scientific Work at the IU - Case Study
8. Scientific Work at the IU - Bachelor Thesis
9. Scientific Work at the IU – Oral Assignment
10. Scientific Work at the IU – Oral Project Report
11. Scientific Work at the IU - Colloquium
12. Scientific Work at the IU - Portfolio
13. Scientific Work at the IU - Exam

Literature**Compulsory Reading****Further Reading**

- Bell, J., & Waters, S. (2018). *Doing your research project: A guide for first-time researchers* (7th ed.). Open University Press McGraw-Hill Education.
- Deb, D., Dey, R., & Balas, V. E. (2019). *Engineering research methodology: A practical insight for researchers*. Springer.
- Saunders, M., Lewis, P., & Thornhill, A. (2019). *Research Methods for Business Students* (8th ed.). Pearson.
- Veal, A. J. (2018). *Research Methods for Leisure and Tourism* (5th ed.). Pearson.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Basic Workbook (passed / not passed)

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Basic Workbook (passed / not passed)

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Global Corporations and Globalization

Module Code: DLBINTGUG_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Sebastian Stütz (Global Corporations and Globalization)

Contributing Courses to Module

- Global Corporations and Globalization (DLBLOGC101_E)

Module Exam Type

Module Exam

Study Format: Distance Learning
Exam, 90 Minutes

Study Format: myStudies
Exam, 90 Minutes

Split Exam

Weight of Module

see curriculum

Module Contents

- History and Development of Globalisation
- International Marketing
- International Operation
- International Personnel Management
- International Financing
- International Procurement and Distribution

Learning Outcomes

Global Corporations and Globalization

On successful completion, students will be able to

- present the history of globalisation and identify and explain significant stages of development.
- identify and classify current trends in globalization and localization.
- recall basic knowledge in the fields of business administration, marketing and human resources management and extend it to meet the special requirements in internationally operating companies .
- explain offshoring and outsourcing and outline the opportunities and risks of these placements .
- explain the particularities of international procurement and distribution and develop resulting possibilities and limits.
- identify cultural differences and assess their significance for operating in international business.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Business Administration & Management

Links to other Study Programs of the University

All Bachelor Programmes in the Business & Management fields

Global Corporations and Globalization

Course Code: DLBLOGC101_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Students grasp the mechanisms that led to globalization and can classify current trends both towards globalization and, conversely, towards localization. Building on the basic knowledge that students have acquired in general business studies about the basic functions in a company, this course analyses and discusses the special requirements that a global engagement places on a company and its functions.

Course Outcomes

On successful completion, students will be able to

- present the history of globalisation and identify and explain significant stages of development.
- identify and classify current trends in globalization and localization.
- recall basic knowledge in the fields of business administration, marketing and human resources management and extend it to meet the special requirements in internationally operating companies .
- explain offshoring and outsourcing and outline the opportunities and risks of these placements .
- explain the particularities of international procurement and distribution and develop resulting possibilities and limits.
- identify cultural differences and assess their significance for operating in international business.

Contents

1. History and Development of Globalisation
 - 1.1 Globalization v1.0 according to Niall Ferguson
 - 1.2 History of Globalisation
 - 1.3 Influencing Factors of Economic and Cultural Globalization
 - 1.4 The Tension between Globalization and Localization
 - 1.5 Social Aspects of Globalisation and Corporate Responsibility
2. International Marketing
 - 2.1 International Consumer Behaviour
 - 2.2 Market Research

- 2.3 Standardization and Adaptation
- 2.4 International Branding
- 2.5 Pricing Strategies
- 2.6 International Marketing Communications
3. International Operation
 - 3.1 Offshoring and Outsourcing
 - 3.2 Global Production Networks
 - 3.3 Global Logistics
4. International Personnel Management
 - 4.1 Local and International Personnel Management
 - 4.2 Expatriate Management
 - 4.3 Localization of Personnel
 - 4.4 International Human Resources Development
5. International Financing
 - 5.1 Institutions in the International World of Finance
 - 5.2 International Financing and its Procedures
6. International Procurement
 - 6.1 Reasons and Strategies of Global Sourcing
 - 6.2 Risks of International Procurement
 - 6.3 International Distribution Policy

Literature

Compulsory Reading

Further Reading

- Barmeyer, C., Bausch, M., Mayrhofer, U. (2021). Constructive Intercultural Management, Edward Elgar Publishing.
- Cateora, P.R., Money, R.B., Gilly, M. C., Graham, J.L. (2020). International Marketing (18th ed.). McGrawHill.
- Lasserre, P., Monteiro, F. (2018). Global strategic management (5th ed.). Bloomsbury Academic.
- Madura, J., Fox, R. (2020). International Financial Management (5th ed.). Cengage.
- Torrington, D., Hall, L., Taylor, S., Atkinson, C. (2020). Human resource management. Pearson.
- 2018 Lasserre, P., Monteiro, F. Global strategic management. Bloomsbury Academic.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Business Mathematics

Module Code: BWMA_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Andreas Herrmann (Business Mathematics)

Contributing Courses to Module

- Business Mathematics (BWMA01_E)

Module Exam Type

Module Exam

Study Format: Distance Learning
Exam, 90 Minutes

Study Format: myStudies
Exam, 90 Minutes

Split Exam

Weight of Module

see curriculum

Module Contents

- Mathematical Basics
- Functions of a Single Variable
- Differential Calculus
- Mathematical Optimization
- Functions of Several Variables
- Financial Mathematics
- Further Topics

Learning Outcomes**Business Mathematics**

On successful completion, students will be able to

- know the basic business mathematical tools and methods and to apply them to other problems in economics and business administration.
- comprehend and understand mathematical derivations in other modules.
- to arrive at their own analytical conclusions.
- to recognize quantitative relationships by themselves.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Methods

Links to other Study Programs of the University

All Bachelor Programmes in the Business & Management fields

Business Mathematics

Course Code: BWMA01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Business mathematics is an essential subject that teaches quantitative methods applicable to all areas of economics. As such, students must be able to describe and analyze complex economic processes in a factually logical manner, making economic mathematics a crucial tool in decision-making and optimization. The Business Mathematics course aims to provide students with the fundamental basics of mathematics applicable to business. Furthermore, application examples are used to demonstrate how these mathematical tools can be implemented in real-world business settings. Upon completion of this course, students will be equipped with the skills necessary to solve business problems, comprehend and understand mathematical derivations, derive analytical conclusions and recognize quantitative relationships independently.

Course Outcomes

On successful completion, students will be able to

- know the basic business mathematical tools and methods and to apply them to other problems in economics and business administration.
- comprehend and understand mathematical derivations in other modules.
- to arrive at their own analytical conclusions.
- to recognize quantitative relationships by themselves.

Contents

1. Mathematical Foundations
 - 1.1 Mathematics
 - 1.2 The Sets of Numbers
 - 1.3 Rules for Arithmetic Operations
 - 1.4 Equations
 - 1.5 Inequalities
 - 1.6 Set Theory—A Brief Overview
 - 1.7 Percentage Calculation—A Brief Overview
2. Functions of a Single Variable
 - 2.1 Basic Definitions
 - 2.2 Representation of Functions

- 2.3 Types of Functions
- 2.4 Properties of Functions
- 2.5 Business Applications
3. Differential Calculus
 - 3.1 Difference and Differential Quotient
 - 3.2 Derivative Rules
 - 3.3 Slope and Curvature
 - 3.4 Business Applications
4. Mathematical Optimization
 - 4.1 Extreme Points
 - 4.2 Curve Sketching
 - 4.3 Business Applications
5. Functions of Several Variables
 - 5.1 Introduction to the Consideration of Several Variables
 - 5.2 Differentiation
 - 5.3 Optimization
 - 5.4 Business Applications
6. Financial Mathematics
 - 6.1 Basics
 - 6.2 Applications
7. Further Topics
 - 7.1 Integration
 - 7.2 Linear Algebra
 - 7.3 Difference and Differential Equations

Literature

Compulsory Reading

Further Reading

- Neill, H., & Johnson, T. (2013). Teach yourself mathematics: A complete introduction. Teach Yourself.
- Sydsæter, K., Hammond, P., Strom, A., & Carvajal, A. (2016). Essential mathematics for economic analysis (5th ed.). Pearson.
- Taylor, R., & Hawkins, S. (2008). Mathematics for economics and business. McGraw-Hill.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Review Book <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Review Book <input checked="" type="checkbox"/> Online Tests

2. Semester

Organizational Behavior

Module Code: DLBBWOB_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Katharina Rehfeld (Organizational Behavior)

Contributing Courses to Module

- Organizational Behavior (DLBBWOB01_E)

Module Exam Type

Module Exam

Study Format: myStudies
Written Assessment: Case Study
Study Format: Distance Learning
Written Assessment: Case Study

Split Exam

Weight of Module

see curriculum

Module Contents

- Relevance and Importance of Organizational Behavior
- Job Performance
- Commitment
- Organisational Mechanisms
- Group-Related Mechanisms
- Individual Mechanisms
- Individual Characteristics

Learning Outcomes**Organizational Behavior**

On successful completion, students will be able to

- establish commitment and performance as the critical dependent variables.
- explain organizational, group-related and individual mechanisms in Organizational Behavior and describe their relation to commitment and performance.
- explain the influence of individual characteristics on individual mechanisms (such as satisfaction, stress, motivation, trust and decision-making).

Links to other Modules within the Study Program

This module is similar to other modules in the field of Human Resources

Links to other Study Programs of the University

All Bachelor Programmes in the Human Resources field

Organizational Behavior

Course Code: DLBBWOB01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Many decisions are not made solely on the basis of financial or revenue-based considerations, but due to personal agendas, personal preferences or internal competition. This course consequently aims to provide an accessible, theory-driven comprehension of behaviour, interactions and conflicts in organisations. The course deals intensively with the psychological, sociological and anthropological foundations and dynamics in organizations. Starting from the two most critical behavioral variables in the work context, performance and commitment, units and settings that have a significant influence on them are discussed. In detail, organizational, group-related and individual mechanisms as well as individual characteristics are explored as explanatory objects. The course continues with a discussion on corporate culture and organisational structure within the framework of the organisational mechanisms. In the context of group-related mechanisms, the course aims to identify aspects of leadership styles, power structures, negotiation strategies, group dynamics and heterogeneity. Individual mechanisms include job satisfaction, stress, motivation, fairness, trust and decision-making. The individual characteristics (abilities and personality) in turn have an effect on these aforementioned elements.

Course Outcomes

On successful completion, students will be able to

- establish commitment and performance as the critical dependent variables.
- explain organizational, group-related and individual mechanisms in Organizational Behavior and describe their relation to commitment and performance.
- explain the influence of individual characteristics on individual mechanisms (such as satisfaction, stress, motivation, trust and decision-making).

Contents

1. Introduction to Organizational Behavior
 - 1.1 Attitudes and Behavior as Determinants of Performance and Commitment
 - 1.2 Organizational Mechanisms
 - 1.3 Group-related Mechanisms
 - 1.4 Individual Characteristics
 - 1.5 Individual Mechanisms
2. Target Figures: Performance and Commitment

- 2.1 Performance
- 2.2 Commitment
3. Organizational Mechanisms
 - 3.1 Corporate Structure
 - 3.2 Corporate Culture
4. Group-Related Mechanisms
 - 4.1 Management Styles
 - 4.2 Power Structures
 - 4.3 Negotiation Strategies
 - 4.4 Team Dynamics
 - 4.5 Diversity
5. Individual Characteristics
 - 5.1 Skill and Intellect
 - 5.2 Personality
6. Individual Mechanisms
 - 6.1 Job Satisfaction
 - 6.2 Stress
 - 6.3 Motivation
 - 6.4 Trust
 - 6.5 Integrity
 - 6.6 Learning and Decision-Making

Literature

Compulsory Reading

Further Reading

- Colquitt, J., Lepine, J. A., & Wesson, M. J. (2018). *Organizational behavior: Improving performance and commitment in the workplace* (6th ed.). McGraw-Hill Irwin.
- Cross, C., & Carbery, R. (2016). *Organizational behavior: An introduction*. Macmillan Education.
- Luthans, F., Luthans, B. C., & Luthans, K. W. (2015). *Organizational behavior: An evidence-based approach* (13th ed.). Information Age Publishing.
- Robins, S. P., & Judge, T. A. (2016). *Organizational behavior*. Prentice Hall International.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Management Accounting

Module Code: DLBMAE

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Zeljko Sevic (Management Accounting)

Contributing Courses to Module

- Management Accounting (DLBMAE01)

Module Exam Type

Module Exam

Study Format: myStudies
Exam or Written Assessment: Written
Assignment, 90 Minutes

Study Format: Distance Learning
Exam or Written Assessment: Written
Assignment, 90 Minutes

Split Exam

Weight of Module

see curriculum

<p>Module Contents</p> <ul style="list-style-type: none"> ▪ Management accounting and control function ▪ Differences between management accounting, and financial accounting ▪ Cost terms, cost categories, and cost behavior ▪ Cost allocation ▪ General and specific cost allocation methods ▪ Break-even analysis ▪ Planning and budgeting 	
<p>Learning Outcomes</p> <p>Management Accounting</p> <p>On successful completion, students will be able to</p> <ul style="list-style-type: none"> ▪ differentiate the management accounting and control function from the financial accounting and the financial management function. ▪ understand the cost structure and discuss the cost aspects of business operation. ▪ analyze and apply the tools for viewing and differentiating costs and utilize them to ameliorate business decision-making. ▪ discuss how the budgeting process and variance analysis works to implement the management control function. 	
<p>Links to other Modules within the Study Program</p> <p>This module is similar to other modules in the field of Finance & Tax Accounting</p>	<p>Links to other Study Programs of the University</p> <p>All Bachelor Programs in the Business field</p>

Management Accounting

Course Code: DLBMAE01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Management accounting is an important function to operate an organization. Managers need to understand this function in order to be able to run an organization efficiently. In most organizations, decisions, actions and human behavior are directly linked to the feature, use and focus of management accounting information. This course is about understanding the preparation and use of information provided by management accounting. Cost accounting as a central part of the management accounting informs the management about the profitability of its core business. The cost and performance measurement serves the internal decision, control and budgeting process.

Course Outcomes

On successful completion, students will be able to

- differentiate the management accounting and control function from the financial accounting and the financial management function.
- understand the cost structure and discuss the cost aspects of business operation.
- analyze and apply the tools for viewing and differentiating costs and utilize them to ameliorate business decision-making.
- discuss how the budgeting process and variance analysis works to implement the management control function.

Contents

1. Introduction to Management Accounting
 - 1.1 Financial vs. Management/Cost Accounting
 - 1.2 Definition of Cost
 - 1.3 Considering the Contemporary Business World Context
 - 1.4 Cost Behavior: Fixed and Variable Costs
2. Cost-Volume-Profit Analysis
 - 2.1 Break-Even Analysis
 - 2.2 Cost Structure and Operating Leverage
 - 2.3 Cost Structure and Variabilization
3. Simplistic Methods of Cost Allocation

- 3.1 Cost Behavior: Direct and Indirect Costs
- 3.2 The Need for Cost Allocation
- 3.3 Predetermined Overhead Rate
- 3.4 Departmental Overhead Rate
- 3.5 Over- and Under-Application of Overhead
4. Activity-Based Costing
 - 4.1 The Rationale of Activity-Based Costing
 - 4.2 Implementing Activity-Based Costing
5. Overhead Analysis Sheet
 - 5.1 Departmental Cost Allocation
 - 5.2 Reciprocal Method
 - 5.3 Step Method
6. Relevant Cost Concepts
 - 6.1 Foundational Cost Concepts
 - 6.2 Replacement of Equipment
 - 6.3 Make or Buy
 - 6.4 Special Order
 - 6.5 Drop Product Line
7. Operating Budgets
 - 7.1 The Budgeting Process
 - 7.2 Sales Budget
 - 7.3 Production Budgets
 - 7.4 Administrative Expense Budget
 - 7.5 Budgeted Income Statement
8. Financial Budgets
 - 8.1 Cash Budget
 - 8.2 Conflicts and Pitfalls in Budgeting

Literature**Compulsory Reading****Further Reading**

- Atkinson, A. A., Kaplan, R., Matsumura, E. M., & Young, S. M. (2012). *Management accounting: Information for decision-making and strategy execution* (6th ed.). Pearson.
- Drury, C. (2019). *Management accounting for business* (7th ed.). Cengage.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam or Written Assessment: Written Assignment, 90 Minutes

Student Workload					
Self Study 100 h	Contact Hours 0 h	Tutorial/Tutorial Support 25 h	Self Test 25 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam or Written Assessment: Written Assignment, 90 Minutes

Student Workload					
Self Study 100 h	Contact Hours 0 h	Tutorial/Tutorial Support 25 h	Self Test 25 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Supply Chain Management I

Module Code: DLBDESCM1

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Alex Leberling (Supply Chain Management I)

Contributing Courses to Module

- Supply Chain Management I (DLBDESCM01)

Module Exam Type

Module Exam

Study Format: myStudies

Exam, 90 Minutes

Study Format: Distance Learning

Exam, 90 Minutes

Split Exam

Weight of Module

see curriculum

Module Contents

- Historical and terminological aspects of the SCM concept
- Motives for the creation of cross-company value creation networks
- Design principles and effects of value creation networks
- Logistical core processes and SCM
- Information technology aspects of the SCM concept
- Coordination and collaboration of the network partners
- Industry-specific solutions of the SCM

Learning Outcomes**Supply Chain Management I**

On successful completion, students will be able to

- explain the importance of cross-company value creation processes.
- understand common concepts for modeling cross-company value creation processes.
- understand dynamic effects in supply chains and can systematize their causes and effects.
- explain important theoretical concepts for describing the characteristics and challenges of cross-company value creation processes.
- explain the approaches and problem categories commonly used in the context of supply chain management.
- understand important reference and/or management models for the concretization of supply chain systems.
- name and detail important roles and tasks in the SCM network.
- deal with the coordination problem of SCM and describe the common solution approaches.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Transportation & Logistics

Links to other Study Programs of the University

All Bachelor Programmes in the Transport & Logistics fields

Supply Chain Management I

Course Code: DLBDESCM01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

SCM proves to be an extremely multi-faceted construct from both a theoretical and a practical point of view. An adequate understanding of the problem dimensions and modes of action of (global) cross-company value creation networks requires a multidimensional approach. It starts by considering logistical processes, with modern process, flow, and network standards forming an important basis for SCM. On the basis of such an approach, students should gain a fundamental understanding of SCM. From the point of view of a holistic approach, it also makes sense to also examine a number of other typical problem areas in addition to the logistical challenges of this concept. This includes IT aspects of SCM (e.g., APS systems), and questions to do with the collaboration and coordination of network partners. This course also considers selected industry specific SCM solutions (ECR or VMI).

Course Outcomes

On successful completion, students will be able to

- explain the importance of cross-company value creation processes.
- understand common concepts for modeling cross-company value creation processes.
- understand dynamic effects in supply chains and can systematize their causes and effects.
- explain important theoretical concepts for describing the characteristics and challenges of cross-company value creation processes.
- explain the approaches and problem categories commonly used in the context of supply chain management.
- understand important reference and/or management models for the concretization of supply chain systems.
- name and detail important roles and tasks in the SCM network.
- deal with the coordination problem of SCM and describe the common solution approaches.

Contents

1. Fundamentals of the Supply Chain Concept
 - 1.1 Terminological and Conceptual Fundamentals
 - 1.2 Supply Chain Typology According to Otto
 - 1.3 Supply Chain Typology According to Bechtel/Jayaram
 - 1.4 Dynamic Aspects of Supply Chains

2. Selected Theoretical Concepts for the Supply Chain Concept
 - 2.1 New Institutional Economics
 - 2.2 Game Theory
 - 2.3 Network Approach
 - 2.4 Other Theoretical Additions
3. Supply Chain Management
 - 3.1 Basic Information on the Goals and Scope of SCM
 - 3.2 Popular Problem Areas of the SCM
 - 3.3 Supply Chain Management as an Evolutionary Step in Logistics
 - 3.4 Supply Chain Management as Cooperation Management
4. SCM Model
 - 4.1 Basic Information on the Term SCM Models
 - 4.2 SCOR Model
 - 4.3 SCM Task Model
5. SCM as a Coordination Problem
 - 5.1 Basic Information on the Concept of Coordination
 - 5.2 Coordination Concepts, Context, and Perspectives of SCM
 - 5.3 Coordination Instruments

Literature

Compulsory Reading

Further Reading

- Bowersox, J., Closs, D., & Cooper, M. B. (2020). Supply chain logistics management (5th ed.). McGraw Hill Education.
- Chopra, S., & Meindl, P. (2019). Supply chain management: Strategy, planning, and operation (7th ed., Global ed.). Pearson Education.
- Es-Satty, Asmaa; Lemghari, Radouane; Okar, Chafik. (2020). Supply Chain Digitalization Overview SCOR model implication. In: 2020 IEEE 13th International Colloquium of Logistics and Supply Chain Management (LOGISTIQUA) Logistics and Supply Chain Management (LOGISTIQUA), 2020 IEEE 13th International Colloquium of. :1-7 Dec, 2020; IEEE Language: English, Datenbank: IEEE Xplore Digital Library.
- Tarigan, Z. J. H., Siagian, H., & Jie, F. (2021). Impact of enhanced enterprise resource planning (ERP) on firm performance through green supply chain management. Sustainability, 13(8), article 4358.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

International Marketing

Module Code: DLBDSEIMB1

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Josephine Zhou-Brock (International Marketing)

Contributing Courses to Module

- International Marketing (DLBDSEIMB01)

Module Exam Type

Module Exam

Study Format: myStudies
Exam, 90 Minutes

Study Format: Distance Learning
Exam, 90 Minutes

Split Exam

Weight of Module

see curriculum

Module Contents

- International marketing strategy
- Cultural differences and their significance for marketing
- International marketing mix (product, price, promotion, and distribution decisions in an international environment)
- International market research and consumer behavior
- Ethical aspects in international marketing
- International marketing controlling and six sigma

Learning Outcomes**International Marketing**

On successful completion, students will be able to

- understand basic aspects of international strategic marketing.
- analyze cultural differences and their impact on international marketing.
- apply selected concepts of the international marketing mix.
- describe the possibilities of international market research and its influence on consumer behavior.
- recognize the necessity of international brand controlling and quality management.
- reproduce theoretical knowledge using case studies.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Marketing & Sales

Links to other Study Programs of the University

All Bachelor Programs in the Marketing & Communication field

International Marketing

Course Code: DLBDSEIMB01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Students are taught the necessity for strategic marketing in an international context. They will learn about essential cultural differences and their influences on international marketing management. The basic decisions, standardizations, and adaptations in international marketing are experienced by the students on the basis of different concepts in the international marketing mix. The necessity of international market research, strategic planning, and control are taught to the students, along with the ethical aspects in international marketing. The students analyze current topics in international marketing management and reflect on them in connection with the concepts they have learned in this course.

Course Outcomes

On successful completion, students will be able to

- understand basic aspects of international strategic marketing.
- analyze cultural differences and their impact on international marketing.
- apply selected concepts of the international marketing mix.
- describe the possibilities of international market research and its influence on consumer behavior.
- recognize the necessity of international brand controlling and quality management.
- reproduce theoretical knowledge using case studies.

Contents

1. Strategic International Marketing
 - 1.1 Internationalization
 - 1.2 Theoretical Foundations of International Market Entry Strategies
 - 1.3 Forms of International Market Entry
2. Cultural Differences as an Aspect of International Marketing
 - 2.1 Overview of Culture
 - 2.2 Cultural Model Based on Hofstede
 - 2.3 Cultural Model Based on Trompenaars
3. Case Studies in International Market Entry and Marketing Strategies
 - 3.1 Case Study: Nivea in South Korea

- 3.2 Case Study: Bosch and Siemens Hausgeräte GmbH in China
 - 3.3 Case Study: Siemens Mobile in China
 - 3.4 Case Study: Siemens in China
4. International Product Management and Product Development
 - 4.1 Goals of International Product Management
 - 4.2 Framework Conditions for International Product Management
 - 4.3 International Product Decisions
 - 4.4 International Product Development
5. Exchange Rate Fluctuations and International Price Calculation
 - 5.1 Tasks and Objectives of International Price Management
 - 5.2 Factors Influencing International Price Management
 - 5.3 Instruments of International Price Management
6. International Communication and International Sales Policy
 - 6.1 International Communication Management
 - 6.2 International Sales Management
7. International Marketing and Ethics
 - 7.1 Overview of International Marketing and Ethics
 - 7.2 Business Ethics in International Companies
 - 7.3 Case Study: Nestlé
8. Applied Market Research and Its Influence on Consumer Behavior
 - 8.1 Scope of International Market Research
 - 8.2 Requirements for International Market Research Information
 - 8.3 International Secondary Research
 - 8.4 International Primary Research
9. Monitoring and Control in International Marketing
 - 9.1 Controlling in International Management
10. Six Sigma, Brand Management, and Rebranding
 - 10.1 Six Sigma: Basics, Definitions, and Processes
 - 10.2 Brand Management
 - 10.3 Rebranding

Literature**Compulsory Reading****Further Reading**

- Armstrong, G., Kotler, P., & Opresnik, M. O. (2019). *Marketing: An introduction* (14th ed.). Pearson.
- Hofstede, G., Hofstede, G. J., & Minkov, M. (2010). *Cultures and organizations—Software of the mind: Intercultural cooperation and its importance for survival*. McGraw-Hill.
- Hollensen, S. (2020). *Global marketing* (8th ed.). Pearson.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Statistics

Module Code: BSTA-01_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Heike Bornewasser-Hermes (Statistics)

Contributing Courses to Module

- Statistics (BSTA01-01_E)

Module Exam Type

Module Exam

Study Format: myStudies
Exam, 90 Minutes

Study Format: Distance Learning
Exam, 90 Minutes

Split Exam

Weight of Module

see curriculum

Module Contents

- Evaluation Methods of One-Dimensional Data
- Evaluation Methods of Two-Dimensional Data
- Fundamentals of Probability Theory
- Special Probability Distributions
- Samples
- Statistical Estimation Procedures
- Hypothesis Testing
- Linear Regression

Learning Outcomes**Statistics**

On successful completion, students will be able to

- prepare and present data in tabular and graphical format
- analyze and interpret data and their measures of location and dispersion.
- identify how two variables are related to one another and analyze their relationship.
- describe real conditions in probabilistic terms and evaluate them quantitatively.
- name the most important probability distributions and apply them to real-world problems.
- utilize numerical material from a sample as a basis for drawing conclusions about phenomena in the population.
- perform statistical test procedures and evaluate the results.
- perform regressions and interpret the results.
- critically appraise prepared statistics or statistical analyses

Links to other Modules within the Study Program

This module is similar to other modules in the field of Methods

Links to other Study Programs of the University

All Bachelor Programs in the Business field

Statistics

Course Code: BSTA01-01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The term "statistics" usually describes two phenomena: (i) the tabular and/or graphical processing of data and (ii) statistical methods used to collect, process and draw conclusions from data. From this it immediately follows that confrontation with statistics is ubiquitous - whether in studies, where statistical methods are applied in related courses, in bachelor theses, or in everyday professional life, where managers are confronted daily with statistical analyses that they are required to understand and interpret. The aim of the course is therefore to teach the most essential elements of statistical procedures. Methodologically, the course is comprised of two steps. Firstly, theoretical basics of individual statistical methods are presented and these are deepened by means of smaller examples and (interactive) illustrations. Secondly, the methods learned are studied on the basis of application cases. In terms of content, the course is divided into three parts. Descriptive statistics deals with different forms of data representation. Probability calculation serves above all as the basis for inferential statistics, in which the attempt is made to draw conclusions about the population from a sample.

Course Outcomes

On successful completion, students will be able to

- prepare and present data in tabular and graphical format
- analyze and interpret data and their measures of location and dispersion.
- identify how two variables are related to one another and analyze their relationship.
- describe real conditions in probabilistic terms and evaluate them quantitatively.
- name the most important probability distributions and apply them to real-world problems.
- utilize numerical material from a sample as a basis for drawing conclusions about phenomena in the population.
- perform statistical test procedures and evaluate the results.
- perform regressions and interpret the results.
- critically appraise prepared statistics or statistical analyses

Contents

1. Introduction
 - 1.1 Subject of Statistics
 - 1.2 Basic Concepts of statistics
 - 1.3 Procedure of Statistical Investigations

2. Evaluation Methods of One-Dimensional Data
 - 2.1 Frequency Distributions
 - 2.2 Measures of Central Tendency
 - 2.3 Measures of Dispersion
3. Evaluation Methods of Two-Dimensional Data
 - 3.1 Scatter Diagram and Contingency Table
 - 3.2 Correlation Measures
4. Fundamentals of Probability Theory
 - 4.1 Random Experiments and Events
 - 4.2 Probability of Events
 - 4.3 Random Variables and Their Distribution
5. Special Probability Distributions
 - 5.1 Normal Distribution
 - 5.2 T-Distribution
6. Samples
 - 6.1 Sampling
 - 6.2 Sampling Functions
 - 6.3 Sampling Distributions
7. Statistical Estimation Procedures
 - 7.1 Point Estimate
 - 7.2 Interval Estimation
8. Hypothesis Testing
 - 8.1 Methodology
 - 8.2 Expected Value Test with Known Standard Deviation (Z-Test)
 - 8.3 Expected Value Test with Unknown Standard Deviation (T-Test)
9. Linear Regression
 - 9.1 Regression Line
 - 9.2 Quality Assessment
 - 9.3 Applications

Literature**Compulsory Reading****Further Reading**

- Carlson, Kieth A., Winquist, Jennifer R. (2021): An Introduction to Statistics: An Active Learning Approach, 3rd Edition, SAGE Publications.
- Frost, Jim (2020): Introduction to Statistics: An Intuitive Guide for Analyzing Data and Unlocking Discoveries, 1st Edition, Statistics by Jim Publishing.
- Frost, Jim (2020) Hypothesis Testing: An Intuitive Guide for Making Data Driven Decisions, 1st Edition, Statistics by Jim Publishing.
- Heumann, C.; Schomaker, M. (2018): Introduction to Statistics an Data Analysis: With Exercises, Solutions an Applications in R, 2nd Edition, Springer.
- James, Gareth; Witten, Daniela; Hastie, Trevor; Tibshirani, Robert (2021): An Introduction to Statistical Learning: with Applications in R, 2nd Edition, Spinner.
- Pishro-Nik, Hossein (2014): Introduction to Probability, Statistics and Random Process, 1st Edition Kappa Research.
- Reid, Howard M. (2014): Introduction to Statistics: fundamental concepts and procedures of data analysis, 1st Edition, SAGE Publications.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Review Book <input checked="" type="checkbox"/> Online Tests

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Review Book <input checked="" type="checkbox"/> Online Tests

Change Management

Module Code: DLBDBCM_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. John Stanley (Change Management)

Contributing Courses to Module

- Change Management (DLBDBCM01_E)

Module Exam Type

Module Exam

Study Format: Distance Learning
Exam, 90 Minutes

Study Format: myStudies
Exam, 90 Minutes

Split Exam

Weight of Module

see curriculum

Module Contents

- Introduction to Change Management
- Understanding and shaping change
- Phase models of change management
- Phases of the change process
- Change communication
- Influencing factors and typical errors in change management
- Operational instruments in the context of change management

Learning Outcomes

Change Management

On successful completion, students will be able to

- explain the management of change in its broadest sense.
- identify the characteristics and procedures by which necessary changes in companies can be identified and designed.
- grasp the basics of processes in change management and communicate them to other participants.
- identify and analyze the need for change.
- outline typical tasks of managers in initiating and accompanying change processes.
- explain essential and effective techniques and tools of change processes and apply them.
- evaluate the success of change processes and measures.
- develop meaningful ways of dealing with resistance that arises in the change process.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Business Administration & Management

Links to other Study Programs of the University

All Bachelor Programs in the Business & Management fields

Change Management

Course Code: DLBDBCM01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The pace of change in markets, technologies and customer behavior has increased significantly. These developments offer growth opportunities for companies - new business models, merging markets, changed customer behavior. To utilize future potentials, companies need to implement changes effectively and quickly. To do this, it is essential to know the meaning, structure, roles of the people involved, possible bottle neck situations and communication within the framework of change management. A great number of change programs regularly fail in the operational implementation. Therefore, knowledge of the systematic approach to the change process is necessary to successfully manage change in and of the company. People and processes play a central role in this procedure.

Course Outcomes

On successful completion, students will be able to

- explain the management of change in its broadest sense.
- identify the characteristics and procedures by which necessary changes in companies can be identified and designed.
- grasp the basics of processes in change management and communicate them to other participants.
- identify and analyze the need for change.
- outline typical tasks of managers in initiating and accompanying change processes.
- explain essential and effective techniques and tools of change processes and apply them.
- evaluate the success of change processes and measures.
- develop meaningful ways of dealing with resistance that arises in the change process.

Contents

1. Introduction to Change Management
 - 1.1 Terms and Definitions
 - 1.2 Limitations of Change Management
 - 1.3 Models of Change
2. Causes and Triggers of Change
 - 2.1 Change and Transformation
 - 2.2 External Triggers of Change

- 2.3 Internal Triggers for Change
- 3. The company as an Obstacle to Change
 - 3.1 Obstacles at Organizational Level
 - 3.2 Collective Obstacles
 - 3.3 Economic Obstacles
- 4. Resistance at Individual Level
 - 4.1 Manifestations of Individual Resistance
 - 4.2 Causes and Triggers of Individual Resistance
 - 4.3 Actions towards Resistance
- 5. Change as a Management Task
 - 5.1 Success Factors of Change Management
 - 5.2 Management Tasks in Change
 - 5.3 Change Management Activity Plans
- 6. Leading Change
 - 6.1 Success Factor: Leadership and Manager
 - 6.2 Leadership Roles and Functions
 - 6.3 Change Communication
- 7. Management of Change Projects
 - 7.1 Change Management Models
 - 7.2 Organization of Change Management
 - 7.3 Controlling and Evaluation of Change Projects

Literature

Compulsory Reading

Further Reading

- Lauer, T. (2021). Change management: Fundamentals and success factors. Springer Verlag.
- Hayes, J. (2018). The theory and practice of change management [electronic resource] (Fifth edition). Palgrave Macmillan.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

3. Semester

Principles of Management

Module Code: DLBBAPM_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Andreas Herrmann (Principles of Management)

Contributing Courses to Module

- Principles of Management (DLBBAPM01_E)

Module Exam Type

Module Exam

Study Format: myStudies
Written Assessment: Case Study
Study Format: Distance Learning
Written Assessment: Case Study

Split Exam

Weight of Module

see curriculum

Module Contents

- Management Functions
- Managerial Decision-Making
- Planning and Goal-Setting
- Strategic Planning
- Organizing
- Leading
- Controlling

Learning Outcomes

Principles of Management

On successful completion, students will be able to

- understand the functions, roles and influencing-factors of management.
- explain the decision-making process.
- discuss basic corporate und competitive strategies.
- analyze organizational structures and designs.
- transfer knowledge about basic principles of management to real-world cases.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Business Administration & Management

Links to other Study Programs of the University

All Bachelor Programmes in the Business & Management fields

Principles of Management

Course Code: DLBBAPM01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

In the fast-changing and complex environment of today's business world the economic survival and success of an organization depends highly on its management. For future managers it is indispensable to be familiar with the fundamental principles of management as the basis for the development of further managerial knowledge and skills. This course introduces necessary functions, roles and skills for managers and their decision-making process. Furthermore, it discusses the basic managerial functions of planning, organizing, leading and controlling in detail.

Course Outcomes

On successful completion, students will be able to

- understand the functions, roles and influencing-factors of management.
- explain the decision-making process.
- discuss basic corporate and competitive strategies.
- analyze organizational structures and designs.
- transfer knowledge about basic principles of management to real-world cases.

Contents

1. Introduction to Management
 - 1.1 Functions, Roles and Skills of Managers
 - 1.2 Influencing Factors on Managers' Tasks
 - 1.3 History of Management
2. Managerial Decision-Making
 - 2.1 Decision-Making Process
 - 2.2 Approaches to Decision Making
 - 2.3 Types of Decisions and Decision-Making Conditions
3. Planning and Goal-Setting
 - 3.1 The Role of Planning
 - 3.2 Goals and Plans
 - 3.3 Setting Goals and Developing Plans

4. Strategic Planning
 - 4.1 Strategic Management
 - 4.2 The Strategic Management Process
 - 4.3 Corporate Strategies
 - 4.4 Competitive Strategies
5. Organizing
 - 5.1 Organizational Structures and Design
 - 5.2 Organizational Change
 - 5.3 Managing Change
6. Leading
 - 6.1 Interpersonal and Organizational Communication
 - 6.2 Organizational Behavior
 - 6.3 Leadership
7. Controlling
 - 7.1 The Control Process
 - 7.2 Tools for Measuring Organizational Performance

Literature

Compulsory Reading

Further Reading

- Bright, D. S., Cortes, A. H., Hartmann, E., Parboteeah, K. P., Pierce, J. L., Reece, M., Shah, A., Terjesen, S., Weiss, J., White, M. A., Gardner, D. G., Lambert, J., Leduc, L. M., Leopold, J., Muldoon, J., & O'Rourke, J. S. (2019). Principles of management. OpenStax.
- Robbins, S. P., & Coulter, M. (2018). Management (global ed., 14th ed.). Pearson.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

International Contract Management

Module Code: DLBINTIWR_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Georg Berkel (International Contract Management)

Contributing Courses to Module

- International Contract Management (DLBINTIWR01_E)

Module Exam Type

Module Exam

Study Format: Distance Learning
Exam, 90 Minutes

Study Format: myStudies
Exam, 90 Minutes

Split Exam

Weight of Module

see curriculum

Module Contents

- The Four Phases of Contract Management
- Phase I: Offer Preparation
- Phase II: Negotiation
- Phase III: Implementation
- Phase IV: Analysis

Learning Outcomes

International Contract Management

On successful completion, students will be able to

- identify and explain the four phases of contract management.
- describe essential elements of an international treaty.
- explain which contractual clauses are fundamental to the business model.
- understand which and how contractual risks can be quantified.
- distinguish how to negotiate different contractual clauses.
- show how revenue can be increased in the offer phase and processing phase.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Law

Links to other Study Programs of the University

All Bachelor Programs in the Business & Management fields

International Contract Management

Course Code: DLBINTIWR01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The internationalization of economic life has progressed steadily in recent decades. While business considerations often change little when borders are crossed, legal issues show quite a different pattern. After all, every country has its own legal system. By law, the rights and duties of those involved in economic life in different countries can vary or even contradict each other. However, the laws of the individual legal systems are primarily created for domestic situations. Also, questions arising in international economic transactions are largely answered by the individual states themselves, again quite independently and in their individual way. Often, only specialists in private international law are able to evaluate which rights and obligations apply by law. However, the acquisition of such special knowledge is neither practicable nor necessary for daily business practice. This course focuses on the subject area of contract management. Instead of submitting to an unclear legal situation, companies - even across national borders - can often determine their own binding rights and obligations. The means to achieve this is the contract. A contract is nothing more than the mutual promise of the parties to do something for each other. The questions to be answered follow the business logic of the transaction. If, for example, goods or services are purchased by payment, the parties must agree, for example, on when and where the goods are to be delivered, in which currency payment is to be made, and what is to be done in the event of a defect. Efficient contract management is therefore crucial for the success of the company, especially in an international context. In this course, its objectives, contents and methods will be presented. This course follows the chronological sequence of a project and identifies the four phases of contract management: proposal preparation, negotiation, execution and analysis. In each phase, contract management must face specific challenges. When preparing an offer, it is particularly important to transfer the business model into a contractually meaningful form. During negotiations, the practicability and profitability of the business model must be maintained. In the execution phase, the main focus is on securing and increasing results. Finally, the analysis enables "lessons learned" to be drawn for future business activities.

Course Outcomes

On successful completion, students will be able to

- identify and explain the four phases of contract management.
- describe essential elements of an international treaty.
- explain which contractual clauses are fundamental to the business model.
- understand which and how contractual risks can be quantified.
- distinguish how to negotiate different contractual clauses.
- show how revenue can be increased in the offer phase and processing phase.

Contents

1. The Four Phases of Contract Management
 - 1.1 Definition of the Term “Contract Management”
 - 1.2 Goals of Contract Management
 - 1.3 The Phases of Contract Management
 - 1.4 Contract Management: Why?
2. Phase I: Offer Preparation
 - 2.1 The Bid Decision
 - 2.2 The Structure of the Contract at a Glance
 - 2.3 The Contract Components in Detail: Title, Preamble, Planned and Unplanned, and Final Provisions
 - 2.4 The Offer Preparation Process
3. Phase II: Negotiation
 - 3.1 The Submission of an Offer
 - 3.2 External Negotiation: Planned and "Win-Win", Unplanned and "Win-Lose"
 - 3.3 The Internal Process: Risk Quantification and Approval
4. Phase III: Implementation
 - 4.1 The Coming into Effect of the Contract: Offer Acceptance and Conditions Precedent
 - 4.2 Execution of the Contract and Warranty Period
 - 4.3 Objectives of Claim Management
 - 4.4 Claim Management as Conflict Management
 - 4.5 Conflict Resolution
5. Phase IV: Analysis
 - 5.1 Determining Success
 - 5.2 Deriving of “Lessons Learned”

Literature**Compulsory Reading****Further Reading**

- Berkel, G. (2016). Contractmanagement. In M. Kleinaltenkamp, W. Plinke, & I. Geiger (Eds.), *Business project management and marketing: Mastering business markets* (pp. 159–206). Springer.
- Brett, J. M. (2014). *Negotiating globally: How to negotiate deals, resolve disputes, and make decisions across cultural boundaries* (3rd ed.). Jossey-Bass.
- Brunet, A., & Cesar, F. (2021). *Contract management: Contractual performance, renegotiation, and claims: How to safeguard and increase profit margins*. Springer.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Intercultural and Ethical Decision-Making

Module Code: DLBCSIDM

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Zeljko Sevic (Intercultural and Ethical Decision-Making)

Contributing Courses to Module

- Intercultural and Ethical Decision-Making (DLBCSIDM01)

Module Exam Type

Module Exam

Study Format: myStudies

Written Assessment: Case Study

Study Format: Distance Learning

Written Assessment: Case Study

Study Format: Duales myStudium

Written Assessment: Case Study

Split Exam

Weight of Module

see curriculum

Module Contents

- Basics of Intercultural Competence
- Cultural Concepts
- Culture and Ethics
- Implications of Current Ethical Problems in the Area of Interculturality, Ethics, and Diversity
- Intercultural Learning and Working
- Case Studies for Cultural and Ethical Conflicts

Learning Outcomes**Intercultural and Ethical Decision-Making**

On successful completion, students will be able to

- explain the most important terms in the areas of interculturality, diversity, and ethics.
- distinguish different explanatory patterns of culture.
- understand culture at different levels.
- plan processes of intercultural learning and working.
- understand the interdependencies of culture and ethics.
- independently work on a case study on intercultural competence.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Business Administration & Management

Links to other Study Programs of the University

All Bachelor Programs in the Business field

Intercultural and Ethical Decision-Making

Course Code: DLBCSIDM01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

In this course, students acquire the necessary knowledge to understand intercultural competencies and current developments in the fields of diversity and ethics. Students will understand how to systematically plan and implement learning processes for the development of competences important in these areas. First, important terms are clarified and differentiated from each other, and cultural aspects are explained from different perspectives. In addition, students learn that cultural issues are relevant at different levels, for example, within a state, company, or other group. In this context, students also recognize the connection between ethics and culture with different interdependencies. On the basis of this knowledge, students are then familiarized with the different possibilities and potentials of intercultural and ethical learning and working. Practical cases are used to illustrate the importance of the relationships learned for today's work context in many companies. The students then work on a case study in which the acquired knowledge is systematically applied.

Course Outcomes

On successful completion, students will be able to

- explain the most important terms in the areas of interculturality, diversity, and ethics.
- distinguish different explanatory patterns of culture.
- understand culture at different levels.
- plan processes of intercultural learning and working.
- understand the interdependencies of culture and ethics.
- independently work on a case study on intercultural competence.

Contents

1. Basics of Intercultural and Ethical Competence to Act
 - 1.1 Subject Areas, Terms, and Definitions
 - 1.2 Relevance of Intercultural and Ethical Action
 - 1.3 Intercultural Action - Diversity, Globalization, Ethics
2. Cultural Concepts
 - 2.1 Hofstede's Cultural Dimensions
 - 2.2 Culture Differentiation According to Hall
 - 2.3 Locus of Control Concept to Rotter

3. Culture and Ethics
 - 3.1 Ethics - Basic Terms and Concepts
 - 3.2 Interdependence of Culture and Ethics
 - 3.3 Ethical Concepts in Different Regions of the World
4. Current Topics in the Area of Interculturality, Ethics, and Diversity
 - 4.1 Digital Ethics
 - 4.2 Equality and Equal Opportunities
 - 4.3 Social Diversity
5. Intercultural Learning and Working
 - 5.1 Acculturation
 - 5.2 Learning and Working in Intercultural Groups
 - 5.3 Strategies for Dealing with Cultural Conflicts
6. Case Studies for Cultural and Ethical Conflicts
 - 6.1 Case Study: Interculturality
 - 6.2 Case Study: Diversity
 - 6.3 Case Study: Interculturality and Ethics

Literature

Compulsory Reading

Further Reading

- Al-Ali, E. & Masmoudi, M. (2023). Leadership and Workplace Culture in the Digital Era. Business Science Reference.
- Barmeyer, C., Bausch, M., & Mayrhofer, U. (2021). Constructive Intercultural Management. Edward Elgar Publishing.
- Yeon Rossouw, & Leon van Vuuren. (2017). Business Ethics 6e: Vol. 6th edition. Oxford University Press Southern Africa.
- Nelly Berrones-Flemmig, Françoise Contreras, & Utz Dornberger. (2022). Business in the 21st Century : A Sustainable Approach: Vol. First edition. Emerald Publishing Limited.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format Duales myStudium

Study Format Duales myStudium	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Intercultural Psychology

Module Code: DLBWPIPS-01_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Heike Schiebeck (Intercultural Psychology)

Contributing Courses to Module

- Intercultural Psychology (DLBWPIPS01-01_E)

Module Exam Type

Module Exam

Study Format: myStudies

Advanced Workbook

Study Format: Distance Learning

Advanced Workbook

Split Exam

Weight of Module

see curriculum

Module Contents

- Introduction to Intercultural Psychology and Cultural Psychology
- Intercultural Management
- Diversity Management as a Scope of Application of Intercultural Management
- Values in the Context of Intercultural Management
- Intercultural Communication
- Intercultural Marketing
- Intercultural Trainings

Learning Outcomes**Intercultural Psychology**

On successful completion, students will be able to

- take a differentiated view of the concept of culture.
- explain the methodological approaches to intercultural psychology and cultural psychology.
- deal with culture-specific behavior in a reflective manner and to react to it adequately.
- take into account the increasing importance of considering intercultural differences in a globalized world of work and life in their everyday professional life.
- understand both your own and foreign cultures.
- analyze communication and marketing messages as well as training programs for their intercultural meaning and impact.
- explain and justify the importance of a value-oriented corporate alignment.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Psychology

Links to other Study Programs of the University

All Bachelor Programs in the Social Sciences field

Intercultural Psychology

Course Code: DLBWPIPS01-01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

In a globalized working world, international meetings, cooperation and activities have become a matter of course. In most cases, these encounters between culturally different people are successful and satisfying for both sides. However, it is not uncommon for critical situations to arise in which the behavior of the other person is seen as threatening, inappropriate or useless and does not meet one's own expectations. In this course, students learn to understand and react appropriately to cultural differences and to deal with them in situations relevant to their jobs. The areas of intercultural differences, specifics and cooperation in intercultural teams and organizations are addressed, as well as the orientation of advertising communication in different cultural contexts. After a presentation of the different approaches of psychology as Intercultural Psychology, Cultural Psychology and Cultural Psychology and the culture-specific research, practice-relevant topics such as Intercultural Management, Intercultural Marketing and Intercultural Training will be addressed. Particular attention is paid to the areas of diversity management and value management in the corporate environment.

Course Outcomes

On successful completion, students will be able to

- take a differentiated view of the concept of culture.
- explain the methodological approaches to intercultural psychology and cultural psychology.
- deal with culture-specific behavior in a reflective manner and to react to it adequately.
- take into account the increasing importance of considering intercultural differences in a globalized world of work and life in their everyday professional life.
- understand both your own and foreign cultures.
- analyze communication and marketing messages as well as training programs for their intercultural meaning and impact.
- explain and justify the importance of a value-oriented corporate alignment.

Contents

1. Introduction to Intercultural and Cultural Psychology
 - 1.1 Concepts and Definitions of Culture
 - 1.2 Cultural Dimensions as Comparison Categories
 - 1.3 Distinction between Different Subject Areas in Research and Application
 - 1.4 Research Approaches and Methods

2. Intercultural Management
 - 2.1 Role, Influential Factors, and Requirements of Intercultural Management
 - 2.2 Organizational Culture
3. Diversity Management
 - 3.1 Definitions and Concepts
 - 3.2 Introduction of Diversity Management in Organizations
 - 3.3 Chances and Challenges
4. Values in the Context of Intercultural Management
 - 4.1 Values Relevance in Society
 - 4.2 Values in the Context of Organizations
5. Intercultural Communication
 - 5.1 Challenges and Specifics of Intercultural Communication
 - 5.2 Intercultural Differences in Communication Styles
 - 5.3 Becoming a Culturally Competent Communicator
6. Intercultural Marketing
 - 6.1 Definitions and Assessment Tools
 - 6.2 Intercultural Marketing Strategies and Concepts
7. Intercultural Training
 - 7.1 Concepts of Cultural Competence in Education and Research
 - 7.2 Developing Intercultural Competencies

Literature

Compulsory Reading

Further Reading

- Barmeyer, C., Bausch, M., & Mayrhofer, U. (2021). *Constructive intercultural management: Integrating cultural differences successfully*. Edward Elgar Publishing.
- Deresky, H. (2016). *International management: Managing across borders and cultures* (9th ed.). Pearson.
- Matsumoto, D. R., & Juang, L. (2017). *Culture and psychology* (6th ed.). Cengage Learning.
- Schneider, S. C., Barsoux, J.-L., & Stahl, G. K. (2014). *Managing across cultures* (3rd ed.). Pearson.
- Usunier, J.-C., & Lee, J. A. (2013). *Marketing across cultures* (6th ed.). Pearson.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Advanced Workbook

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Advanced Workbook

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

International Brand Management

Module Code: DLBDSEIMB2

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Josephine Zhou-Brock (International Brand Management)

Contributing Courses to Module

- International Brand Management (DLBDSEIMB02)

Module Exam Type

Module Exam

Study Format: myStudies

Exam, 90 Minutes

Study Format: Distance Learning

Exam, 90 Minutes

Split Exam

Weight of Module

see curriculum

Module Contents

- Basics of brand management
- Framework conditions for brands in international markets
- Strategies and concepts of international brands
- Brand architectures and brand extension options
- Brand management and communication
- Brand management according to the stakeholder concept
- Brand control and protection

Learning Outcomes**International Brand Management**

On successful completion, students will be able to

- recognize the significance of a brand and the general conditions under which brands operate, as well as the associated tasks of brand management.
- describe the components of a brand and its management.
- explain the positioning of brands on regional, national and international markets.
- understand the role of brand evaluation and compare the most common measurement techniques.
- give an overview of the importance of trademark protection and suggest strategies for preventing counterfeiting.
- conceive of brand strategies and measures for the avoidance or occurrence of brand crises.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Marketing & Sales

Links to other Study Programs of the University

All Bachelor Programmes in the Marketing & Communication fields

International Brand Management

Course Code: DLBDSEIMB02

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The aim of this course is to deepen and expand the knowledge acquired in the introductory elective course International Marketing. The value of a brand is a decisive competitive advantage for companies in international business. Brands create long-term and profitable customer relationships. Brands are therefore valuable assets for companies and organizations. Students learn the basics of brand management before moving on to the concepts and success factors of international brand management. Students also become familiar with the structure of brand architectures and the possibilities of brand extensions. The fact that different stakeholder groups must be taken into account in brand management is communicated to the students on the basis of the stakeholder concept. In addition, the students get to know the various methods for measuring brand value and brand controlling. The aspects of trademark protection that are particularly important in an international environment will be dealt with conclusively.

Course Outcomes

On successful completion, students will be able to

- recognize the significance of a brand and the general conditions under which brands operate, as well as the associated tasks of brand management.
- describe the components of a brand and its management.
- explain the positioning of brands on regional, national and international markets.
- understand the role of brand evaluation and compare the most common measurement techniques.
- give an overview of the importance of trademark protection and suggest strategies for preventing counterfeiting.
- conceive of brand strategies and measures for the avoidance or occurrence of brand crises.

Contents

1. Basics of Brand Management
 - 1.1 Brand Significance and Brand Understanding
 - 1.2 Market Conditions
 - 1.3 Tasks and Goals of Brand Management
2. Brand Identity, Brand Positioning, and Brand Personality
 - 2.1 Brand Identity as the Basis of Brand Management

- 2.2 Brand Positioning
 - 2.3 Brand Image
 - 2.4 Brand Personality
3. Brand Strategies
 - 3.1 The Challenges for Brand Strategies
 - 3.2 Brand Strategies for New Products
 - 3.3 Trademark Licensing
4. International Branding
 - 4.1 Importance of Branding for International Companies
 - 4.2 Brand Concepts for International Brands
 - 4.3 Factors for Successful International Brands
5. Brand Architectures and Types of Branding
 - 5.1 Brand Hierarchies
 - 5.2 Co-branding and Ingredient Branding
6. Brand Management and Communication
 - 6.1 Classic Brand Communication
 - 6.2 Brand Communication on the Internet
7. Brand Expansion
 - 7.1 Basics of Brand Extension
 - 7.2 Opportunities and Risks of Brand Extension
 - 7.3 Ideal Typical Sequence of the Brand Extension Process
8. Brand Management According to the Stakeholder Concept
 - 8.1 Basics of Brand Management According to the Stakeholder Principle
 - 8.2 Stakeholder Groups: Consumer Stakeholder Groups
 - 8.3 Stakeholder Groups: Shareholders and Financial Investors
 - 8.4 Stakeholder Groups: Employees
 - 8.5 Stakeholder Groups: Suppliers and the Public
9. Brand Control
 - 9.1 Basics of Brand Controlling
 - 9.2 Importance and Measurement of Brand Value
 - 9.3 Practical Methods for Measuring Brand Value

10. Trademark Protection

10.1 Object of Trademark Protection

10.2 Origin of Trademark Protection

10.3 Trademark Infringements

Literature

Compulsory Reading

Further Reading

- Beverland, M. (2021). Brand management: Co-creating meaningful brands (2nd ed.). Sage Publications Ltd.
- Burmann, C., Riley, N. M., Halaszovich, T., & Schade, M. (2017). Identity-based brand management: Fundamentals—strategy—implementation—controlling. Springer Gabler.
- Kapferer, J. N. (2012). The new strategic brand management: Advanced insights and strategic thinking (5th ed.). Kogan Page.
- Keller, K. L., & Swaminathan, V. (2019). Strategic brand management: Building, measuring, and managing brand equity (5th ed., Global ed.). Pearson.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Leadership 4.0

Module Code: DLBWPLS_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Tanja Moehler (Leadership 4.0)

Contributing Courses to Module

- Leadership 4.0 (DLBWPLS01_E)

Module Exam Type

Module Exam

Study Format: Duales myStudium
Exam, 90 Minutes

Study Format: myStudies
Exam, 90 Minutes

Study Format: Distance Learning
Exam, 90 Minutes

Split Exam

Weight of Module

see curriculum

<p>Module Contents</p> <ul style="list-style-type: none"> ▪ Conventional understanding of leadership ▪ Management tools ▪ Leadership versus management ▪ Integral concept of humankind as future-oriented model ▪ Characteristics and competencies of leaders ▪ Leadership models ▪ Agile Leadership instruments 	
<p>Learning Outcomes</p> <p>Leadership 4.0</p> <p>On successful completion, students will be able to</p> <ul style="list-style-type: none"> ▪ understand the classical theories of leadership and new leadership models. ▪ distinguish between the terms leadership and management. ▪ reflect on the understanding of successful leadership models against the background of economic changes. ▪ develop an understanding of the need for alternative forms of organizational directing. ▪ implement appropriate leadership methods according to a company's level of complexity. ▪ draw upon a sound theoretical understanding that they can practice in applied research. 	
<p>Links to other Modules within the Study Program</p> <p>This module is similar to other modules in the fields of Business Administration & Management</p>	<p>Links to other Study Programs of the University</p> <p>All Bachelor Programmes in the Business & Management fields</p>

Leadership 4.0

Course Code: DLBWPLS01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Today, competitiveness depends more than ever on continuous innovation. This puts new demands on the management of companies. The task of successful leaders in innovation and business is no longer to offer direction and solutions, but to create a framework in which others develop innovations. This change, which is currently taking place with full force in companies, requires further developments on classic leadership concepts and its principles. Against the background of digital change and the advance of artificial intelligence, established business models are constantly being put to the test. On the one hand, it is important to work on several projects simultaneously and to adapt flexibly to changing conditions at any time; on the other hand, employees want to be integrated into the work process in a different way. Consideration and flexibility for their personal and family situation play an increasing role. Innovation and business leaders can only meet all these diverse challenges with Leadership by inspiring others to think ahead and act inter-divisionally, in other words, to be visionary. This course tries to convey knowledge, understanding and tools for this challenging field of work.

Course Outcomes

On successful completion, students will be able to

- understand the classical theories of leadership and new leadership models.
- distinguish between the terms leadership and management.
- reflect on the understanding of successful leadership models against the background of economic changes.
- develop an understanding of the need for alternative forms of organizational directing.
- implement appropriate leadership methods according to a company's level of complexity.
- draw upon a sound theoretical understanding that they can practice in applied research.

Contents

1. Basics of the Leadership Concept
 - 1.1 Definition of the Leadership Concept and Leadership Actions
 - 1.2 Development of the Understanding of Leadership
 - 1.3 The Role of Communication in Leadership
 - 1.4 New Challenges for Leadership
2. Leadership Versus Management

- 2.1 Distinctions between these Concepts
- 2.2 Relevance of Leadership in the Context of Technological Change
- 2.3 New Forms of Work as a Challenge for Leadership 4.0
3. Organizational Prerequisites for Successful Leadership
 - 3.1 Launching Corporate Governance Initiatives
 - 3.2 From Process to Project Management
 - 3.3 Managing Limited Resources
4. Personal Factors for Successful Leadership
 - 4.1 Personal Characteristics
 - 4.2 Technological Know-how
 - 4.3 Policy and Compliance
5. Management Tools
 - 5.1 Definition, Differentiation and Challenges
 - 5.2 Use of Direct Management Tools
 - 5.3 Use of Indirect Management Tools
6. Leadership 4.0 Models
 - 6.1 Transformational Leadership
 - 6.2 Leadership as an Agile Role
 - 6.3 Authentic Leadership
7. Leadership 4.0 Case Studies
 - 7.1 Allsafe Jungfalk
 - 7.2 Automattic

Literature

Compulsory Reading

Further Reading

- Seliger, R (2022): Positive Leadership. The Management revolution, Schäffer-Poeschel, Freiburg
- Luthans, F. (2021): Organizational Behavior: An Evidence-Based Approach, 14th Edition. Charlotte, NC : Information Age Publishing.
- Helmod, M. (2021): New Work, Transformational and Virtual Leadership: Lessons from Covid-19 and other crisis, Springer, Wiesbaden.

Study Format Duales myStudium

Study Format Duales myStudium	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

4. Semester

Global Sourcing

Module Code: DLBINTGS_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Jonathan Black-Branch (Global Sourcing)

Contributing Courses to Module

- Global Sourcing (DLBLOGC102_E)

Module Exam Type

Module Exam

Study Format: Distance Learning
Exam, 90 Minutes

Study Format: myStudies
Exam, 90 Minutes

Split Exam

Weight of Module

see curriculum

Module Contents

- Make-or-buy decisions, in- & outsourcing strategies
- Procurement concepts, strategies and processes
- Conducting negotiations in purchasing:
- Procurement market research & analysis
- Information and communication technology in purchasing and procurement
- optimization of interfaces between purchasing and other corporate functions
- Organizational aspects of procurement

Learning Outcomes**Global Sourcing**

On successful completion, students will be able to

- describe basic strategies, concepts and processes of global procurement and analyze, evaluate and apply them with a regard to potential fields of application.
- identify central planning principles and methods of purchasing and evaluate them with regard to their fields of application in practice and their scientific and methodological foundation.
- explain the operational and strategic importance of purchasing and procurement for the entire supply chain.
- name and apply methods and applications that are necessary for the planning and execution of purchasing and procurement processes or that can be used as control levers.
- independently identify, collect, analyze and evaluate data and information for specific procurement tasks
- work on practical tasks in a goal-oriented and efficient manner.
- design and carry out further studies with a scientific orientation in the field of purchasing and procurement under guidance.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Business Administration & Management

Links to other Study Programs of the University

All Bachelor Programs in the Business & Management fields

Global Sourcing

Course Code: DLBLOGC102_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Students learn the basic concepts and methods of global procurement and global purchasing. They will study the operation of globally connected supply and logistics networks. Another aspect is the discussion of cultural peculiarities and specificities focusing on negotiations in an international context. The topics considered in the course are dealt with at both the strategic and the operational level with a view to the specific handling processes, necessary information flows, as well as legal and formal frameworks.

Course Outcomes

On successful completion, students will be able to

- describe basic strategies, concepts and processes of global procurement and analyze, evaluate and apply them with a regard to potential fields of application.
- identify central planning principles and methods of purchasing and evaluate them with regard to their fields of application in practice and their scientific and methodological foundation.
- explain the operational and strategic importance of purchasing and procurement for the entire supply chain.
- name and apply methods and applications that are necessary for the planning and execution of purchasing and procurement processes or that can be used as control levers.
- independently identify, collect, analyze and evaluate data and information for specific procurement tasks
- work on practical tasks in a goal-oriented and efficient manner.
- design and carry out further studies with a scientific orientation in the field of purchasing and procurement under guidance.

Contents

1. Basics
 - 1.1 Procurement in the Context of Internationalization
 - 1.2 Importance of Purchasing and Procurement in the Company
 - 1.3 Trends and Goals of Purchasing and Procurement
 - 1.4 National, Regional and Global Supply Networks
 - 1.5 Legal Framework Conditions on a National and International Level

2. Make-Or-Buy Decisions, In- And Outsourcing Strategies
 - 2.1 Make-Or-Buy Decisions
 - 2.2 Decision-Making Aids for In- And Outsourcing
3. Procurement Concepts
 - 3.1 Foundations and Design of Procurement Concepts
 - 3.2 Global Sourcing
 - 3.3 Modular vs. Single Sourcing
 - 3.4 Just-In-Time Concept
4. Procurement Strategies
 - 4.1 Factors Influencing the Procurement Strategy
 - 4.2 Supplier Selection and Management
 - 4.3 Performance Measurement and Quality Assurance
 - 4.4 Risk Management in Global Supply Networks
 - 4.5 Cooperation Models and Partners
5. Procurement Processes
 - 5.1 Phase Models of Procurement
 - 5.2 Classic Purchasing, Shared Service Center
 - 5.3 Electronic Marketplaces
 - 5.4 Transportation in Foreign Trade
 - 5.5 Documents in Foreign Trade
 - 5.6 Financial Transactions
6. Conducting Negotiations in Purchasing
 - 6.1 Challenges of International Negotiations
 - 6.2 Strategies
 - 6.3 Operational Implementation
 - 6.4 Intercultural Aspects
7. Procurement Market Research and Analysis
 - 7.1 Objects of Procurement Market Research
 - 7.2 Procurement Market Research Methods
8. Information and Communication Technology in Purchasing and Procurement
 - 8.1 Requirements for IT Systems in Procurement
 - 8.2 Selected IT Systems at a Glance

9. Optimization Interfaces Between Purchasing and Other Corporate Functions
 - 9.1 Overview of Organizational Models
 - 9.2 Organizational Forms of Purchasing
10. Organizational Aspects of Procurement
 - 10.1 Variants of the Organizational Structure
 - 10.2 Decision-Making Aids

Literature

Compulsory Reading

Further Reading

- Helmold, M. (2020). Lean management and kaizen: Fundamentals from cases and examples in operations and supply chain management. Springer.
- Helmold, M., & Terry, B. (2016). Global sourcing and supply management excellence in China: Procurement guide for supply experts. Singapore Springer.
- Lane, H. W., & Maznevski, M. L. (2014). International management behavior: Global and sustainable leadership (7th ed.). Wiley.
- Lewin, A. Y. (2011). Trade in services: The global sourcing of business services. Emerald Group Publishing Limited.
- Tolbert, P. S., & Hall, R. H. (2016). Organizations structures, processes, and outcomes (10th ed.). Routledge Taylor & Francis Group.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

International HR Management

Module Code: DLBINTIHR_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Katharina Rehfeld (International HR Management)

Contributing Courses to Module

- International HR Management (DLBINTIHR01_E)

Module Exam Type

Module Exam

Study Format: myStudies
Written Assessment: Case Study
Study Format: Distance Learning
Written Assessment: Case Study

Split Exam

Weight of Module

see curriculum

Module Contents

- Cultural Concept and Approaches Towards Cultural Understanding
- Comparative Human Resources
- International Personnel Deployment
- International Assignments and Host Country Essentials
- Development of International Managers
- Application of International HRM Models to Selected Regions of the World

Learning Outcomes**International HR Management**

On successful completion, students will be able to

- understand and identify the challenges of human resource management in multinational companies.
- take into account cultural particularities in personnel management in different countries and to apply these to transnational mergers and acquisitions.
- name opportunities and risks as well as factors for success in the assignment of expatriates and to identify optimization factors.
- identify elements for developing transnationally qualified managers.
- identify specific risks and opportunities in international personnel deployment with regard to selected regions.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Human Resources

Links to other Study Programs of the University

All Bachelor Programmes in the Human Resources field

International HR Management

Course Code: DLBINTIHR01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The aim is to provide a bird's eye view of special features, opportunities, risks and challenges in both country-specific and cross-national human resources management. To this end, the concept of culture will be discussed and different ways of looking at culture will be debated. On this basis, the course tackles country-specific personnel management with its respective peculiarities. This is followed by a discussion on the transnational personnel management of Multinational Corporations (MNCs). Building on this, the topics of international staff deployment, secondments and the influence of host countries on the management process of MNCs and their foreign subsidiaries will be addressed. A discussion on special features of human resources management in cross-border mergers and acquisitions rounds up this part of the course. In a second thematic approach, the course looks at the requirements for the development of transnational managers in MNCs and discusses measures such as secondment and ongoing training. Finally, the introduced models and concepts will be applied to two example regions in Asia (Japan/Taiwan and China/Vietnam) and the USA.

Course Outcomes

On successful completion, students will be able to

- understand and identify the challenges of human resource management in multinational companies.
- take into account cultural particularities in personnel management in different countries and to apply these to transnational mergers and acquisitions.
- name opportunities and risks as well as factors for success in the assignment of expatriates and to identify optimization factors.
- identify elements for developing transnationally qualified managers.
- identify specific risks and opportunities in international personnel deployment with regard to selected regions.

Contents

1. Culture and Intercultural Perspectives
 - 1.1 Positivist View
 - 1.2 Interpretative View
 - 1.3 Critical View
2. Comparative Human Resources

- 2.1 Globalisation and its Effects on Human Resources Management
- 2.2 Contextual Effects
- 2.3 Requirements
3. Multinational Companies and International HR Models
 - 3.1 Challenges in Multinational Corporations
 - 3.2 Resolution Methods
 - 3.3 International HR Models
4. International Personnel Deployment
 - 4.1 International Personnel Planning
 - 4.2 Reasons for Deployments and Job Rotation
 - 4.3 Selection of Expatriates
 - 4.4 Success Determinants
5. International Missions and Host Countries
 - 5.1 Variance in Environmental Variables
 - 5.2 Host Country Effects for Multinational Corporations
 - 5.3 HRM in Cross-Border Mergers and Acquisitions
 - 5.4 Integration
6. Development of International Managers
 - 6.1 Personnel Development in an International Context
 - 6.2 Preparation, Support and Reintegration of Expatriates
7. Application in Sample Markets
 - 7.1 Asia: Japan and Taiwan
 - 7.2 Asia: China and Vietnam
 - 7.3 USA
 - 7.4 European Countries

Literature

Compulsory Reading

Further Reading

- Brewster, C., Mayrhofer, W., & Farndale, E. (2017). Handbook of research on comparative human resource management (2nd ed.). Edward Elgar Publishing.
- Dowling, P. J., Festing, M., & Engle, A. D. (2017). International human resource management (7th ed.). Cengage Learning.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support	Learning Material	Exam Preparation
<input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	<input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	<input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support	Learning Material	Exam Preparation
<input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	<input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	<input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Intercultural Management

Module Code: DLBLOIM_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Magda Sylwestrowicz (Intercultural Management)

Contributing Courses to Module

- Intercultural Management (DLBLOIM01_E)

Module Exam Type

Module Exam

Study Format: [Distance Learning](#)

Written Assessment: Case Study

Study Format: [myStudies](#)

Exam or Written Assessment: Case Study, 90
Minutes

Split Exam

Weight of Module

see curriculum

Module Contents

- Introduction to the theories of intercultural management
- Intercultural management in the economy
- Personnel management in international companies
- Innovation management in international companies

Learning Outcomes**Intercultural Management**

On successful completion, students will be able to

- recall theories of intercultural management.
- understand complex issues and discussions of intercultural management.
- apply acquired knowledge in intercultural management.
- systematically analyze facts, data and information from scientific sources.
- evaluate arguments, ideas, information, problems and possible solutions from the field of intercultural management.
- develop critical arguments in relation to issues of intercultural management.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Business Administration & Management

Links to other Study Programs of the University

All Bachelor Programs in the Business & Management fields

Intercultural Management

Course Code: DLBLOIM01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Students learn about the most important intercultural disciplines and areas of work and acquire knowledge of relevant social science, business and natural science frameworks and principles. Reference is also made to the different professional roles, duties and scope of action in internationally operating companies.

Course Outcomes

On successful completion, students will be able to

- recall theories of intercultural management.
- understand complex issues and discussions of intercultural management.
- apply acquired knowledge in intercultural management.
- systematically analyze facts, data and information from scientific sources.
- evaluate arguments, ideas, information, problems and possible solutions from the field of intercultural management.
- develop critical arguments in relation to issues of intercultural management.

Contents

1. Introduction and Overview
 - 1.1 Classification and Delimitation of Intercultural Management
 - 1.2 Intercultural Management as a Science
2. Introduction to the Theories of Intercultural Management
 - 2.1 Intercultural Core Theory
 - 2.2 Culture and Psychology
 - 2.3 The Importance of Context, Culture, Religion and Language
 - 2.4 Cultural Concepts from Hofstede, Trompenaars and GLOBE
3. Intercultural Management in the Economy
 - 3.1 Culture and Globalization
 - 3.2 International Cultures and Global Trends
 - 3.3 Organizational Cultures of SMES and MNCS
 - 3.4 Case Studies of International Negotiations

4. Personnel Management in International Companies
 - 4.1 Basics of Personnel Management
 - 4.2 Functions of Personnel Management

5. Innovation Management in International Companies
 - 5.1 Basics of Innovation Management
 - 5.2 Structures and Processes of Innovation Management
 - 5.3 Impact of National Culture on Innovation
 - 5.4 Impact of Corporate Culture on Innovation

Literature**Compulsory Reading****Further Reading**

- Barmeyer, C., & Franklin, P. (2017). *Intercultural management: A case-based approach to achieving complementarity and synergy*. Bloomsbury Publishing.
- Lazarova, M., Thomas, D. C., & Farndale, E. (2021). *Essentials of international human resource management: Managing people globally*. Edward Elgar Publishing.
- Livermore, D. (2015). *Leading with cultural intelligence: The real secret to success* (2nd ed.). American Management Association.
- Trompenaars, F., & Hampden-Turner, C. (2020). *Riding the waves of culture: Understanding diversity in global business* (4th ed.). Nicholas Brealey Publishing.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam or Written Assessment: Case Study, 90 Minutes

Student Workload					
Self Study 100 h	Contact Hours 0 h	Tutorial/Tutorial Support 25 h	Self Test 25 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Corporate Finance and Investment

Module Code: DLBCFIE

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Muhammad Ashfaq (Corporate Finance and Investment)

Contributing Courses to Module

- Corporate Finance and Investment (DLBCFIE01)

Module Exam Type

Module Exam

Study Format: Distance Learning
Written Assessment: Written Assignment
Study Format: myStudies
Written Assessment: Written Assignment

Split Exam

Weight of Module

see curriculum

Module Contents

- Introduction to Corporate Finance
- Ownership and Corporate Governance
- Understanding Financial Statements and Key Performance Indicators
- Basic Concepts of Financial Theory
- Types of Capital and Financing
- Short-term Financing Decisions
- Capital Budgeting and Decision-Making Methods in Investment

Learning Outcomes**Corporate Finance and Investment**

On successful completion, students will be able to

- recognize the targets and scope of corporate finance and the role of financial markets .
- understand agency-problems in corporations and how incentives and institutional and market mechanisms are used to mitigate agency costs .
- interpret financial statements and key performance indicators and draw conclusions about financing alternatives and potentials of a corporation.
- consider the time value of money and calculate the cost of capital used to optimize future project cash flow streams.
- implement a long-term financing strategy and structure for corporations based on an appropriate mix of equity, debt, leasing, and hybrid financial instruments.
- effectively utilize cash management and working capital management to reduce short-term financing needs and costs.
- prepare investment decisions, estimate expected project cash flows and incorporate cash flow related risks into the decision process.
- apply investment decision methodologies to evaluate and select favorable corporate investment projects.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Finance & Tax Accounting

Links to other Study Programs of the University

All Bachelor Programmes in the Business & Management fields

Corporate Finance and Investment

Course Code: DLBCFIE01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

This course introduces students to the targets and scope of corporate finance and the role of financial markets. The separation of ownership and control is a constituent feature of corporations; students explore the resulting agency problems and the mechanisms available to mitigate the costs of agency relationships. Students will be introduced to fundamentals of theory and practice regarding principles of modern corporate finance. They will learn to read and analyze financial statements from a financing point of view and develop a detailed understanding of concepts such as the time value of money, interest rates, and cost of capital. After introducing basic concepts, equity and debt financing will be discussed at length. The financial leverage effect on rates of return will be explored and leasing and hybrid financial instruments as an alternative to pure equity and debt financing are presented. Students will study how corporations apply short-term measures of financing and how effective cash and working capital management is used to reduce short-term financing needs and costs. This course will conclude with a discussion on the investment processes of corporations with a particular focus on the challenge of estimating expected cash flows. Students will learn how to include risk as a factor in the decision process and be able to analyse applied investment rules and methodologies.

Course Outcomes

On successful completion, students will be able to

- recognize the targets and scope of corporate finance and the role of financial markets .
- understand agency-problems in corporations and how incentives and institutional and market mechanisms are used to mitigate agency costs .
- interpret financial statements and key performance indicators and draw conclusions about financing alternatives and potentials of a corporation.
- consider the time value of money and calculate the cost of capital used to optimize future project cash flow streams.
- implement a long-term financing strategy and structure for corporations based on an appropriate mix of equity, debt, leasing, and hybrid financial instruments.
- effectively utilize cash management and working capital management to reduce short-term financing needs and costs.
- prepare investment decisions, estimate expected project cash flows and incorporate cash flow related risks into the decision process.
- apply investment decision methodologies to evaluate and select favorable corporate investment projects.

Contents

1. Introduction to Corporate Finance
 - 1.1 The Targets and Scope of Corporate Finance
 - 1.2 The Role of a Financial Manager
 - 1.3 The Financial Market Environment
2. Ownership and Corporate Governance
 - 2.1 Legal Types of Firms
 - 2.2 Agency Relations and Agency Problems in Corporations
 - 2.3 Institutional Investors, Incentives, and Market Control Mechanisms
3. Understanding Financial Statements and Key Performance Indicators
 - 3.1 Balance Sheets
 - 3.2 Income Statements
 - 3.3 Cash Flow Statements
 - 3.4 Measuring Performance: Key Performance Indicators
4. Basic Concepts of Financial Theory
 - 4.1 Time Value of Money and Cash Flow Streams
 - 4.2 Interest Rates: Determinants and Quotes
 - 4.3 Estimating the Cost of Capital
5. Types of Capital and Financing
 - 5.1 Equity Capital
 - 5.2 Debt Financing
 - 5.3 Leasing
 - 5.4 Financial Leverage and Capital Structure
6. Short-Term Financing Decisions
 - 6.1 Cash Budgets and Short-Term Financial Plans
 - 6.2 Treasury and Cash Management
 - 6.3 Working Capital Management
7. Capital Budgeting and Decision-Making Methods in Investment
 - 7.1 Capital Budgeting and Investments
 - 7.2 Incorporating Risk in Capital Budgeting Decisions
 - 7.3 Investment Rules and Decision-Making Methods

Literature**Compulsory Reading****Further Reading**

- Brigham, E. F., & Houston, J. F. (2019). Fundamentals of financial management (15th ed.). Southwestern-Cengage.
- Zutter, C. J., & Smart, S. B. (2019). Principles of managerial finance (15th ed.). Pearson .

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Written Assignment

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Written Assignment

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Corporate Communication

Module Code: DLBINTCC_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Jonathan Black-Branch (Corporate Communication)

Contributing Courses to Module

- Corporate Communication (DLBPRWCCPR01_E)

Module Exam Type

Module Exam

Study Format: Distance Learning
Exam, 90 Minutes

Study Format: myStudies
Exam, 90 Minutes

Split Exam

Weight of Module

see curriculum

Module Contents

- corporate identity
- corporate design
- corporate image
- corporate communication as a sub-discipline of corporate communications
- differentiation from public relations

Learning Outcomes**Corporate Communication**

On successful completion, students will be able to

- comprehend the essence of corporate identity, corporate design and corporate image, differentiate them from and relate them to one another.
- understand and explain corporate communication as a sub-discipline of corporate communications.
- distinguish corporate communication from public relations.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Public Relations Management

Links to other Study Programs of the University

All Bachelor Programs in the Marketing & Communication fields

Corporate Communication

Course Code: DLBPRWCCPR01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

In this course students are encouraged to fully grasp all internal and external communication activities of a company. Corporate communication is part of corporate identity and serves to communicate the corporate image. Here, for example, the focus can be on "sustainability" or "being hip". With the rise of saturated markets and global competition, the corporate image is becoming increasingly important. Corporate image and communication are increasingly becoming competitive advantages because it is becoming more and more difficult for companies to achieve and maintain product-related competitive advantages. This course combines targeted theoretical and strategic principles with practical knowledge of the content, methods, instruments and structures of corporate communication.

Course Outcomes

On successful completion, students will be able to

- comprehend the essence of corporate identity, corporate design and corporate image, differentiate them from and relate them to one another.
- understand and explain corporate communication as a sub-discipline of corporate communications.
- distinguish corporate communication from public relations.

Contents

1. Introduction to Corporate Communication
 - 1.1 Principles and Definitions
 - 1.2 Internal vs. External Corporate Communications
 - 1.3 Image Building and Brand Development
 - 1.4 Best Practice Examples in an International Context
2. Corporate Communication and PR
 - 2.1 Sub-Disciplines of Corporate Communications
 - 2.2 Differentiation from Public Relations
 - 2.3 Historical Development and Milestones
3. Corporate Philosophy as a Means of Corporate Management
 - 3.1 Corporate Soul

- 3.2 Corporate Language
- 3.3 Corporate Culture
- 4. Corporate Identity in Focus
 - 4.1 Visual Branding: Corporate Design
 - 4.2 Non-Visual Branding: Corporate Identity
- 5. Corporate Communication and Digitalization
 - 5.1 Challenges of Multi-Channel Communication
 - 5.2 Outlook: Trends and Developments in the Age of Digitalization

Literature

Compulsory Reading

Further Reading

- Argenti, P. A. (2022). Corporate communication (8th ed.). McGraw Hill.
- Brinkert, R., & Chewning, L. V. (2020). Strategic corporate communication: Core concepts for managing your career and your clients' brands. Cognella Academic Publishing.
- Cornelissen, J. P. (2017). Corporate communication: A guide to theory and practice (5th ed.). Sage Publications.
- Field, J. (2021). Influential internal communication: Streamline your corporate communication to drive efficiency and engagement. Kogan Page.
- Schneider, B., & Barbera, K. M. (2014). The Oxford handbook of organizational climate and culture. Oxford University Press.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Customer Relationship Management

Module Code: DLBCRM_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Tanja Moehler (Customer Relationship Management)

Contributing Courses to Module

- Customer Relationship Management (DLBCRM01_E)

Module Exam Type

Module Exam

Study Format: myStudies
Exam, 90 Minutes

Study Format: Distance Learning
Exam, 90 Minutes

Split Exam

Weight of Module

see curriculum

Module Contents

- Theoretical Basis for CRM
- The Customer Lifecycle and Customer Relationship Cycle
- Customer Satisfaction and Loyalty
- Customer Loyalty Management
- Customer Value and Customer Portfolio Management
- Strategies and Tools of CRM
- CRM Implementation and Monitoring

Learning Outcomes**Customer Relationship Management**

On successful completion, students will be able to

- recall the basics and theoretical explanations of customer relationship management.
- analyze economic management of customer relationships.
- understand the construct of the customer life or customer relationship cycle and its implications for the application of CRM tools.
- classify and measure customer satisfaction and loyalty and present the impact chain of customer loyalty and its contribution to the economic success of a company.
- master the development, planning and implementation of customer loyalty measures.
- classify customers according to their customer value and manage an efficient allocation of resources to create profitable customer relationships.
- use alternative strategies and instruments of CRM, implement them and check their impact on success.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Marketing & Sales

Links to other Study Programs of the University

All Bachelor Programs in the Marketing & Communication field

Customer Relationship Management

Course Code: DLBCRM01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Customer Relationship Management is considered a central and fundamental concept of marketing management to optimally shape customer relationships. All processes of a company should be consistently and sustainably oriented towards the customer and their needs. This fundamental understanding as well as a broad overview of the topic area of CRM are conveyed to the students. In addition to the theoretical fundamentals of customer relations, this course deals with the customer life and customer relationship cycle, customer satisfaction and loyalty, customer retention management as well as customer value and customer portfolio management. The practical application is addressed through the presentation of the various strategies and instruments of CRM and also in the concrete implementation and controlling of CRM.

Course Outcomes

On successful completion, students will be able to

- recall the basics and theoretical explanations of customer relationship management.
- analyze economic management of customer relationships.
- understand the construct of the customer life or customer relationship cycle and its implications for the application of CRM tools.
- classify and measure customer satisfaction and loyalty and present the impact chain of customer loyalty and its contribution to the economic success of a company.
- master the development, planning and implementation of customer loyalty measures.
- classify customers according to their customer value and manage an efficient allocation of resources to create profitable customer relationships.
- use alternative strategies and instruments of CRM, implement them and check their impact on success.

Contents

1. Basics of CRM
 - 1.1 CRM Terms and Objectives
 - 1.2 The Economic Importance of the Customer
 - 1.3 From Transaction-Oriented to Relationship-Oriented Marketing
 - 1.4 Tasks and Structure of CRM
2. Theoretical Basis for CRM

- 2.1 Basis in Neoclassical, Neoinstitutional and Organizational Theory
 - 2.2 Basis in Neobehavioral Theory
 - 2.3 Basis in Communication Theory
3. The Customer Life Cycle and Customer Relationship Cycle
 - 3.1 Customer Life Cycle
 - 3.2 Customer Relationship Cycle
 - 3.3 Customer Relationships from the Demand and Supply Perspective
4. Customer Satisfaction and Loyalty
 - 4.1 Customer Satisfaction as a Condition for Long-Term Customer Loyalty
 - 4.2 Measuring Customer Satisfaction
 - 4.3 Achieving Customer Loyalty through Customer Satisfaction
 - 4.4 Creating Customer Satisfaction and Loyalty
5. Customer Loyalty Management
 - 5.1 Benefits and Effects of Customer Loyalty Management
 - 5.2 Customer Loyalty Strategies
 - 5.3 Customer Loyalty Measures and Tools
6. Customer Value and Customer Portfolio Management
 - 6.1 Basics of Customer Evaluation
 - 6.2 Customer Evaluation Procedure
 - 6.3 Customer Segmentation and Customer Portfolios
7. Strategies and Tools of CRM
 - 7.1 Characteristics and Tasks of CRM Strategies
 - 7.2 Phase-Dependent CRM Strategies and Tools
 - 7.3 Other Options and Tools
8. CRM Implementation and Monitoring
 - 8.1 Organization, Management, and Company Culture
 - 8.2 Architecture of the CRM Process
 - 8.3 Operational and Analytical CRM Processes
 - 8.4 Data Processing
 - 8.5 Opportunities for Effectiveness Monitoring

Literature**Compulsory Reading****Further Reading**

- Buttle, F. A., & Maklan, S. (2019). Customer relationship management: Concepts and technologies (4th ed.). Routledge.
- Kumar, V., & Reinartz, W. J. (2018). Customer relationship management: Concept, strategy, and tools (3rd ed.). Springer.
- Palmatier, R. W., & Steinhoff, L. (2019). Relationship marketing in the digital age. Routledge.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

5. Semester

Digital Business Models

Module Code: DLBLODB_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Muhammad Ashfaq (Digital Business Models)

Contributing Courses to Module

- Digital Business Models (DLBLODB01_E)

Module Exam Type

Module Exam

Study Format: Distance Learning
Exam or Advanced Workbook, 90 Minutes

Study Format: myStudies
Exam or Advanced Workbook, 90 Minutes

Split Exam

Weight of Module

see curriculum

Module Contents

- Meaning, origin and definition of the term "digital business model"
- Basic concepts for the description of business models
- Tools for the description of business models
- Patterns of digital business models
- Digital business models and business plans

Learning Outcomes**Digital Business Models**

On successful completion, students will be able to

- understand what a business model is and how to describe it systematically.
- outline the basic features of the historical development of business models.
- describe key digital business models and evaluate their advantages and disadvantages.
- establish the relationship between a business model and a business plan to independently derive and analyse the positioning of a company.

Links to other Modules within the Study Program

This module is similar to other modules in the Business Administration and Management fields

Links to other Study Programs of the University

All Bachelor Programmes in the Business & Management fields

Digital Business Models

Course Code: DLBLODB01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

A business model contains the depiction of the logic of how a company generates, delivers and secures value. The progressing digitalization of many processes, products and services has made possible a large number of innovations in the area of business models in recent years. The subject of this course rounds up the presentation, the underlying patterns and the main factors that influence these digital business models. Starting from a general definition of the concept of a business model, a system is developed to describe the essential factors of a business model. An overview of the historical development of important business models and in particular the influence of digitization on newer business models allows a classification of the concept and an understanding of the framework. Then the most important alternative digital business models of recent years are systematically presented, analyzed and evaluated with regard to their respective strengths and weaknesses. Finally, the role of business models in the creation process of a business plan is described. Students learn the central approaches to developing an independent corporate positioning and are enabled to examine and evaluate the central factors influencing corporate success in digital business.

Course Outcomes

On successful completion, students will be able to

- understand what a business model is and how to describe it systematically.
- outline the basic features of the historical development of business models.
- describe key digital business models and evaluate their advantages and disadvantages.
- establish the relationship between a business model and a business plan to independently derive and analyse the positioning of a company.

Contents

1. Meaning, Origin and Definition of the Term "Digital Business Model"
 - 1.1 Goals and Functions of Digital Business Models
 - 1.2 Business Model - Origin of the Term and its Meaning in the Digital Economy
 - 1.3 Definition of the terms Business Model and Digital Business Model
 - 1.4 Differentiation from Other Terminologies of the Digital Economy
2. Basic Concepts for the Description of Business Models
 - 2.1 Value Chain by Porter

- 2.2 Value-added Chain
- 2.3 Dominant Logic
- 2.4 Revenue Model
- 2.5 Unique Selling Proposition
- 2.6 Transaction
- 2.7 Product or Service Range
3. Tools for the Description of Business Models
 - 3.1 Business Model Canvas
 - 3.2 St. Gallen Business Model Navigator
 - 3.3 MIT Framework
4. Patterns of Digital Business Models
 - 4.1 Long Tail
 - 4.2 Multi-Sided Pattern
 - 4.3 Free and Freemium
 - 4.4 OPEN API Pattern
5. Digital Business Models and Business Plans
 - 5.1 Integration of the Business Model into the Business Plan
 - 5.2 Company Positioning and the Digital Business Model
 - 5.3 Digital Business Models as Innovation Drivers for the Development of New Businesses

Literature

Compulsory Reading

Further Reading

- Gassmann, O., Frankenberger, K., & Choudury, M. (2020). The business model navigator: The strategies behind the most successful companies (Second edition). FT Financial Times publishing. Pearson Education, Limited.
- Weil, P., & Woerner, S. L. (2018). What's your digital business model? Six questions to help you to build the next-generation enterprise. Harvard Business Review Press.
- Wirtz, B. W. (2019). Digital Business Models: Concepts, Models, and the Alphabet Case Study (1st edition 2019). Progress in IS. Springer International Publishing.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam or Advanced Workbook, 90 Minutes

Student Workload					
Self Study 100 h	Contact Hours 0 h	Tutorial/Tutorial Support 25 h	Self Test 25 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support	Learning Material	Exam Preparation
<input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	<input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	<input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam or Advanced Workbook, 90 Minutes

Student Workload					
Self Study 100 h	Contact Hours 0 h	Tutorial/Tutorial Support 25 h	Self Test 25 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Agile Project Management

Module Code: DLBCSAPM

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Inga Schlömer (Agile Project Management)

Contributing Courses to Module

- Agile Project Management (DLBCSAPM01)

Module Exam Type

Module Exam

Study Format: myStudies
Written Assessment: Project Report
Study Format: Distance Learning
Written Assessment: Project Report

Split Exam

Weight of Module

see curriculum

Module Contents

- In this course, students are taught action competences in the field of agile project management. They will be familiarized with the values, activities, roles, and artifacts of agile procedures using Scrum as an example.

Learning Outcomes**Agile Project Management**

On successful completion, students will be able to

- explain the differences between agile and plan-driven project management.
- explain agile principles.
- work together in an agile manner according to the values defined in Scrum.
- apply the activities defined in Scrum.
- take responsibility for the roles defined in Scrum.
- create and maintain the artefacts defined in Scrum.
- consider the increasing relevance of international, intercultural and virtual collaboration in projects.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Computer Science & Software Development

Links to other Study Programs of the University

All Bachelor Programmes in the IT & Technology field

Agile Project Management

Course Code: DLBCSAPM01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Students will receive a practical introduction to agile project management in this course. In addition to teaching its individual basic principles, the differences between agile project management and plan-driven project management will be examined in detail. In order to understand and experience agile project management, the values, activities, roles, and artefacts of typical agile procedures are presented using Scrum and then practiced on an example project.

Course Outcomes

On successful completion, students will be able to

- explain the differences between agile and plan-driven project management.
- explain agile principles.
- work together in an agile manner according to the values defined in Scrum.
- apply the activities defined in Scrum.
- take responsibility for the roles defined in Scrum.
- create and maintain the artefacts defined in Scrum.
- consider the increasing relevance of international, intercultural and virtual collaboration in projects.

Contents

- This course teaches students various skills in the field of agile project management. In contrast to plan-driven project management, the principles of agility used in modern software development are taught. Using the example of Scrum, students will acquire skills in applying an agile approach, and then apply their knowledge of respective roles and activities in a simple project to gain initial practical experience, documenting it in a project report. The content of the projects results from the individual abilities and requirements of the students.

Literature**Compulsory Reading****Further Reading**

- Apress. Agile Alliance (2021). Subway Map to Agile Practices.
- Beck, K. et al. (2001). Manifesto for Agile Software Development.
- Chovanova, H. et al. (2020). Agile Project Management – What is It? Publisher: IEEE. In 18th International Conference on Emerging eLearning Technologies and Applications (ICETA), Emerging eLearning Technologies and Applications (ICETA), 2020 18th International Conference.
- Dalton, Jeff (2019). Great Big Agile. An OS for Agile Leaders.
- Douglass, B. P. (2016). Agile systems engineering. Morgan Kaufmann, p. 151-160.
- Hohl, P., Klünder, J., van Bennekum, A., Lockard, R., Gifford, J., Münch, J., Stupperich, M., & Schneider, K. (2018). Back to the future: origins and directions of the “Agile Manifesto” – views of the originators. Journal of Software Engineering Research and Development, 6(1).
- Project Management Institute (2017). Agile Practice Guide. Project Management Institute.
- Measey P./Radtac (2015). Agile Foundations - Principles, Practices and Frameworks. BCS The Chartered Institute for IT, p. 131-140, p. 148-152.
- Schwaber, K./Sutherland, J. (2020). The Scrum Guide.
- Hohl, P., Klünder, J., van Bennekum, A., Lockard, R., Gifford, J., Münch, J., Stupperich, M., & Schneider, K. (2018). Back to the future: origins and directions of the “Agile Manifesto” – views of the originators. Journal of Software Engineering Research and Development, 6(1).

Study Format myStudies

Study Format myStudies	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Conflict Management and Mediation

Module Code: DLBWPKUM_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Hendrik Fenz (Conflict Management and Mediation)

Contributing Courses to Module

- Conflict Management and Mediation (DLBWPKUM01_E)

Module Exam Type

Module Exam

Study Format: Distance Learning
Exam, 90 Minutes

Study Format: myStudies
Exam, 90 Minutes

Split Exam

Weight of Module

see curriculum

Module Contents

- Forms of cooperation
- Basic concepts of conflict research
- Conflict Management
- Basics of communication psychology
- Conducting discussions and moderation
- Mediation

Learning Outcomes**Conflict Management and Mediation**

On successful completion, students will be able to

- explain the central characteristics of conflicts and reflect, analyze and assess their progression.
- analyze conflicts according to the degree of their escalation.
- explain how conflicts arise and how to avoid them.
- understand conflicts and negotiations as a process and plan and implement the necessary measures to solve them.
- use special conversation and question techniques.
- identify hidden messages in communication and develop suggestions for optimization.
- develop goals and strategies for conflict and negotiation management in order to contribute to successful conflict management and negotiation with a clear procedure.
- assess and apply mediation as a method of conflict resolution.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Psychology

Links to other Study Programs of the University

All Bachelor Programs in the Social Sciences field

Conflict Management and Mediation

Course Code: DLBWPKUM01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

In the business world, different perspectives of negotiating partners or parties often clash. This often leads to conflicts because the parties involved pursue different goals and evaluate situations differently. Especially against the background of transformation and restructuring processes in companies, conflicts are often pre-programmed due to different interests. To ensure that the different perspectives of the parties involved do not conclude in escalation, knowledge of the nature and structure of conflicts, techniques for dealing with them and basic knowledge of the possibilities of successful communication at a verbal and non-verbal level are essential. This course will equip students with the necessary understanding and present necessary tools to recognize conflicts, to solve them and to lead negotiations. In this context, mediation is highlighted as an increasingly popular method of conflict resolution.

Course Outcomes

On successful completion, students will be able to

- explain the central characteristics of conflicts and reflect, analyze and assess their progression.
- analyze conflicts according to the degree of their escalation.
- explain how conflicts arise and how to avoid them.
- understand conflicts and negotiations as a process and plan and implement the necessary measures to solve them.
- use special conversation and question techniques.
- identify hidden messages in communication and develop suggestions for optimization.
- develop goals and strategies for conflict and negotiation management in order to contribute to successful conflict management and negotiation with a clear procedure.
- assess and apply mediation as a method of conflict resolution.

Contents

1. From Cooperation to Confrontation
 - 1.1 Cooperation and Competition
 - 1.2 Forms of Cooperation
 - 1.3 Game Theoretical Approaches
 - 1.4 The Way into the Conflict

2. Basic Concepts of Conflict Research
 - 2.1 What is a Conflict?
 - 2.2 Types of Conflict
 - 2.3 Mobbing - a Special Type of Conflict
 - 2.4 The Stages of Conflict Escalation
 - 2.5 Conflict Resistance of Organizations
3. Conflict Management in the World of Work
 - 3.1 Conflict Costs
 - 3.2 Conflict Management in Business
 - 3.3 Elements of Conflict Management
4. Basics of Communication Psychology
 - 4.1 What is "Communication"?
 - 4.2 Axioms of Communication
 - 4.3 The Importance of Non-Verbal Communication
 - 4.4 The Message Square Model: The Four Sides of a Message
 - 4.5 Transactional Analysis as Analysis of Interpersonal Communication
 - 4.6 Non-Violent Communication
5. Conducting Discussions and Moderation
 - 5.1 Conversation and Question Techniques in Conflict Situations
 - 5.2 The Discussion Moderation
6. Mediation as an Instrument of Conflict Resolution
 - 6.1 Principles of Mediation
 - 6.2 Areas of Application of Mediation
 - 6.3 Principles and Rules of Mediation
 - 6.4 The Mediation Process - Phases and Procedures

Literature**Compulsory Reading****Further Reading**

- Coltri, L. (2020). *Alternative dispute resolution* (2nd ed.). McGraw Hill.
- Fisher, R., Ury, W., & Patton, B. (2011). *Getting to yes: Negotiating agreement without giving in* (3rd ed.). Penguin Books.
- Rosenberg, M. B. (2015). *Nonviolent communication - A language of life: Life-changing tools for healthy relationships* (3rd ed.). PuddleDancer Press.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Seminar: Current Issues in International Management

Module Code: DLBINTSATIM_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 5	Student Workload 150 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Clare Hindley (Seminar: Current Issues in International Management)

Contributing Courses to Module

- Seminar: Current Issues in International Management (DLBINTSATIM01_E)

Module Exam Type

Module Exam

Study Format: Distance Learning
Written Assessment: Research Essay
Study Format: *Study Format*
Written Assessment: Research Essay

Split Exam

Weight of Module

see curriculum

Module Contents

This seminar deals with current issues in international management.

Learning Outcomes**Seminar: Current Issues in International Management**

On successful completion, students will be able to

- familiarize themselves autonomously with a given topic from the field of "International Management".
- independently research subject-specific literature and evaluate it in a targeted manner.
- elaborate important characteristics, interrelationships and findings in a written assignment.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Business Administration & Management

Links to other Study Programs of the University

All Bachelor Programmes in the Business & Management fields

Seminar: Current Issues in International Management

Course Code: DLBINTSATIM01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

In the seminar "Current Issues in International Management" students write a research essay on a specific topic and present their results. The students demonstrate that they are able to autonomously familiarize themselves with a topic of international management and to document and present the knowledge gained in an organized manner.

Course Outcomes

On successful completion, students will be able to

- familiarize themselves autonomously with a given topic from the field of "International Management".
- independently research subject-specific literature and evaluate it in a targeted manner.
- elaborate important characteristics, interrelationships and findings in a written assignment.

Contents

- The seminar deals with current issues in international management. Each participant is expected to write a research paper on a topic assigned to them and present the contents of the written assignment.

Literature

Compulsory Reading

Further Reading

- Fisher, E. & Thompson, R.C. (2014) Enjoy writing your science thesis or dissertation! [Electronic Resource] : A Step-by-step guide to planning and writing a thesis or dissertation for undergraduate and graduate science students. (2nd ed). Imperial College Press.
- Saunders, M., Thornhill, A., & Lewis, P. (2019). Research methods for business students [electronic resource] (8th ed). Pearson.
- Thomas, C. G. (2021). Research methodology and scientific writing [electronic resource] : (2nd ed). Ane Books Pvt. Ltd.

Study Format Distance Learning

Study Format Distance Learning	Course Type Seminar
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Research Essay

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format *Study Format*

Study Format	Course Type Seminar
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Research Essay

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Guideline

Digital Product Development

Module Code: DLBINTEEDPD

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Marian Benner-Wickner (Introduction to the Internet of Things) / Prof. Dr. Dorian Mora (Product Development in Industry 4.0)

Contributing Courses to Module

- Introduction to the Internet of Things (DLBINGEIT01_E)
- Product Development in Industry 4.0 (DLBINGPE01_E)

Module Exam Type

Module Exam

Split Exam

Introduction to the Internet of Things

- Study Format "Distance Learning": Exam, 90 Minutes
- Study Format "myStudies": Exam, 90 Minutes

Product Development in Industry 4.0

- Study Format "Distance Learning": Exam, 90 Minutes
- Study Format "myStudies": Exam, 90 Minutes

Weight of Module

see curriculum

Module Contents**Introduction to the Internet of Things**

- Internet of Things Fundamentals
- Social and Economic Significance
- Communication Standards and Technologies
- Data Storage and Processing
- Design and Development
- Applicability

Product Development in Industry 4.0

- Introduction to modern product development
- Fundamentals of product development
- Methods in the product development process
- Alternative design approaches
- Digitalization of product design
- Customized mass production
- Outlook: Digital engineering and operation

Learning Outcomes

Introduction to the Internet of Things

On successful completion, students will be able to

- grasp the distinctive features of Internet of Things (IoT) and IoT systems.
- understand the social and economic importance of Internet of Things.
- identify the most important standards for communication between IoT devices.
- differentiate between various techniques for storing and processing data in IoT systems.
- identify different architectures and technologies for structuring IoT systems.
- recognize challenges of data protection and data security in IoT systems.

Product Development in Industry 4.0

On successful completion, students will be able to

- recall the historical development of industrial production.
- name current trends in the context of the "fourth industrial revolution" and their impact on product development.
- know the basic methods in product development.
- know the traditional product development process from design theory.
- differentiate alternative approaches to product development.
- name selected tools in the context of digital and virtual product design.
- explain the lot size problem and determine lot sizes for traditional production types.
- distinguish traditional production types from modern strategies such as customized mass production and rapid manufacturing.
- name current approaches to the complete digitalization of product creation and production processes in terms of digital engineering.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Computer Science & Software Development and Engineering

Links to other Study Programs of the University

All Bachelor Programs in the IT & Technology fields

Introduction to the Internet of Things

Course Code: DLBINGEIT01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The aim of this course is to give students an insight into technical and theoretical basics of the Internet of Things (IoT) and its fields of application. In addition to the general structure of IoT systems and the technology standards used in them, students are also taught the importance of Internet of Things for economy and society. Furthermore, this course demonstrates how data is exchanged, stored and processed in IoT.

Course Outcomes

On successful completion, students will be able to

- grasp the distinctive features of Internet of Things (IoT) and IoT systems.
- understand the social and economic importance of Internet of Things.
- identify the most important standards for communication between IoT devices.
- differentiate between various techniques for storing and processing data in IoT systems.
- identify different architectures and technologies for structuring IoT systems.
- recognize challenges of data protection and data security in IoT systems.

Contents

1. Internet of Things Fundamentals
 - 1.1 The Internet of Things - Basics and Motivation
 - 1.2 Evolution of the Internet - Web 1.0 to Web 4.0
2. Social and Economic Significance
 - 2.1 Innovations for Consumers and Industry
 - 2.2 Implications on People and the World of Work
 - 2.3 Data Protection and Data Security
3. Communication Standards and Technologies
 - 3.1 Network Topologies
 - 3.2 Network Protocols
 - 3.3 Technologies
4. Data Storage and Processing

- 4.1 Networked Storage with Linked Data and RDF(S)
- 4.2 Analysis of Networked Data using a Semantic Reasoner
- 4.3 Processing of Data Streams with Complex Event Processing
- 4.4 Operation and Analysis of Large Data Clusters using NoSQL and MapReduce

5. Design and Development

- 5.1 Software Engineering for Distributed and Embedded Systems
- 5.2 Architectural Patterns and Styles for Distributed Systems
- 5.3 Platforms: Microcontrollers, Monoboard Computers, One-Chip Systems

6. Applicability

- 6.1 Smart Home / Smart Living
- 6.2 Ambient Assisted Living
- 6.3 Smart Energy / Smart Grid
- 6.4 Smart Factory
- 6.5 Smart Logistics

Literature

Compulsory Reading

Further Reading

- Buyya, R. & Vahid Dastjerdi, A. (Hrsg.) (2016). Internet of things. Principles and paradigms. Morgan Kaufmann, Cambridge (MA).
- Dian, F. J., & Vahidnia, R. (2020). IoT use cases and technologies. British Columbia Institute of Technology.
- Firouzi, F., Chakrabarty, K., & Nassif, S. (2020). Intelligent Internet of Things: From device to fog and cloud. Springer.
- Gilchrist, A. (2016). Industry 4.0. The industrial internet of things. Apress.
- Raj, P., & Raman, A. C. (2017). The Internet of things: enabling technologies, platforms, and use cases. CRC Press.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Product Development in Industry 4.0

Course Code: DLBINGPE01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The aim of the course is to give students an overview of current approaches to modern product development in the context of Industry 4.0. Based on traditional methods and tools of product development, relevant alternative design approaches are described, which put the consumer in the center of the design. In addition, modern tools to support product design are presented with which an engineer can digitally capture and simulate both the static/geometric and dynamic properties of a product. In addition, aspects of customized mass production will be discussed and compared with traditional production types. As an outlook on future developments, current research approaches for consistently digitalized product development are presented.

Course Outcomes

On successful completion, students will be able to

- recall the historical development of industrial production.
- name current trends in the context of the "fourth industrial revolution" and their impact on product development.
- know the basic methods in product development.
- know the traditional product development process from design theory.
- differentiate alternative approaches to product development.
- name selected tools in the context of digital and virtual product design.
- explain the lot size problem and determine lot sizes for traditional production types.
- distinguish traditional production types from modern strategies such as customized mass production and rapid manufacturing.
- name current approaches to the complete digitalization of product creation and production processes in terms of digital engineering.

Contents

1. Introduction to Modern Product Development
 - 1.1 Terms of Industrial Production
 - 1.2 The Fourth Industrial Revolution
 - 1.3 Turnaround in the Factors of Production
 - 1.4 Trends in Product Development
2. Fundamentals of Product Development

- 2.1 Methods of Product Planning
- 2.2 Methods of the Solution Search
- 2.3 Selection and Evaluation of Alternatives
3. Methods in the Product Development Process
 - 3.1 Clarify Requirements
 - 3.2 Concept
 - 3.3 Draft
 - 3.4 Development
4. Alternative Design Approaches
 - 4.1 Design Thinking
 - 4.2 Personas
 - 4.3 Human-Centered Design According to ISO 9241-210
 - 4.4 Participatory Design
 - 4.5 Open Innovation
 - 4.6 Empathic Design
5. Digitalization of Product Design
 - 5.1 From Drawing Board to Digital Functional Model
 - 5.2 Computer-Aided Engineering
 - 5.3 Computer-Aided Quality
 - 5.4 Engineering and Product Data Management
 - 5.5 Simulation Data Management
6. Customized Mass Production
 - 6.1 Traditional Types of Production
 - 6.2 Lot Size Problem and Planning
 - 6.3 Mass Customization
 - 6.4 Rapid Manufacturing
7. Outlook: Digital Engineering and Operation
 - 7.1 Definition
 - 7.2 Fields of Application
 - 7.3 Data Mining
 - 7.4 Modeling of Dynamic Product Properties
 - 7.5 Provision of Information

Literature**Compulsory Reading****Further Reading**

- Kull, H. (2015): Mass Customization. Opportunities, Methods, and Challenges for Manufacturers. Apress, Berkeley/New York.
- Olsen, D. (2015): The Lean product playbook: How to innovate with minimum viable products and rapid customer feedback. Wiley, Hoboken, NJ.
- Stark, J. (2022): Product Lifecycle Management (Volume 1): 21st Century Paradigm for Product Realisation (Decision Engineering) (English Edition). Fifth Edition. Springer.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Big Data and Data Protection

Module Code: DLBINTEEBDDP

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Gereon Wellmann (Data Analytics and Big Data) / Prof. Dr. Ralf Kneuper (Introduction to Data Protection and Cyber Security)

Contributing Courses to Module

- Data Analytics and Big Data (DLBINGDABD01_E)
- Introduction to Data Protection and Cyber Security (DLBCSIDPITS01)

Module Exam Type

Module Exam

Split Exam

Data Analytics and Big Data

- Study Format "myStudies": Written Assessment: Case Study
- Study Format "Distance Learning": Written Assessment: Case Study

Introduction to Data Protection and Cyber Security

- Study Format "Distance Learning": Exam, 90 Minutes
- Study Format "myStudies": Exam, 90 Minutes

Weight of Module

see curriculum

Module Contents

Data Analytics and Big Data

- Introduction to Data Analysis
- Statistical Basics
- Data Mining
- Big Data Methods and Technologies
- Legal Aspects of Data Analysis
- Solution Scenarios
- Application of Big Data in the Industry

Introduction to Data Protection and Cyber Security

- Fundamentals of IT Security
- Data Protection
- IT Security Management
- Network and Communication Security

Learning Outcomes

Data Analytics and Big Data

On successful completion, students will be able to

- distinguish between information and data and know the meaning of these terms for decision-making.
- derive the Big Data issue, especially in connection with Internet of Things, and describe it using examples.
- identify basics from statistics, which are necessary for the analysis of large data sets.
- identify the process of data mining and classify different methods in it.
- identify selected methods and technologies that are used in the Big Data context and apply them to simple examples.
- recognize the legal framework for the application of data analysis in Germany and internationally.
- identify the specific prospects and challenges of applying Big Data analyses in industry.

Introduction to Data Protection and Cyber Security

On successful completion, students will be able to

- explain the terms and concepts of IT security and know the typical procedures and techniques which exist in each area.
- cite the legal regulations on data protection and explain their implementation.
- discuss in-depth IT security management and suitable measures for implementation.
- use their overview knowledge of activities and strategies for IT security in software and system development.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Data Science & Artificial Intelligence and Computer Science & Software Development

Links to other Study Programs of the University

All Bachelor Programs in the IT & Technology fields

Data Analytics and Big Data

Course Code: DLBINGDABD01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The aim of the course is to familiarize students with selected methods and techniques of data analysis in the context of continuously increasing, heterogeneous data sets. To this end, the fundamental relevance of Big Data methods is presented by drawing on the historical development of stored data. One decisive factor here is the continuous transmission Internet of Things sensor data to other systems. This is followed by a short introduction to the essential statistical fundamentals before the individual steps of the data mining process are discussed. In distinction to these classical procedures, selected methods are presented with which stored data in the Big Data context can be made analyzable. As data analysis is subject to certain legal frameworks, this course also covers legal aspects such as data protection. The course concludes with an overview of the practical application of Big Data methods and tools. In particular, fields of application in the industrial context are examined.

Course Outcomes

On successful completion, students will be able to

- distinguish between information and data and know the meaning of these terms for decision-making.
- derive the Big Data issue, especially in connection with Internet of Things, and describe it using examples.
- identify basics from statistics, which are necessary for the analysis of large data sets.
- identify the process of data mining and classify different methods in it.
- identify selected methods and technologies that are used in the Big Data context and apply them to simple examples.
- recognize the legal framework for the application of data analysis in Germany and internationally.
- identify the specific prospects and challenges of applying Big Data analyses in industry.

Contents

1. Introduction to Data Analysis
 - 1.1 Decisions, Information, Data
 - 1.2 Historical Development of Data Storage and Evaluation
 - 1.3 Big Data: Features and Examples
 - 1.4 Data Analysis

- 1.5 Internet of Things as Driver for Big Data
2. Statistical Basics
 - 2.1 Descriptive Data Analysis
 - 2.2 Inferential Data Analysis
 - 2.3 Explorative Data Analysis
 - 2.4 Multivariate Data Analysis
3. Data Mining
 - 3.1 Knowledge Discovery in Databases
 - 3.2 Association Analysis
 - 3.3 Correlation Analysis
 - 3.4 Forecast
 - 3.5 Cluster Analysis
 - 3.6 Classification
4. Big Data Methods and Technologies
 - 4.1 Technology Building Blocks
 - 4.2 MapReduce
 - 4.3 Text- and Semantic Analysis
 - 4.4 Audio and Video Analysis
 - 4.5 BASE and NoSQL
 - 4.6 In-Memory Databases
 - 4.7 Big Data Success Factors
5. Legal Aspects of Data Analysis
 - 5.1 Data Protection Principles in Germany
 - 5.2 Anonymization and Pseudonymization
 - 5.3 International Data Analysis
 - 5.4 Performance and Integrity Protection
6. Solution Scenarios
7. Application of Big Data in the Industry
 - 7.1 Production and Logistics
 - 7.2 Increased Efficiency in the Supply Chain
 - 7.3 Key-Factor Data
 - 7.4 Examples and Conclusion

Literature**Compulsory Reading****Further Reading**

- Akerkar, R., & Srinivas Sajja, P. (2016). *Intelligent Techniques for Data Science*. Springer.
- Curry, E., Auer, S., Berre, A., J., Metzger, A., Perez, M., S., & Zillner, S. (2022). *Technologies and Applications for big data value*. Springer. Pages 1–15 & 321–344.
- Hoeren, T., & Kolany-Raiser, B., (Eds.). (2018). *Big data in context – Legal, social and technological insights*. Springer Nature.
- Illowsky, B., & Dean, S. (2018). *Introductory statistics*. OpenStax CNX. Chapters 2 & 8.
- Jurafsky, D., & Martin, J. H. (2013). *Speech and language processing: an introduction to natural language processing, computational linguistics, and speech recognition* (2. ed.). Pearson Prentice Hall.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Introduction to Data Protection and Cyber Security

Course Code: DLBCSIDPITS01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

In this course, the students are familiarized with important concepts from the field of IT security. Basic terms are introduced and discussed, and typical application fields, areas of IT security application, and typical procedures and techniques are introduced and described.

Course Outcomes

On successful completion, students will be able to

- explain the terms and concepts of IT security and know the typical procedures and techniques which exist in each area.
- cite the legal regulations on data protection and explain their implementation.
- discuss in-depth IT security management and suitable measures for implementation.
- use their overview knowledge of activities and strategies for IT security in software and system development.

Contents

1. Fundamentals of Data Protection and Cyber Security
 - 1.1 Conceptual Bases, Protection Goals
 - 1.2 Attacks and Threats
 - 1.3 Security Strategy
 - 1.4 Legal Regulations
2. Data Protection
 - 2.1 Data Protection as a Personal Right
 - 2.2 Basic Principles of Data Protection
 - 2.3 EU General Data Protection Regulation
 - 2.4 Further International Regulations on Data Protection
 - 2.5 Cross-Border Data Flow
 - 2.6 Data Protection in Everyday Life
3. Basic Functions of Cyber Security and Their Implementation
 - 3.1 Identification and Authentication
 - 3.2 Rights Management

- 3.3 Rights Check
- 3.4 Preservation of Evidence
- 4. Cyber Security Management
 - 4.1 Basic Concepts and Standards in Cyber Security Management
 - 4.2 Series of Standards ISO 2700x
- 5. Cyber Security Management in Everyday Life
 - 5.1 Password Management
 - 5.2 Data Backup
 - 5.3 Email Security
 - 5.4 Protection Against Viruses and Other Malware
 - 5.5 Protection Against Social Engineering Attacks
- 6. Network and Communication Security
 - 6.1 Firewall Technology
 - 6.2 Network Separation
 - 6.3 Security in WLAN, Mobile Networks, Bluetooth, and NFC
- 7. Cyber Security in the Development of Software and Systems
 - 7.1 Protection of the Development Environment
 - 7.2 Secure Development
 - 7.3 Common Criteria

Literature

Compulsory Reading

Further Reading

- Arnold, R. (2017). Cybersecurity: A business solution. An executive perspective on managing cyber risk. Threat Sketch.
- European Parliament and Council of the European Union. (2016). EU General Data Protection Regulation (GDPR): Regulation 2016/679 of the European Parliament and of the council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation). Official Journal of the European Union. Chapters 1–3 .
- Mattord, H., & Whitman, M. (2017). Management of information security. Cengage.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

IT Service Management

Module Code: IWSM-02_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Dr. Rachel John Robinson (IT Service Management) / Dr. Frank Müller (Project: IT Service Management)

Contributing Courses to Module

- IT Service Management (DLBCSITSM01-02)
- Project: IT Service Management (DLBCSPITSM01)

Module Exam Type

Module Exam

Split Exam

IT Service Management

- Study Format "myStudies": Exam, 90 Minutes
- Study Format "Distance Learning": Exam, 90 Minutes

Project: IT Service Management

- Study Format "Distance Learning": Written Assessment: Project Report
- Study Format "myStudies": Written Assessment: Project Report

Weight of Module

see curriculum

Module Contents

IT Service Management

- IT Service Management Basics and Terms
- ITIL 4 - Basics and Four Dimensions
- ITIL 4 - Service Value System
- ITIL 4 - Principles
- ITIL 4 - Practices
- Information Security Management

Project: IT Service Management

Analysis, evaluation, and development of recommendations for taking action within the scope of concrete questions concerning aspects of IT Service Management. This is aided by the creation and planning of a project in the theoretical-theme context through all phases of project management. The quality assurance of the artefacts created is carried out both by the tutor and by students from the project groups.

Learning Outcomes

IT Service Management

On successful completion, students will be able to

- identify the fundamentals and challenges of IT service management.
- describe the motivation and structure of the IT Infrastructure Library (ITIL), distinguish four dimensions, apply the service value system and identify concrete practices.
- describe and apply fundamentals of IT security management.

Project: IT Service Management

On successful completion, students will be able to

- analyze typical problems and company situations from the area of IT service management in different project variations.
- develop, plan, and implement proposed solutions.
- convert theory into a pragmatic approach to a solution with the help of methodical tools from IT service management and project management.
- draw and apply the right conclusions in relation to their specific project environment.
- conceptually apply their theoretical knowledge to company-specific environmental factors.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Data Science & Artificial Intelligence

Links to other Study Programs of the University

All Bachelor Programmes in the IT & Technology fields

IT Service Management

Course Code: DLBCSITSM01-02

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

IT service management is an approach to align and understand a company's IT as a service provider and supporter of operational and business processes. This course uses the IT Infrastructure Library (ITIL) to teach concepts, procedures and best practices in the area of IT service management (IT operations). In other words, it looks at the management of activities that take place after an IT system has been developed: IT operations as a continuous run of the productive day-to-day business of a company's IT departments.

Course Outcomes

On successful completion, students will be able to

- identify the fundamentals and challenges of IT service management.
- describe the motivation and structure of the IT Infrastructure Library (ITIL), distinguish four dimensions, apply the service value system and identify concrete practices.
- describe and apply fundamentals of IT security management.

Contents

1. IT Service Management Basics and Terms
 - 1.1 IT Services
 - 1.2 IT Service Management
 - 1.3 ITSM Frameworks
2. ITIL 4 - Basics and Four Dimensions
 - 2.1 Stakeholders, Services and Service Management
 - 2.2 Value Contribution of IT
3. ITIL 4 - Service Value System
 - 3.1 Basics and Overview
 - 3.2 Inputs, Outcome and Governance
 - 3.3 The Service Value Chain
 - 3.4 Continual Improvement
4. ITIL 4 - Principles

- 4.1 Overview
 - 4.2 Value Orientation
 - 4.3 Iterative Procedure and Feedback
 - 4.4 Establish Collaboration and Visibility
 - 4.5 Optimize and Automate
5. ITIL 4 - Practices
 - 5.1 Overview
 - 5.2 General Management Practices
 - 5.3 Service Management Practices
 - 5.4 Technical Practices
6. Information Security Management
 - 6.1 Information Security Basics
 - 6.2 Standards, Best Practices and Legal Requirements
 - 6.3 Information Security Management with ISO/IEC 27001

Literature**Compulsory Reading****Further Reading**

- Agutter, C. (2019). ITIL® foundation essentials ITIL 4 edition: The ultimate revision guide. ITGovernance Publishing.
- Axelos Limited. (2019). ITIL 4 foundation: ITIL 4 edition. The Stationery Office.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Project: IT Service Management

Course Code: DLBCSPITSM01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Based on the contents of the course “IT Service Management”, selected aspects of the core processes of ITIL are deepened, discussed, selected, and applied within the framework of a project in a concept-related manner. All theoretical methods are considered and evaluated.

Course Outcomes

On successful completion, students will be able to

- analyze typical problems and company situations from the area of IT service management in different project variations.
- develop, plan, and implement proposed solutions.
- convert theory into a pragmatic approach to a solution with the help of methodical tools from IT service management and project management.
- draw and apply the right conclusions in relation to their specific project environment.
- conceptually apply their theoretical knowledge to company-specific environmental factors.

Contents

- Analysis, evaluation, and development of recommendations for taking action within the scope of concrete questions concerning aspects of IT Service Management. This is aided by the creation and planning of a project in the theoretical-theme context through all phases of project management.
- The quality assurance of the artefacts created is carried out both by the tutor and by students from the project groups.

Literature**Compulsory Reading****Further Reading**

- Al-Ashmoery, Y., Haider, H., Haider, A., Nasser, N., & Al-Sarem, M. (2021). Impact of IT Service Management and ITIL Framework on the Businesses. 2021 International Conference of Modern Trends in Information and Communication Technology Industry (MTICTI), Modern Trends in Information and Communication Technology Industry (MTICTI), 2021 International Conference Of, 1–5.
- Limited, A. (2020). ITIL 4. Create, Deliver and Support. TSO.
- Limited, A. (2020). ITIL 4: Direct, Plan and Improve. TSO.
- Limited, A. (2019). ITIL foundation: ITIL (4th edition). The Stationery Office Ltd.
- Shastri, A., & Thampi, G. T. (2021). Automation of IT Service Management Processes. 2021 International Conference on Advances in Computing, Communication, and Control (ICAC3), Advances in Computing, Communication, and Control (ICAC3), 2021 International Conference On, 1–4.

Study Format Distance Learning

Study Format Distance Learning	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format myStudies

Study Format myStudies	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Managing People and Fundamentals of Business Psychology

Module Code: DLBBAEMPFB_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Stefanie Rödel (Introduction to New Work) / Prof. Dr. Stephan de la Rosa (Business Psychology)

Contributing Courses to Module

- Introduction to New Work (DLBNWENW01_E)
- Business Psychology (DLBMPS01_E)

Module Exam Type

Module Exam

Split Exam

Introduction to New Work

- Study Format "Distance Learning": Exam, 90 Minutes (50)
- Study Format "myStudies": Exam, 90 Minutes (50)

Business Psychology

- Study Format "Distance Learning": Exam, 90 Minutes
- Study Format "myStudies": Exam, 90 Minutes

Weight of Module

see curriculum

Module Contents**Introduction to New Work**

- Working world of the future
- Concept development
- New Work as an interdisciplinary approach
- Megatrends
- Effects of agile organization forms
- Leadership and cooperation in New Work
- Empowerment
- Competence development
- General conditions

Business Psychology

- General Theories of Business Psychology
- Psychology of Microeconomic Processes
- Psychology of Macroeconomic Processes
- Psychology of Change
- The Learning Organization

Learning Outcomes**Introduction to New Work**

On successful completion, students will be able to

- identify and understand the challenges of technological and societal change.
- transfer the emerging challenges to human resources management and the leadership culture in companies.
- understand the concepts of agile and fluid organizations and the resulting consequences.
- identify solutions for complex environmental factors on leadership and human resources management.

Business Psychology

On successful completion, students will be able to

- describe central economic assumptions and their influencing factors and critically question them in relation to concrete action and decision making.
- discuss important theories in the field of motivation, cognition and interaction and explain their significance for economic tasks and contexts.
- explain fundamental psychological conditioning factors and explanatory models of macroeconomic processes and phenomena and apply them to central economic issues.
- present the importance of work and essential influencing factors from a psychological perspective and derive operational possibilities for shaping work.
- differentiate essential psychological models and concepts for describing and influencing human behavior in organizations and groups.
- assess the possibilities and limits of the targeted development of organizations on the basis of central psychological theories and models and to develop behavioral recommendations.
- discuss basic psychological concepts of the learning organization and design measures for everyday working life.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Human Resources and Psychology

Links to other Study Programs of the University

All Bachelor Programmes in the Human Resources and Social Sciences fields

Introduction to New Work

Course Code: DLBNWENW01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

More and more companies leave their bureaucratic systems and hierarchical structures behind and adopt an agile style of work. Knowledge is both increasing and outdated at an increasing rate. Autonomy and creativity become of greater importance in more and more companies. Increasingly, processes and departments are set up according to agile principles. Work experiences an increasing dissolution of boundaries with both positive and negative effects. The question of how structures and corporate culture adapt better and faster to shorter innovation cycles and environmental changes affects all companies and their human resources management. It is more important than ever for knowledge and qualifications to be state of the art; consequently continuous learning needs to take a more prominent role in the work place. In the context of social and demographic change, work and organizations are moving further and further away from Taylorism and towards integral, evolutionary organizations whose work is characterized by self-management, a holistic view and meaningful tasks. This is accompanied by a change in orientation, away from bureaucracy towards democratic structures and empowerment. This course provides an introduction to the complex and contemporary theme of the new working world and work structure. Starting with a classification of the topic, we will define social megatrends as essential factors influencing human resource management and organization. Building on this, we will discuss the dipole of rigid and agile organizational structures and the resulting effects on leadership, personnel management and employees. Further, we will look at the concepts of cooperation and leadership during the implementation of new work structures and methods as well as necessary competencies. Competence development addresses how learning, attitudes and abilities are set to interact to provide companies with agile processes. Finally, we will critically reflect upon the new work concept, looking at advantages and disadvantages for those involved, predominantly in the context of legal and social conditions.

Course Outcomes

On successful completion, students will be able to

- identify and understand the challenges of technological and societal change.
- transfer the emerging challenges to human resources management and the leadership culture in companies.
- understand the concepts of agile and fluid organizations and the resulting consequences.
- identify solutions for complex environmental factors on leadership and human resources management.

Contents

1. What is New Work?
 - 1.1 The World of Work of the Future
 - 1.2 Concept Development
 - 1.3 New Work as an Interdisciplinary Approach
2. Megatrends
 - 2.1 Globalization
 - 2.2 Digitalization and Connectivity
 - 2.3 Individualization and Changing Values
 - 2.4 Demographic Change and Diversity
3. Organization of New Work
 - 3.1 Fixed Organization Forms
 - 3.2 Agile Organization Forms
 - 3.3 Effects of Agile Organization Forms
4. Empowerment, Leadership, and Cooperation
 - 4.1 Empowerment
 - 4.2 Leadership
 - 4.3 New Forms of Agile Cooperation
 - 4.4 New Frameworks, Methods, and Tools for Cooperation
5. Competence Development
 - 5.1 Competencies
 - 5.2 Settings and Mindset
 - 5.3 Continuous Learning
6. General Conditions and Criticism
 - 6.1 General Conditions
 - 6.2 Critical Classification of New Work

Literature**Compulsory Reading****Further Reading**

- Bergmann, F. (2019): *New Work, New Culture: Work We Want and a Culture That Strengthens Us*. Zero Books, Washington, S. 7–19.
- Bernstein, E. et al. (2016): *Beyond the Holacracy Hype*. Harvard Business Review, Harvard.
- Felin, T./Powell, T. C. (2016): *Designing organizations for dynamic capabilities*. In: *California Management Review, Journal 58, Magazine 4*, p. 78–96.
- Frithjof, B. (2019): *New work, new culture: work we want and a culture that strengthens us*, Winchester, UK ; Washington, USA: Zero Books.
- Haapakangas, A. et al. (2018): *Self-rated productivity and employee well-being in activity based offices: the role of environmental perceptions and workspace use*. *Building and Environment*, Heft 145, S. 115–124.
- Siangchokyoo, Nathapon; Klinger, Ryan L. (2022): *Shared Leadership and Team Performance: The Joint Effect of Team Dispositional Composition and Collective Identification*. In: *Group & Organization Management*. Feb2022, Vol. 47 Issue 1, p109-140. 32p.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support	Learning Material	Exam Preparation
<input checked="" type="checkbox"/> Course Feed	<input checked="" type="checkbox"/> Course Book	<input checked="" type="checkbox"/> Practice Exam
<input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	<input checked="" type="checkbox"/> Video	<input checked="" type="checkbox"/> Online Tests
<input checked="" type="checkbox"/> Recorded Live Sessions	<input checked="" type="checkbox"/> Slides	

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support	Learning Material	Exam Preparation
<input checked="" type="checkbox"/> Course Feed	<input checked="" type="checkbox"/> Course Book	<input checked="" type="checkbox"/> Practice Exam
<input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	<input checked="" type="checkbox"/> Video	<input checked="" type="checkbox"/> Online Tests
<input checked="" type="checkbox"/> Recorded Live Sessions	<input checked="" type="checkbox"/> Slides	

Business Psychology

Course Code: DLBMPS01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Decisions in complex situations do not follow the rules of logic, but are determined by the features of market participants' behavior. In order to better understand this behavior and to make reliable forecasts based on it, economics is recommended to include discoveries in the field of psychology. After an introduction to business psychology and its influencing factors, students are familiarized with the various theories on motivation, cognition and interaction. This course then looks into business psychology at the macro- and microeconomic level. Students learn about the psychological view on the development of countries and societies as well as the psychology of organizations and groups. In addition, the psychology of work in relation to human resources in general and job satisfaction in particular is examined. Students learn about and understand the importance of change in organizations and the principle of the learning organization. The ability to learn faster than the competition is one of the most important competitive factors. Learning organizations promote joint and individual learning and increase employee motivation towards work.

Course Outcomes

On successful completion, students will be able to

- describe central economic assumptions and their influencing factors and critically question them in relation to concrete action and decision making.
- discuss important theories in the field of motivation, cognition and interaction and explain their significance for economic tasks and contexts.
- explain fundamental psychological conditioning factors and explanatory models of macroeconomic processes and phenomena and apply them to central economic issues.
- present the importance of work and essential influencing factors from a psychological perspective and derive operational possibilities for shaping work.
- differentiate essential psychological models and concepts for describing and influencing human behavior in organizations and groups.
- assess the possibilities and limits of the targeted development of organizations on the basis of central psychological theories and models and to develop behavioral recommendations.
- discuss basic psychological concepts of the learning organization and design measures for everyday working life.

Contents

1. Business Psychology

- 1.1 Business Psychology
- 1.2 Human Behavior in the Economy
2. Fundamental Processes of Economic Behavior
 - 2.1 Perception and Processing of Information
 - 2.2 The Senses
 - 2.3 Emotions
 - 2.4 Decision-Making Theories and Decision Anomalies
3. Theories of Business Psychology
 - 3.1 Motivational Theories
 - 3.2 Theories in the Field of Cognition
 - 3.3 Theories in the Field of Interaction
4. Psychology of Microeconomic Processes I
 - 4.1 Psychology of Work Design
 - 4.2 Psychology of Job Satisfaction
 - 4.3 Psychology of Workload
5. Psychology of Microeconomic Processes II
 - 5.1 Communication Psychology
 - 5.2 Groups
 - 5.3 Conflicts
 - 5.4 Leadership
6. Psychology of Macroeconomic Processes
 - 6.1 Classical Economics
 - 6.2 Keynesian Economics
 - 6.3 Behavioral Economics
 - 6.4 Prospect Theory
 - 6.5 Nudge Theory
7. Psychology of Change
 - 7.1 Organizational Change
 - 7.2 Lewin's Change Model
 - 7.3 Transtheoretical Model of Change (TTM)
 - 7.4 Social Cognitive Theory
 - 7.5 Self-Determination Theory

8. The Future of Work
 - 8.1 A Changing Workplace
 - 8.2 Artificial Intelligence (AI)
 - 8.3 Virtual Reality (VR)

Literature

Compulsory Reading

Further Reading

- Cascio, W. F. & Aguinis, H. (2019): Applied Psychology in Talent Management 8th Edition. SAGE Publication, London PQ.
- Church, A. H., Bracken, D. W., Fleenor, J. W. & Rose, D. S. (2019): Handbook of Strategic 360. Feedback. Oxford University Press, New York.
- Highhouse, S., Doverspike, D. & Guion, R. M. (2016): Essentials of Personnel Assessment and Selection (Essentials of Industrial and Organizational Psychology) (2nd Edition). Routledge, New York.
- Paschen, M & Dihsmailer, E. (2014): The Psychology of Human Leadership: How To Develop Charisma and Authority. Springer, Heidelberg.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Business Intelligence

Module Code: DLBCSEBI

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimaldauer: 1 Semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Maik Drozdzyński (Business Intelligence) / Prof. Dr. Neil Arvin Bretana (Project: Business Intelligence)

Contributing Courses to Module

- Business Intelligence (DLBCSEBI01)
- Project: Business Intelligence (DLBCSEBI02)

Module Exam Type

Module Exam

Split Exam

Business Intelligence

- Study Format "Distance Learning": Exam, 90 Minutes

Project: Business Intelligence

- Study Format "Distance Learning": Written Assessment: Project Report

Weight of Module

see curriculum

Module Contents**Business Intelligence**

- Motivation and Conceptualization
- Data Provision
- Data Warehouse
- Modeling of Multidimensional Data Spaces
- Analysis Systems
- Distribution and Access

Project: Business Intelligence

Possible topics for the BI project include “Management of BI projects”, “Design of multidimensional data models” and “Prototypical implementation of small BI applications”.

Learning Outcomes**Business Intelligence**

On successful completion, students will be able to

- explain the motivation, use cases, and basics of Business Intelligence.
- identify and explain techniques and methods for providing and modeling data, as well as types of data relevant to BI, differentiating between them.
- explain techniques and methods for the generation and storage of information and independently select suitable methods on the basis of concrete requirements.

Project: Business Intelligence

On successful completion, students will be able to

- independently design a solution to a practical problem in the field of Business Intelligence in order to then implement a prototype and document the results.
- identify and explain typical problems and challenges in the design and practical implementation of small BI solutions.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Computer Science & Software Development

Links to other Study Programs of the University

All Bachelor Programmes in the IT & Technology fields

Business Intelligence

Course Code: DLBCSEBI01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Business Intelligence (BI) is used to obtain information from company data that is relevant for targeted corporate management and the optimization of business activities. This course introduces and discusses techniques, procedures, and models for data provision, information generation, and analysis, as well the distribution of the information obtained. You will then be able to explain the various subject areas of data warehousing and independently select methods and techniques to meet specific requirements.

Course Outcomes

On successful completion, students will be able to

- explain the motivation, use cases, and basics of Business Intelligence.
- identify and explain techniques and methods for providing and modeling data, as well as types of data relevant to BI, differentiating between them.
- explain techniques and methods for the generation and storage of information and independently select suitable methods on the basis of concrete requirements.

Contents

1. Motivation and Conceptualization
 - 1.1 Motivation and Historical Development
 - 1.2 BI as a Framework
2. Data Provision
 - 2.1 Operative and Dispositive Systems
 - 2.2 The Data Warehouse Concept
 - 2.3 Architectural Variations
3. Data Warehouse
 - 3.1 ETL Process
 - 3.2 DWH and Data Mart
 - 3.3 ODS and Metadata
4. Modelling of Multidimensional Data Spaces

- 4.1 Data Modeling
 - 4.2 OLAP Cubes
 - 4.3 Physical Storage
 - 4.4 Star and Snowflake Scheme
 - 4.5 Historization
5. Analysis Systems
 - 5.1 Free Data Research and OLAP
 - 5.2 Reporting Systems
 - 5.3 Model-Based Analysis Systems
 - 5.4 Concept-Oriented Systems
6. Distribution and Access
 - 6.1 Information Distribution
 - 6.2 Information Access

Literature**Compulsory Reading****Further Reading**

- Grossmann, W., & Rinderle-Ma, S. (2015). *Fundamentals of business intelligence*. Springer.
- Sharda, R., Delen, D., & Turban, E. (2015). *Business intelligence and analytics: Systems for decision support*. 10th Edition. Pearson.
- Sherman, R. (2014). *Business intelligence guidebook: From data integration to analytics*. Morgan Kaufmann.
- Vaisman, A., & Zimányi, E. (2022). *Data warehouse systems: Design and implementation*. Springer.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Project: Business Intelligence

Course Code: DLBCSEBI02

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Using well-known methods and techniques from the field of Business Intelligence, students will work independently on a practical question in this course. At the end of the course you will be able to independently design and prototype Business Intelligence applications based on concrete requirements.

Course Outcomes

On successful completion, students will be able to

- independently design a solution to a practical problem in the field of Business Intelligence in order to then implement a prototype and document the results.
- identify and explain typical problems and challenges in the design and practical implementation of small BI solutions.

Contents

- Implementation and documentation of practical questions regarding the use of Business Intelligence applications. Typical scenarios are, for example, "Management of BI projects", "Design of multidimensional data models" and "Prototypical implementation of small BI applications".

Literature

Compulsory Reading

Further Reading

- Christoph Meinel, Hasso Plattner, Larry Leifer (2011): Design Thinking: Understand – Improve – Apply; Springer Berlin Heidelberg
- Jeanne Liedtka (2018): Why Design Thinking Works. In: Harvard Business Review, Issue: 2018/09, pp.72–79
- Christoph Meinel, Larry J. Leifer (2021): Design Thinking Research: Interrogating the Doing; Springer International Publishing

Study Format Distance Learning

Study Format Distance Learning	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Guideline

Online and Social Media Marketing

Module Code: DLBMSM-01_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Anne-Kristin Langner (Online Marketing) / Prof. Dr. Josephine Zhou-Brock (Social Media Marketing)

Contributing Courses to Module

- Online Marketing (DLBMSM01-01_E)
- Social Media Marketing (DLBMSM02-01_E)

Module Exam Type

Module Exam

Split Exam

Online Marketing

- Study Format "Distance Learning": Written Assessment: Written Assignment

Social Media Marketing

- Study Format "myStudies": Advanced Workbook
- Study Format "Distance Learning": Advanced Workbook

Weight of Module

see curriculum

Module Contents**Online Marketing**

- Online Marketing Basics
- Online Marketing Forms and Channels
- Online Marketing Strategy
- Online Media Planning
- The Online Presence
- Mobile Marketing and Mobile Commerce
- Online law
- Online Customer Loyalty and Service
- Web Analytics

Social Media Marketing

- Basics of Social-Media-Marketing
- Social Media Marketing Within the Overall Marketing Mix
- Social Media Landscape
- Developing a Social Media Strategy
- The Role of Social Media in Innovation Management
- Operational Social Media Marketing
- Legal Terms and Conditions of Social Media
- Developments in Social Media Marketing

Learning Outcomes**Online Marketing**

On successful completion, students will be able to

- classify and strategically consider the basics relevant for Online Marketing (online communication process, electronic value creation, ...)
- know the different Online Marketing channels and to evaluate digital advertising measures strategically and operationally on this basis.
- conceive an Online Marketing strategy and make strategic and operational decisions.
- attract and retain customers through Online Marketing measures.
- measure and evaluate Online Marketing programs.
- fundamentally assess the marketing chances of a company in the World Wide Web.
- consider the importance of mobile in the Online Marketing Mix.

Social Media Marketing

On successful completion, students will be able to

- understand social implications and networking communication strategies and to apply them to the field of Social Media Marketing.
- integrate Social Media Marketing into the overall Marketing Mix.
- develop a Social Media strategy and proposals for its operational implementation.
- evaluate the different Social Media channels (Facebook, Instagram...)
- use Social Media for Innovation Management and networks.
- fundamentally assess the marketing opportunities of a company in the Social Media sector and make strategic decisions in this regard.
- evaluate developments in Social Media Marketing from a sociological as well as a business perspective.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Online & Social Media Marketing

Links to other Study Programs of the University

All Bachelor Programmes in the Marketing & Communication fields

Online Marketing

Course Code: DLBMSM01-01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

This course uses interdisciplinary fundamentals that enable students to deal with the topic of Online Marketing in an operative and strategic way. This includes business and economic principles as well as communicative multimedia basics or the consideration of the basic tonality of Online Marketing channels. This holistic view is essential for strategic planning: In addition to considering the positioning of companies in the World Wide Web, the course will also work out how Online Marketing appearances can be optimized. The measurement of success and evaluation of relevant key figures complete the comprehensive basis for the whole module. The Online Marketing course teaches basic technical terms and concepts. These include the online communication process, added value of Online Marketing as well as electronic value creation and business models. Based on this knowledge, the course discusses aspects of product suitability, pricing policy, distribution policy, the various forms of marketing and distribution on the Internet. The course expands the understanding of the strategic and especially operational Online Marketing elements such as the planning and realization of advertising campaigns through various sales channels. In addition, the increasing development of mobile communication is taken into account and Mobile Marketing is considered as part of the Online Marketing Mix. To understand the behavior of online customers the course deals with the specific effects of advertising in regards to Online Marketing. Based on the principles of customer acquisition, the course discusses customer retention and loyalty in Online Marketing, strategies and tactics for increasing customer numbers, online campaigns and the importance of online relationships. Students learn the ropes of legal aspects and the principles of the General Data Protection Regulation (GDPR) relevant to Online Marketing to legally substantiate advertising campaigns and customer approaches. This course offers students the opportunity to get to know and implement the various aspects of Online Marketing Management in practice. They learn how to assess Online Media Planning through Web Analytics and targeted monitoring. For this, students learn the relevant Key Performance Indicators (KPIs) of Online Marketing, which are an essential condition for optimizing online strategies.

Course Outcomes

On successful completion, students will be able to

- classify and strategically consider the basics relevant for Online Marketing (online communication process, electronic value creation, ...)
- know the different Online Marketing channels and to evaluate digital advertising measures strategically and operationally on this basis.
- conceive an Online Marketing strategy and make strategic and operational decisions.
- attract and retain customers through Online Marketing measures.
- measure and evaluate Online Marketing programs.
- fundamentally assess the marketing chances of a company in the World Wide Web.
- consider the importance of mobile in the Online Marketing Mix.

Contents

1. Online Marketing Basics
 - 1.1 Development and Concept of Online Marketing
 - 1.2 The Online Communication Process
 - 1.3 Electronic Added Value
 - 1.4 The Role of Online Marketing in the Marketing Mix
 - 1.5 Electronic Business Concepts and Platforms
 - 1.6 Current Developments and Trends
2. Online Marketing Forms and Channels
 - 2.1 Overview of Online Marketing Forms
 - 2.2 Affiliate and Search Engine Marketing
 - 2.3 Display Advertising and Email Marketing
 - 2.4 Social Media and Influencer Marketing
 - 2.5 Content Marketing and Storytelling
 - 2.6 Viral Marketing and Word-of-Mouth Marketing
 - 2.7 Native Advertising and Mobile Marketing
 - 2.8 Real Time Bidding and Programmatic Advertising
 - 2.9 Online PR
3. Online Marketing Strategy
 - 3.1 Set Goals and Creating a Base
 - 3.2 The Customer Journey
 - 3.3 The Right Channel Mix
 - 3.4 Defining and Analyzing KPIs
4. Online Media Planning

- 4.1 Principles of Successful Media Planning
 - 4.2 Create and Structure Media Budgets in a Targeted Manner
 - 4.3 Integrated Campaigns and Cross-Media Marketing
 - 4.4 Successful Media Mix through Campaign Management
5. The Online Presence
 - 5.1 Website and Web Design
 - 5.2 Corporate Website
 - 5.3 Landing Page
 - 5.4 Blog
 - 5.5 Online Shop
 - 5.6 Online Presentation and Distribution of Products and Services – Advantages and Disadvantages
6. Mobile Marketing and Mobile Commerce
 - 6.1 Basics and Classification of Mobile Marketing
 - 6.2 Mobile Web Versus Apps
 - 6.3 QR Code Marketing and Location-Based Services
 - 6.4 Mobile Commerce and Mobile Payment
 - 6.5 Success Factors of Mobile Campaigns
7. Online Law
 - 7.1 Legal Aspects of Online Marketing
 - 7.2 Copyright and Handling User-Generated Content
 - 7.3 The Right to One’s Own Image
 - 7.4 General Data Protection Regulation (GDPR)
8. Online Customer Loyalty and Service
 - 8.1 The AIDA Model - Expansions for Online Marketing
 - 8.2 Customer Acquisition and Loyalty in Online Marketing
 - 8.3 Online Customer Service
 - 8.4 Excursus: Mass Customization
9. Web Analytics
 - 9.1 Key Figures in Online Marketing
 - 9.2 Web Monitoring
 - 9.3 Big Data

Literature**Compulsory Reading****Further Reading**

- Chaffey, D., & Ellis-Chadwick, F. (2022). Digital marketing (8th ed.). Pearson.
- Kingsnorth, S. (2022). The Digital Marketing Handbook. KoganPage.
- Martínez-López, F. J., & López López, D. (Eds.). (2021). Advances in Digital Marketing and eCommerce. Springer Nature.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Written Assignment

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Social Media Marketing

Course Code: DLBMSM02-01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

How did Social Media become Social Media Marketing? Social Media has developed from a private communication medium to a commercialized advertising tool. A basic understanding of this development, the social implications of Social Media as well as the networked communication strategies on the Internet is the basis for an active examination of Social Media Marketing. Social Media Marketing is considered both strategically and operationally. The strategic perspective includes the aspect of strategic positioning of Social Media in the company as well as the integration into the overall marketing mix. In addition to fundamental aspects of strategy development, students will deal with the instruments of today's Social Media Marketing and the channels to use them specifically for further marketing measures and strategies in a success-oriented manner. For the active operative examination of Social Media Marketing, Social Media channels such as Facebook, Instagram, Pinterest, etc. are examined in detail in order to use them specifically for further marketing measures and strategies. Digital advertising measures that are used in Social Media are an integral part of this course. Their usage will also be considered from a legal perspective. Thus, the Social Media Marketing course teaches basic concepts such as the development of a Social Media strategy, including aspects such as content management, editorial planning or target group analysis. It deals with the usage and monitoring of different Social Media channels in a practice-oriented way and it considers the area of operative Social Media Marketing. Hence, this course provides students with a well-founded holistic view of the field of Social Media Marketing and develops the ability to use Social Media for innovation management.

Course Outcomes

On successful completion, students will be able to

- understand social implications and networking communication strategies and to apply them to the field of Social Media Marketing.
- integrate Social Media Marketing into the overall Marketing Mix.
- develop a Social Media strategy and proposals for its operational implementation.
- evaluate the different Social Media channels (Facebook, Instagram...)
- use Social Media for Innovation Management and networks.
- fundamentally assess the marketing opportunities of a company in the Social Media sector and make strategic decisions in this regard.
- evaluate developments in Social Media Marketing from a sociological as well as a business perspective.

Contents

1. Basics of Social Media Marketing
 - 1.1 The Development of Social Media and the Concept of Social Media Marketing
 - 1.2 Social Implications of Social Media
 - 1.3 The Features, Types, and Areas of Application of Social Media Marketing
 - 1.4 Classification and Activities of Social Media Users
2. Social Media Marketing Within the Overall Marketing Mix
 - 2.1 Opportunities and Risks of Social Media
 - 2.2 The Groundswell POST Method
 - 2.3 Integration within the Traditional Marketing Mix
 - 2.4 Social Media as a Customer Service Channel
 - 2.5 Goals of Social Media Marketing
 - 2.6 Relevant Key Figures to Measure Success
 - 2.7 The Strategic Positioning of Social Media at Companies
3. Social Media Landscape
 - 3.1 Overview of the Social Media Landscape
 - 3.2 Profiles of the Most Relevant Social Media Channels
 - 3.3 Target Audience/User Groups
4. Developing a Social Media Strategy
 - 4.1 What is a Strategy? Definitions
 - 4.2 Strategic Goals
 - 4.3 Steps of Developing a Social Media Strategy
 - 4.4 Online Reputation Management and Crisis Management
 - 4.5 Social Media Governance
5. The Role of Social Media in Innovation Management
 - 5.1 The Importance of the Crowd and its Applications
 - 5.2 Innovations are made possible by Interactive Value Creation, Branded Communities, Lead Users and Social Media Intelligence
 - 5.3 Social Media as a Market Research Tool
6. Operational Social Media Marketing
 - 6.1 Content Marketing and Native Advertising
 - 6.2 Viral Marketing and Word of Mouth
 - 6.3 Influencer Marketing
 - 6.4 Social Media in B2B Marketing

- 6.5 Community Management und Social Media Monitoring
- 6.6 Social Media Relations
- 6.7 Social Media Recruiting
- 6.8 Social Advertising
- 7. Legal Terms and Conditions of Social Media
 - 7.1 Legal Terms and Conditions of using Social Media
 - 7.2 General Data Protection Regulation (GDPR)
 - 7.3 User-generated Content
 - 7.4 Facebook Pixel
- 8. Developments in Social Media Marketing
 - 8.1 Social Media in a Time of Digital Transformation: A new kind of Consumption
 - 8.2 Social Products and Brands
 - 8.3 Social Commerce and Social Selling
 - 8.4 Instant Messengers and Bots
 - 8.5 The Terms "Post-Factual" and "Post-Digital"
 - 8.6 Open Leadership and Dealing with Loss of Control

Literature

Compulsory Reading

Further Reading

- Aral, S. (2020). The hype machine. How social media disrupts our elections, our economy, and our health – and how we must adapt. Random House.
- Barker, M. S., Barker, D. I., Borman, N. F., Roberts, M. L. & Zahay, D. (2017). Social media marketing. A strategic approach (2nd ed.). CENGAGE Learning.
- Butow, E., Allton, M., Herman, J., Liu, S., & Robinson, A. (2020). Ultimate guide to social media marketing. Entrepreneur Press, Fitch.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Advanced Workbook

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Advanced Workbook

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Applied Sales

Module Code: DLBDSEAS

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Tanja Moehler (Applied Sales I) / Tanja Moehler (Applied Sales II)

Contributing Courses to Module

- Applied Sales I (DLBDSEAS01)
- Applied Sales II (DLBDSEAS02)

Module Exam Type

Module Exam

Split Exam

Applied Sales I

- Study Format "Distance Learning": Exam, 90 Minutes

Applied Sales II

- Study Format "Distance Learning": Exam or Advanced Workbook, 90 Minutes

Weight of Module

see curriculum

Module Contents**Applied Sales I**

- Fundamentals of Applied Sales
- The Distribution System
- Personal Sales
- Sales Plans
- New Customer Acquisition
- A Sales Visit
- Conversational Tactics
- Conducting Negotiations
- Other Sales Channels

Applied Sales II

- Marketing and Sales
- Customer Satisfaction as a Success Factor
- Personalities in Sales
- Customer-Oriented Communication
- Presentation and Rhetoric
- Customer Loyalty
- Networking
- Case Study

Learning Outcomes

Applied Sales I

On successful completion, students will be able to

- understand the fundamentals of applied sales and place them in the context of the company.
- understand the interaction of the individual facets of applied sales.
- differentiate between and evaluate individual sales systems.
- describe current sales types and sales characteristics.
- oversee and classify the entire sales process from customer acquisition to customer retention.
- understand the basics of sales and negotiation management and apply them.
- name the usual sales instruments, recognize their advantages and disadvantages, and reflect on essential fields of application and possibilities.

Applied Sales II

On successful completion, students will be able to

- understand the interaction and the respective areas of responsibility of marketing and sales.
- reflect on and classify the goals and measures within the framework of the applied sales system.
- assess the relevance of customer satisfaction and retention. In addition, the students will be familiar with the central design elements of CRM.
- reflect on and assess alternative approaches to customer loyalty and relationship management and apply them in business practice.
- understand the meaning of the terms customer life cycle and customer value, and develop approaches to manage them in the sense of the respective sales targets.
- use descriptive presentation techniques in order to convince customers and other sales partners.
- understand the relevance of networking and develop strategies to broaden the contact base.
- develop and evaluate their own market analyses and sales concepts on the basis of practical experience within the framework of the case study.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Marketing & Sales

Links to other Study Programs of the University

All Bachelor Programmes in the Marketing & Communication fields

Applied Sales I

Course Code: DLBDSEAS01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The demands on sales thinking are growing every day. Globalized demand combined with high competition is making it increasingly difficult for companies to compete for customers. At the same time, customers are becoming better informed, while traditional supply markets are saturated and at overcapacity. In order to be successful in such an environment, sales thinking and action are required along with a new type of salesperson. Within the course Applied Sales I (Introduction), the participants are familiarized with the basic concepts of applied sales. You will learn about sales organization, dealing with alternative sales channels, and get to know the dedicated sales planning process. The contents of the module are complemented by the successful acquisition of new customers, whereby particular attention is paid to the organization and implementation of customer visits and the conduct of discussions and negotiations.

Course Outcomes

On successful completion, students will be able to

- understand the fundamentals of applied sales and place them in the context of the company.
- understand the interaction of the individual facets of applied sales.
- differentiate between and evaluate individual sales systems.
- describe current sales types and sales characteristics.
- oversee and classify the entire sales process from customer acquisition to customer retention.
- understand the basics of sales and negotiation management and apply them.
- name the usual sales instruments, recognize their advantages and disadvantages, and reflect on essential fields of application and possibilities.

Contents

1. Fundamentals of Applied Sales and Distribution
 - 1.1 Tasks and Forms of Applied Distribution
 - 1.2 Marketing as the Basis of Sales
 - 1.3 Distribution, Sales, and Other Terms
 - 1.4 Sales in Different Economic Sectors
2. The Distribution System

- 2.1 Forms of Sales
 - 2.2 Sales Organisation
 - 2.3 Key Account Management
 - 2.4 Multi-Channel Distribution
3. Personal Sales
 - 3.1 The "New Sellers"
 - 3.2 Requirements for Sales Personalities
 - 3.3 The Key Account Manager
 - 3.4 Task of Sales Managers
4. Sales Plan
 - 4.1 Tasks and Objectives of Sales Management
 - 4.2 Observation of Competition in the Context of Sales Management
 - 4.3 Potential Analyses and Sales Planning
 - 4.4 Sales Control and Visit Strategies
5. New Customer Acquisition
 - 5.1 Identification of New Customer Potential
 - 5.2 Customer Relationship Management and Customer Acquisition
 - 5.3 Trade Fairs and Events
 - 5.4 Networking
6. The Sales Visit
 - 6.1 Frequency and Preparation of Visits
 - 6.2 Conduct of a Visit
 - 6.3 Visit Reports and Follow-Up
 - 6.4 Aftercare and Follow-Up
7. Conversational Tactics
 - 7.1 Structured Conversation Preparation
 - 7.2 Goal-Oriented Conversation: The D.A.L.A.S Model
 - 7.3 Questioning Techniques
8. Conducting Negotiations
 - 8.1 Psychology of Negotiation
 - 8.2 Negotiation Structure
 - 8.3 Objection Handling
 - 8.4 Price Negotiations

9. Other Sales Channels
 - 9.1 Telemarketing
 - 9.2 Catalogue and Brochure Sales
 - 9.3 Internet and E-Commerce

Literature

Compulsory Reading

Further Reading

- Bloomfield, J. (2020). NeuroSelling: Mastering the customer conversation using the surprising science of decision making. Axon Publishing.
- Jobber, D., Lancaster, G., & Le Meunier-FitzHugh, K. (2019). Selling and sales management (10th ed.). Pearson.
- Peppers, D., & Rogers, M. (2016). Managing customer experience and relationships: A strategic framework (3rd ed.). Wiley.
- Pink, D. H. (2012). To sell is human: The surprising truth about moving others. Riverhead Books.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Applied Sales II

Course Code: DLBDSEAS02

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The course Applied Sales II builds on the basics taught in the course "Applied Sales I" and broadens and deepens them. First, the tension between marketing and sales is examined in more detail. Based on this, essential backgrounds and central target figures for successful sales management (e.g., customer satisfaction and loyalty as well as the customer life cycle) are derived and operationalized in order to create the basis for efficient and effective customer relationship management. As the process progresses, attention will also be paid to mental processes and consumer behavior in general. In addition, strategies and paths to successful negotiation are deepened and supplemented by convincing communication techniques. The course concludes with a case study in the course of which the students have the opportunity to apply what they have learned in a practice-oriented manner.

Course Outcomes

On successful completion, students will be able to

- understand the interaction and the respective areas of responsibility of marketing and sales.
- reflect on and classify the goals and measures within the framework of the applied sales system.
- assess the relevance of customer satisfaction and retention. In addition, the students will be familiar with the central design elements of CRM.
- reflect on and assess alternative approaches to customer loyalty and relationship management and apply them in business practice.
- understand the meaning of the terms customer life cycle and customer value, and develop approaches to manage them in the sense of the respective sales targets.
- use descriptive presentation techniques in order to convince customers and other sales partners.
- understand the relevance of networking and develop strategies to broaden the contact base.
- develop and evaluate their own market analyses and sales concepts on the basis of practical experience within the framework of the case study.

Contents

1. Marketing and Sales
 - 1.1 Marketing and Business Philosophy
 - 1.2 Sales Marketing in Different Economic Sectors
 - 1.3 Relationship Marketing

- 1.4 (International) Marketing and Sales Integration
2. Customer Satisfaction as a Success Factor
 - 2.1 Customer Relationship Management (CRM)
 - 2.2 Customer Orientation Success Chain
 - 2.3 Customer Relationship Strategies
3. Customer Retention
 - 3.1 Customer Retention Management
 - 3.2 Customer Retention Tools
 - 3.3 Complaints Management
4. Customer-Oriented Communications
 - 4.1 Communication and Sales Promotion by Sales Staff
 - 4.2 Sales Promotion by Sales Team
 - 4.3 Sales Promotion by the Company
5. Personalities in Sales
 - 5.1 Sales Personalities
 - 5.2 Selling in Teams
 - 5.3 Negotiating with Committees
6. Presentation and Rhetoric
 - 6.1 Rhetoric in Sales
 - 6.2 Presentation Techniques
 - 6.3 Nonverbal Communication
7. Networking
 - 7.1 Organizational Networks and Networking
 - 7.2 Building and Shaping Relationships
 - 7.3 Networking via Social Media
8. Case Study—Multi-Vendor Customer Loyalty Programs
 - 8.1 German Consumer Goods Market & Drugstore Industry Situation
 - 8.2 PAYBACK—A German Synonym for Loyalty Cards

Literature**Compulsory Reading****Further Reading**

- Homburg, C., Schäfer, H., & Schneider, J. (2012). Sales excellence: Systematic sales management. Springer Science & Business Media.
- Ingram, T. N., Schwepker, C. H., Williams, M. R., Avila, R. A., & LaForge, R. W. (2020). Salesmanagement: Analysis and decision making (10th ed.). Routledge, Taylor & Francis Group.
- Kotler, P., & Keller, K. L. (2021). Marketing management (16th, global ed.). Pearson Education

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam or Advanced Workbook, 90 Minutes

Student Workload					
Self Study 100 h	Contact Hours 0 h	Tutorial/Tutorial Support 25 h	Self Test 25 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

FinTech

Module Code: LIBFBBAEFT

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

N.N. (Crypto and Blockchain) / N.N. (FinTech)

Contributing Courses to Module

- Crypto and Blockchain (LIBFBBAEFT01)
- FinTech (LIBFBBAEFT02)

Module Exam Type

Module Exam

Split Exam

Crypto and Blockchain

- Study Format "Distance Learning": Exam, 90 Minutes

FinTech

- Study Format "Distance Learning": Written Assessment: Case Study

Weight of Module

see curriculum

Module Contents**Crypto and Blockchain**

- Money, Cryptography & Cryptocurrencies
- The Blockchain
- Crypto Assets
- Non-Fungible Tokens

FinTech

- Fintech and Fintech Disruptions
- AI & Automation
- Insurtech & Asset Management
- Regtech and the Futures of Fintech

Learning Outcomes**Crypto and Blockchain**

On successful completion, students will be able to

- define money and the role of electronic money in society.
- discuss the merits of crypto assets and the risks involved in holding them.
- analyze and comment on the merits of various crypto assets.
- discuss the role of CBDCs in society now and into the future.

FinTech

On successful completion, students will be able to

- define Fintech and its place in the financial services sector.
- discuss the merits of Fintech and incumbents and how the market is changing.
- analyze and comment on the merits of various fintech offerings.
- discuss the role of AI in financial services.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Finance & Tax Accounting

Links to other Study Programs of the University

All Bachelor Programs in the Business & Management field

Crypto and Blockchain

Course Code: LIBFBBAEFT01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Recent years have seen a proliferation in the number of crypto assets available in the market. This course considers the evolution of money from gold coins through to fiat currencies and into plastic and crypto assets considering the current state of the market and the various principal components thereof.

Course Outcomes

On successful completion, students will be able to

- define money and the role of electronic money in society.
- discuss the merits of crypto assets and the risks involved in holding them.
- analyze and comment on the merits of various crypto assets.
- discuss the role of CBDCs in society now and into the future.

Contents

1. The History of Money
 - 1.1 Gold to Coin to Paper to Plastic & Contactless
 - 1.2 The Three Features Money Has to Possess
 - 1.3 Fiat Currency, Floating and Fixed Exchange Rates
 - 1.4 The History and Developing Roles of Central Banks
2. Cryptography & Cryptocurrencies
 - 2.1 Encryption
 - 2.2 Bitcoin
 - 2.3 The Double Spend Problem
 - 2.4 The 4 Foundations of Bitcoin
 - 2.5 Mining as a Business
3. The Blockchain
 - 3.1 How a Bitcoin Transaction Works
 - 3.2 Blockchain Types
 - 3.3 What is a Block Chain?
 - 3.4 Possible Applications of Blockchain

3.5 Proof of Work and Proof of Stake

4. Crypto Assets

- 4.1 What Is a Crypto Asset?
- 4.2 Distribution of Crypto Assets
- 4.3 Initial Coin Offerings
- 4.4 ICO Versus IPO
- 4.5 Taxonomy of Crypto Assets

5. Non-Fungible Tokens

- 5.1 Fungible, Non-Fungible and Examples
- 5.2 Issuing an NFT
- 5.3 Protocols
- 5.4 Markets and Wallets
- 5.5 Recent Developments in the NFT Marketplace
- 5.6 Other Applications of NFT Technology

Literature

Compulsory Reading

- Arslanian, H. and Fischer, F. (2019) *The Future of Finance : the impact of finTech, AI, and crypto on financial services*, Palgrave Macmillan US. ProQuest Ebook Central [online]. Available through KnowledgeBank website at: <https://study.libf.ac.uk/refer.php?resource=ebookcentral&id=5829325> [Accessed: 16 June 2022]
- Industry reports and industry conference proceedings (online) as directed (updated in each iteration). Other general reading as directed by the course lead.

Further Reading

- The above-mentioned Essential Reading will be supplemented by a range of other learning resources including e-books, e-journals, online activities, web-based articles, videos, forums and blogs, either freely available or available via KnowledgeBank, as recommended by your course lecturer.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

FinTech

Course Code: LIBFBBAEFT02

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Recent years have seen huge increase in the number of technological solutions on offer to individuals and business in finance. From the challenger banks to insurance, asset management, payments and in almost every area of finance there are new offerings appearing frequently. This course covers the main sectors of financial services that are the target of Fintech companies (excluding Crypto assets). We will review the current state of the market and discuss its future direction.

Course Outcomes

On successful completion, students will be able to

- define Fintech and its place in the financial services sector.
- discuss the merits of Fintech and incumbents and how the market is changing.
- analyze and comment on the merits of various fintech offerings.
- discuss the role of AI in financial services.

Contents

1. Fintech in Context
 - 1.1 Data Speed, Processing and Memory – the History
 - 1.2 The Perfect Storm – G4, Smartphones and the Global Financial Crisis
 - 1.3 The First Online Banks
 - 1.4 The New Online Banks
 - 1.5 Fintech and the 7 Ps of Marketing
2. Fintech Disruptions
 - 2.1 Regulators and Their Sand Boxes
 - 2.2 Payments – Faster Payments and International Payments
 - 2.3 Open Banking
3. Challenger Banks
 - 3.1 Data on Challengers
 - 3.2 What is on Offer?
 - 3.3 Incumbent Responses

4. Artificial Intelligence
 - 4.1 What is Intelligence?
 - 4.2 Narrow and Broad Network Intelligence
 - 4.3 Machine Learning
 - 4.4 Neural Networks and Foundation AI
 - 4.5 AI & Automation in Fintech
5. Lending
 - 5.1 Personal Loans at Challenger Banks
 - 5.2 SME Funding via Challenger Banks
 - 5.3 Peer to Peer Lending (Curated and Direct)
 - 5.4 Online Mortgage Brokers
 - 5.5 Online Mortgages/ Equity Loans
6. Insurtech & Asset Management
 - 6.1 Insurtech vs Incumbents
 - 6.2 Products on Offer – New Developments
 - 6.3 Asset Management
 - 6.4 Bots vs People
 - 6.5 Developments in Risk Profiling
7. Regtech and the Futures of Fintech
 - 7.1 Regulatory Compliance
 - 7.2 Risk Management
 - 7.3 Financial Crime
 - 7.4 Identity Management
 - 7.5 New Developments in Fintech
 - 7.6 Product or Platform?

Literature**Compulsory Reading**

- Arslanian, H. and Fischer, F. (2019) *The Future of Finance : the impact of finTech, AI, and crypto on financial services*, Palgrave Macmillan US. ProQuest Ebook Central [online]. Available through KnowledgeBank website at: <https://study.libf.ac.uk/refer.php?resource=ebookcentral&id=5829325> [Accessed: 16 June 2022]
- Industry reports and industry conference proceedings (online) as directed (updated in each iteration). Other general reading as directed by the course lead.

Further Reading

- The above-mentioned Essential Reading will be supplemented by a range of other learning resources including e-books, e-journals, online activities, web-based articles, videos, forums and blogs, either freely available or available via KnowledgeBank, as recommended by your course lecturer.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

6. Semester

Managing People and Fundamentals of Business Psychology

Module Code: DLBBAEMPFB_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Stefanie Rödel (Introduction to New Work) / Prof. Dr. Stephan de la Rosa (Business Psychology)

Contributing Courses to Module

- Introduction to New Work (DLBNWENW01_E)
- Business Psychology (DLBMPS01_E)

Module Exam Type

Module Exam

Split Exam

Introduction to New Work

- Study Format "Distance Learning": Exam, 90 Minutes (50)
- Study Format "myStudies": Exam, 90 Minutes (50)

Business Psychology

- Study Format "Distance Learning": Exam, 90 Minutes
- Study Format "myStudies": Exam, 90 Minutes

Weight of Module

see curriculum

Module Contents**Introduction to New Work**

- Working world of the future
- Concept development
- New Work as an interdisciplinary approach
- Megatrends
- Effects of agile organization forms
- Leadership and cooperation in New Work
- Empowerment
- Competence development
- General conditions

Business Psychology

- General Theories of Business Psychology
- Psychology of Microeconomic Processes
- Psychology of Macroeconomic Processes
- Psychology of Change
- The Learning Organization

Learning Outcomes**Introduction to New Work**

On successful completion, students will be able to

- identify and understand the challenges of technological and societal change.
- transfer the emerging challenges to human resources management and the leadership culture in companies.
- understand the concepts of agile and fluid organizations and the resulting consequences.
- identify solutions for complex environmental factors on leadership and human resources management.

Business Psychology

On successful completion, students will be able to

- describe central economic assumptions and their influencing factors and critically question them in relation to concrete action and decision making.
- discuss important theories in the field of motivation, cognition and interaction and explain their significance for economic tasks and contexts.
- explain fundamental psychological conditioning factors and explanatory models of macroeconomic processes and phenomena and apply them to central economic issues.
- present the importance of work and essential influencing factors from a psychological perspective and derive operational possibilities for shaping work.
- differentiate essential psychological models and concepts for describing and influencing human behavior in organizations and groups.
- assess the possibilities and limits of the targeted development of organizations on the basis of central psychological theories and models and to develop behavioral recommendations.
- discuss basic psychological concepts of the learning organization and design measures for everyday working life.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Human Resources and Psychology

Links to other Study Programs of the University

All Bachelor Programmes in the Human Resources and Social Sciences fields

Introduction to New Work

Course Code: DLBNWENW01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

More and more companies leave their bureaucratic systems and hierarchical structures behind and adopt an agile style of work. Knowledge is both increasing and outdated at an increasing rate. Autonomy and creativity become of greater importance in more and more companies. Increasingly, processes and departments are set up according to agile principles. Work experiences an increasing dissolution of boundaries with both positive and negative effects. The question of how structures and corporate culture adapt better and faster to shorter innovation cycles and environmental changes affects all companies and their human resources management. It is more important than ever for knowledge and qualifications to be state of the art; consequently continuous learning needs to take a more prominent role in the work place. In the context of social and demographic change, work and organizations are moving further and further away from Taylorism and towards integral, evolutionary organizations whose work is characterized by self-management, a holistic view and meaningful tasks. This is accompanied by a change in orientation, away from bureaucracy towards democratic structures and empowerment. This course provides an introduction to the complex and contemporary theme of the new working world and work structure. Starting with a classification of the topic, we will define social megatrends as essential factors influencing human resource management and organization. Building on this, we will discuss the dipole of rigid and agile organizational structures and the resulting effects on leadership, personnel management and employees. Further, we will look at the concepts of cooperation and leadership during the implementation of new work structures and methods as well as necessary competencies. Competence development addresses how learning, attitudes and abilities are set to interact to provide companies with agile processes. Finally, we will critically reflect upon the new work concept, looking at advantages and disadvantages for those involved, predominantly in the context of legal and social conditions.

Course Outcomes

On successful completion, students will be able to

- identify and understand the challenges of technological and societal change.
- transfer the emerging challenges to human resources management and the leadership culture in companies.
- understand the concepts of agile and fluid organizations and the resulting consequences.
- identify solutions for complex environmental factors on leadership and human resources management.

Contents

1. What is New Work?
 - 1.1 The World of Work of the Future
 - 1.2 Concept Development
 - 1.3 New Work as an Interdisciplinary Approach
2. Megatrends
 - 2.1 Globalization
 - 2.2 Digitalization and Connectivity
 - 2.3 Individualization and Changing Values
 - 2.4 Demographic Change and Diversity
3. Organization of New Work
 - 3.1 Fixed Organization Forms
 - 3.2 Agile Organization Forms
 - 3.3 Effects of Agile Organization Forms
4. Empowerment, Leadership, and Cooperation
 - 4.1 Empowerment
 - 4.2 Leadership
 - 4.3 New Forms of Agile Cooperation
 - 4.4 New Frameworks, Methods, and Tools for Cooperation
5. Competence Development
 - 5.1 Competencies
 - 5.2 Settings and Mindset
 - 5.3 Continuous Learning
6. General Conditions and Criticism
 - 6.1 General Conditions
 - 6.2 Critical Classification of New Work

Literature**Compulsory Reading****Further Reading**

- Bergmann, F. (2019): *New Work, New Culture: Work We Want and a Culture That Strengthens Us*. Zero Books, Washington, S. 7–19.
- Bernstein, E. et al. (2016): *Beyond the Holacracy Hype*. Harvard Business Review, Harvard.
- Felin, T./Powell, T. C. (2016): *Designing organizations for dynamic capabilities*. In: *California Management Review, Journal 58, Magazine 4*, p. 78–96.
- Frithjof, B. (2019): *New work, new culture: work we want and a culture that strengthens us*, Winchester, UK ; Washington, USA: Zero Books.
- Haapakangas, A. et al. (2018): *Self-rated productivity and employee well-being in activity based offices: the role of environmental perceptions and workspace use*. *Building and Environment*, Heft 145, S. 115–124.
- Siangchokyoo, Nathapon; Klinger, Ryan L. (2022): *Shared Leadership and Team Performance: The Joint Effect of Team Dispositional Composition and Collective Identification*. In: *Group & Organization Management*. Feb2022, Vol. 47 Issue 1, p109-140. 32p.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Business Psychology

Course Code: DLBMPS01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Decisions in complex situations do not follow the rules of logic, but are determined by the features of market participants' behavior. In order to better understand this behavior and to make reliable forecasts based on it, economics is recommended to include discoveries in the field of psychology. After an introduction to business psychology and its influencing factors, students are familiarized with the various theories on motivation, cognition and interaction. This course then looks into business psychology at the macro- and microeconomic level. Students learn about the psychological view on the development of countries and societies as well as the psychology of organizations and groups. In addition, the psychology of work in relation to human resources in general and job satisfaction in particular is examined. Students learn about and understand the importance of change in organizations and the principle of the learning organization. The ability to learn faster than the competition is one of the most important competitive factors. Learning organizations promote joint and individual learning and increase employee motivation towards work.

Course Outcomes

On successful completion, students will be able to

- describe central economic assumptions and their influencing factors and critically question them in relation to concrete action and decision making.
- discuss important theories in the field of motivation, cognition and interaction and explain their significance for economic tasks and contexts.
- explain fundamental psychological conditioning factors and explanatory models of macroeconomic processes and phenomena and apply them to central economic issues.
- present the importance of work and essential influencing factors from a psychological perspective and derive operational possibilities for shaping work.
- differentiate essential psychological models and concepts for describing and influencing human behavior in organizations and groups.
- assess the possibilities and limits of the targeted development of organizations on the basis of central psychological theories and models and to develop behavioral recommendations.
- discuss basic psychological concepts of the learning organization and design measures for everyday working life.

Contents

1. Business Psychology

- 1.1 Business Psychology
- 1.2 Human Behavior in the Economy
2. Fundamental Processes of Economic Behavior
 - 2.1 Perception and Processing of Information
 - 2.2 The Senses
 - 2.3 Emotions
 - 2.4 Decision-Making Theories and Decision Anomalies
3. Theories of Business Psychology
 - 3.1 Motivational Theories
 - 3.2 Theories in the Field of Cognition
 - 3.3 Theories in the Field of Interaction
4. Psychology of Microeconomic Processes I
 - 4.1 Psychology of Work Design
 - 4.2 Psychology of Job Satisfaction
 - 4.3 Psychology of Workload
5. Psychology of Microeconomic Processes II
 - 5.1 Communication Psychology
 - 5.2 Groups
 - 5.3 Conflicts
 - 5.4 Leadership
6. Psychology of Macroeconomic Processes
 - 6.1 Classical Economics
 - 6.2 Keynesian Economics
 - 6.3 Behavioral Economics
 - 6.4 Prospect Theory
 - 6.5 Nudge Theory
7. Psychology of Change
 - 7.1 Organizational Change
 - 7.2 Lewin's Change Model
 - 7.3 Transtheoretical Model of Change (TTM)
 - 7.4 Social Cognitive Theory
 - 7.5 Self-Determination Theory

8. The Future of Work
 - 8.1 A Changing Workplace
 - 8.2 Artificial Intelligence (AI)
 - 8.3 Virtual Reality (VR)

Literature

Compulsory Reading

Further Reading

- Cascio, W. F. & Aguinis, H. (2019): Applied Psychology in Talent Management 8th Edition. SAGE Publication, London PQ.
- Church, A. H., Bracken, D. W., Fleenor, J. W. & Rose, D. S. (2019): Handbook of Strategic 360. Feedback. Oxford University Press, New York.
- Highhouse, S., Doverspike, D. & Guion, R. M. (2016): Essentials of Personnel Assessment and Selection (Essentials of Industrial and Organizational Psychology) (2nd Edition). Routledge, New York.
- Paschen, M & Dihmaier, E. (2014): The Psychology of Human Leadership: How To Develop Charisma and Authority. Springer, Heidelberg.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Salesforce Platform Management

Module Code: DLSFPM

Module Type	Admission Requirements	Study Level	CP	Student Workload
see curriculum	none	BA	10	300 h

Semester / Term	Duration	Regularly offered in	Language of Instruction and Examination
see curriculum	Minimum 1 semester	WiSe/SoSe	English

Module Coordinator

Prof. Dr. Thomas Bolz (Salesforce Fundamentals) / Prof. Dr. Thomas Bolz (CRM with Salesforce Service Cloud)

Contributing Courses to Module

- Salesforce Fundamentals (DLSFPM01)
- CRM with Salesforce Service Cloud (DLSFPM02)

Module Exam Type

Module Exam	Split Exam
	<p><u>Salesforce Fundamentals</u></p> <ul style="list-style-type: none"> • Study Format "Distance Learning": Written Assessment: Project Report • Study Format "myStudies": Written Assessment: Project Report • Study Format "Duales myStudium": Written Assessment: Project Report <p><u>CRM with Salesforce Service Cloud</u></p> <ul style="list-style-type: none"> • Study Format "Distance Learning": Oral Project Report • Study Format "Duales myStudium": Oral Project Report • Study Format "myStudies": Oral Project Report

Weight of Module

see curriculum

Module Contents**Salesforce Fundamentals**

Using the learning platform trailhead students will learn the fundamentals of Salesforce. At the end of the course students will be able to administer the Salesforce platform. This module prepares them for the Salesforce administrator certification.

CRM with Salesforce Service Cloud

Using the learning platform trailhead students will learn how to manage customer relationships with Salesforce platform. At the end of the course they will be able to manage the Salesforce service cloud. This module prepares students for the Salesforce service cloud certification.

Learning Outcomes**Salesforce Fundamentals**

On successful completion, students will be able to

- define what Salesforce and customer relationship management is.
- describe and compare the different options for importing and exporting data in Salesforce.
- create reports and visualize key business metrics in real-time in Salesforce.
- create a simple Salesforce app.
- control access to data using security tools in Salesforce.

CRM with Salesforce Service Cloud

On successful completion, students will be able to

- set up customer service with Salesforce service cloud.
- lead a customer service team in the digital era.
- create digital engagement on multiple channels.
- define service cloud goals and metrics.
- automate case management.
- improve customer service using artificial intelligence.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Marketing & Sales

Links to other Study Programs of the University

All Bachelor Programmes in the Marketing & Communication fields

Salesforce Fundamentals

Course Code: DLSFPM01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Salesforce is the most used software solution for customer relationship management worldwide. Using the learning platform trailhead students will learn independently the fundamentals of Salesforce. The course introduces Salesforce and explains how to administrate it. Additionally, it presents essentials of the Salesforce platform.

Course Outcomes

On successful completion, students will be able to

- define what Salesforce and customer relationship management is.
- describe and compare the different options for importing and exporting data in Salesforce.
- create reports and visualize key business metrics in real-time in Salesforce.
- create a simple Salesforce app.
- control access to data using security tools in Salesforce.

Contents

- The content on the learning platform focuses on the features and the functionality used to maintain a Salesforce implementation. It provides general knowledge of the features available to end users and the configuration options available to a Salesforce administrator. Furthermore, the content enables to maintain a Salesforce organization, respond to common business requirements, and perform administrative functions using current Salesforce features.

Literature

Compulsory Reading

Further Reading

- Eason, J. (2014): Android Studio 1.0. (URL: <http://android-developers.blogspot.de/2014/12/android-studio-10.html> [accessed: 22.04.2016]).

Study Format Distance Learning

Study Format Distance Learning	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format myStudies

Study Format myStudies	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format Duales myStudium

Study Format Duales myStudium	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

CRM with Salesforce Service Cloud

Course Code: DLSFPM02

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

This course facilitates key aspects of setting up customer service with Salesforce service cloud on the learning platform trailhead. The course describes how to implement Salesforce service cloud and manage it. It enables to make better business decisions based on customer service data and to create a service metrics strategy. The course shows how to create processes to help support teams become more efficient and manage large data volumes within Salesforce and prepares students for the Salesforce service cloud certification.

Course Outcomes

On successful completion, students will be able to

- set up customer service with Salesforce service cloud.
- lead a customer service team in the digital era.
- create digital engagement on multiple channels.
- define service cloud goals and metrics.
- automate case management.
- improve customer service using artificial intelligence.

Contents

- The content on the learning platform focuses on designing and deploying solutions that support customer business processes and requirements using Salesforce applications. The content enables to design solutions using the Service Cloud functionality and to lead the implementation of these solutions within a customer organization.

Literature

Compulsory Reading

Further Reading

- Eason, J. (2014): Android Studio 1.0. (URL: <http://android-developers.blogspot.de/2014/12/android-studio-10.html> [accessed: 22.04.2016]).

Study Format Distance Learning

Study Format Distance Learning	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Oral Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format Duales myStudium

Study Format Duales myStudium	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Oral Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format myStudies

Study Format myStudies	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Oral Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Business Intelligence

Module Code: DLBCSEBI

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimaldauer: 1 Semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Maik Drozdzyński (Business Intelligence) / Prof. Dr. Neil Arvin Bretana (Project: Business Intelligence)

Contributing Courses to Module

- Business Intelligence (DLBCSEBI01)
- Project: Business Intelligence (DLBCSEBI02)

Module Exam Type

Module Exam

Split Exam

Business Intelligence

- Study Format "Distance Learning": Exam, 90 Minutes

Project: Business Intelligence

- Study Format "Distance Learning": Written Assessment: Project Report

Weight of Module

see curriculum

Module Contents**Business Intelligence**

- Motivation and Conceptualization
- Data Provision
- Data Warehouse
- Modeling of Multidimensional Data Spaces
- Analysis Systems
- Distribution and Access

Project: Business Intelligence

Possible topics for the BI project include “Management of BI projects”, “Design of multidimensional data models” and “Prototypical implementation of small BI applications”.

Learning Outcomes**Business Intelligence**

On successful completion, students will be able to

- explain the motivation, use cases, and basics of Business Intelligence.
- identify and explain techniques and methods for providing and modeling data, as well as types of data relevant to BI, differentiating between them.
- explain techniques and methods for the generation and storage of information and independently select suitable methods on the basis of concrete requirements.

Project: Business Intelligence

On successful completion, students will be able to

- independently design a solution to a practical problem in the field of Business Intelligence in order to then implement a prototype and document the results.
- identify and explain typical problems and challenges in the design and practical implementation of small BI solutions.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Computer Science & Software Development

Links to other Study Programs of the University

All Bachelor Programmes in the IT & Technology fields

Business Intelligence

Course Code: DLBCSEBI01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Business Intelligence (BI) is used to obtain information from company data that is relevant for targeted corporate management and the optimization of business activities. This course introduces and discusses techniques, procedures, and models for data provision, information generation, and analysis, as well the distribution of the information obtained. You will then be able to explain the various subject areas of data warehousing and independently select methods and techniques to meet specific requirements.

Course Outcomes

On successful completion, students will be able to

- explain the motivation, use cases, and basics of Business Intelligence.
- identify and explain techniques and methods for providing and modeling data, as well as types of data relevant to BI, differentiating between them.
- explain techniques and methods for the generation and storage of information and independently select suitable methods on the basis of concrete requirements.

Contents

1. Motivation and Conceptualization
 - 1.1 Motivation and Historical Development
 - 1.2 BI as a Framework
2. Data Provision
 - 2.1 Operative and Dispositive Systems
 - 2.2 The Data Warehouse Concept
 - 2.3 Architectural Variations
3. Data Warehouse
 - 3.1 ETL Process
 - 3.2 DWH and Data Mart
 - 3.3 ODS and Metadata
4. Modelling of Multidimensional Data Spaces

- 4.1 Data Modeling
 - 4.2 OLAP Cubes
 - 4.3 Physical Storage
 - 4.4 Star and Snowflake Scheme
 - 4.5 Historization
5. Analysis Systems
 - 5.1 Free Data Research and OLAP
 - 5.2 Reporting Systems
 - 5.3 Model-Based Analysis Systems
 - 5.4 Concept-Oriented Systems
6. Distribution and Access
 - 6.1 Information Distribution
 - 6.2 Information Access

Literature**Compulsory Reading****Further Reading**

- Grossmann, W., & Rinderle-Ma, S. (2015). *Fundamentals of business intelligence*. Springer.
- Sharda, R., Delen, D., & Turban, E. (2015). *Business intelligence and analytics: Systems for decision support*. 10th Edition. Pearson.
- Sherman, R. (2014). *Business intelligence guidebook: From data integration to analytics*. Morgan Kaufmann.
- Vaisman, A., & Zimányi, E. (2022). *Data warehouse systems: Design and implementation*. Springer.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Project: Business Intelligence

Course Code: DLBCSEBI02

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Using well-known methods and techniques from the field of Business Intelligence, students will work independently on a practical question in this course. At the end of the course you will be able to independently design and prototype Business Intelligence applications based on concrete requirements.

Course Outcomes

On successful completion, students will be able to

- independently design a solution to a practical problem in the field of Business Intelligence in order to then implement a prototype and document the results.
- identify and explain typical problems and challenges in the design and practical implementation of small BI solutions.

Contents

- Implementation and documentation of practical questions regarding the use of Business Intelligence applications. Typical scenarios are, for example, "Management of BI projects", "Design of multidimensional data models" and "Prototypical implementation of small BI applications".

Literature

Compulsory Reading

Further Reading

- Christoph Meinel, Hasso Plattner, Larry Leifer (2011): Design Thinking: Understand – Improve – Apply; Springer Berlin Heidelberg
- Jeanne Liedtka (2018): Why Design Thinking Works. In: Harvard Business Review, Issue: 2018/09, pp.72–79
- Christoph Meinel, Larry J. Leifer (2021): Design Thinking Research: Interrogating the Doing; Springer International Publishing

Study Format Distance Learning

Study Format Distance Learning	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Guideline

Salesforce Platform Development

Module Code: DLSFPD

Module Type	Admission Requirements	Study Level	CP	Student Workload
see curriculum	none	BA	10	300 h

Semester / Term	Duration	Regularly offered in	Language of Instruction and Examination
see curriculum	Minimum 1 semester	WiSe/SoSe	English

Module Coordinator

Prof. Dr. Thomas Bolz (Salesforce Platform App Builder) / Prof. Dr. Thomas Bolz (Salesforce Platform Developer)

Contributing Courses to Module

- Salesforce Platform App Builder (DLSFPD01)
- Salesforce Platform Developer (DLSFPD02)

Module Exam Type

Module Exam	Split Exam
	<p><u>Salesforce Platform App Builder</u></p> <ul style="list-style-type: none"> • Study Format "Duales myStudium": Written Assessment: Project Report • Study Format "myStudies": Written Assessment: Project Report • Study Format "Distance Learning": Written Assessment: Project Report <p><u>Salesforce Platform Developer</u></p> <ul style="list-style-type: none"> • Study Format "Distance Learning": Oral Project Report • Study Format "Duales myStudium": Oral Project Report • Study Format "myStudies": Oral Project Report

Weight of Module

see curriculum

Module Contents**Salesforce Platform App Builder**

Using the learning platform Trailhead students will learn the fundamentals of Salesforce. At the end of the course, the students will be able to design, build and deploy custom applications. This course prepares them for the Salesforce Platform App Builder Certification.

Salesforce Platform Developer

Using the learning platform Trailhead students will learn how to develop own applications, built from various parts of the Salesforce platform. At the end of the course they will be able to use Apex, Visualforce and basic Lightning components. This course prepares the students for the Salesforce Platform Developer I Certification.

Learning Outcomes**Salesforce Platform App Builder**

On successful completion, students will be able to

- define what Salesforce and customer relationship management is,
- design the data model, user interface, and business logic for custom applications,
- customize applications for mobile use,
- design reports and dashboards,
- manage application security and deploy custom applications.

Salesforce Platform Developer

On successful completion, students will be able to

- develop own applications using Apex and basic Lightning components,
- write SOSL, SOQL and DML statements,
- use Visualforce to build custom user interfaces for mobile and web apps,
- build reusable, performant components that follow modern web standards,
- use the built-in testing framework to test Apex and Visualforce.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Marketing & Sales

Links to other Study Programs of the University

All Bachelor Programs in the Marketing & Communication field

Salesforce Platform App Builder

Course Code: DLSFPD01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Salesforce is the most used software solution for customer relationship management worldwide. This solution can be customized and personalized for the needs of customers, partners and employees. Using the learning platform Trailhead, students will learn independently the fundamentals of Salesforce and the development of customized application. This course prepares students for the Salesforce Platform App Builder Certification.

Course Outcomes

On successful completion, students will be able to

- define what Salesforce and customer relationship management is,
- design the data model, user interface, and business logic for custom applications,
- customize applications for mobile use,
- design reports and dashboards,
- manage application security and deploy custom applications.

Contents

- The content on the learning platform focuses on the features and functionality to design, build and deploy custom applications. The content also provides knowledge to define business logic and process automation declaratively. Furthermore, the design and management of the correct data models and the customization of applications for individual needs is included in this course. Thus, the content of this course enables to automate repetitive tasks and to optimize processes in customer organizations.

Literature**Compulsory Reading****Further Reading**

- Gupta, R. (2019): Salesforce Platform App Builder Certification. A Practical Study Guide. 1st ed., Apress.
- Weinmeister, P. (2019): Practical Salesforce Development Without Code. Building Declarative Solutions on the Salesforce Platform. 2nd ed., Apress, Berkeley.
- Shaalan, S. (2020): Salesforce for Beginners. A step-by-step guide to creating, managing, and automating sales and marketing processes. Packt Publishing, Birmingham.
- Benioff, M./Langlely, M. (2019): Trailblazer. The Power of Business as the Greatest Platform for Change. 1st ed.

Study Format Duales myStudium

Study Format Duales myStudium	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format myStudies

Study Format myStudies	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Guideline

Salesforce Platform Developer

Course Code: DLSFPD02

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The Salesforce platform not only forms the foundation of core Salesforce products like Sales Cloud and Service Cloud, but it is also possible to build own functionalities and own applications. Using the learning platform Trailhead, students will learn how to use the programmatic pillars of the Salesforce platform: Lightning components, Apex and Visualforce. This course prepares students for the Salesforce Platform Developer I Certification.

Course Outcomes

On successful completion, students will be able to

- develop own applications using Apex and basic Lightning components,
- write SOSL, SOQL and DML statements,
- use Visualforce to build custom user interfaces for mobile and web apps,
- build reusable, performant components that follow modern web standards,
- use the built-in testing framework to test Apex and Visualforce.

Contents

- The content on the learning platform focuses on the development of own functionality and own applications, built from various parts of the Salesforce platform. The content enables to use the programmatic elements Lightning components, Apex and Visualforce. Furthermore, knowledge is provided for data modeling, process automation, user interface design, testing and deployment. Thus, the content of this course enables to extend Salesforce by individual applications to cover the needs in customer organizations.

Literature

Compulsory Reading

Further Reading

- Salesforce (2020): Developer Documentation. (URL: <https://developer.salesforce.com/docs/> [accessed: 12.12.2020])

Study Format Distance Learning

Study Format Distance Learning	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Oral Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format Duales myStudium

Study Format Duales myStudium	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Oral Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format myStudies

Study Format myStudies	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Oral Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Guideline

Online and Social Media Marketing

Module Code: DLBMSM-01_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Anne-Kristin Langner (Online Marketing) / Prof. Dr. Josephine Zhou-Brock (Social Media Marketing)

Contributing Courses to Module

- Online Marketing (DLBMSM01-01_E)
- Social Media Marketing (DLBMSM02-01_E)

Module Exam Type

Module Exam

Split Exam

Online Marketing

- Study Format "Distance Learning": Written Assessment: Written Assignment

Social Media Marketing

- Study Format "myStudies": Advanced Workbook
- Study Format "Distance Learning": Advanced Workbook

Weight of Module

see curriculum

Module Contents**Online Marketing**

- Online Marketing Basics
- Online Marketing Forms and Channels
- Online Marketing Strategy
- Online Media Planning
- The Online Presence
- Mobile Marketing and Mobile Commerce
- Online law
- Online Customer Loyalty and Service
- Web Analytics

Social Media Marketing

- Basics of Social-Media-Marketing
- Social Media Marketing Within the Overall Marketing Mix
- Social Media Landscape
- Developing a Social Media Strategy
- The Role of Social Media in Innovation Management
- Operational Social Media Marketing
- Legal Terms and Conditions of Social Media
- Developments in Social Media Marketing

Learning Outcomes**Online Marketing**

On successful completion, students will be able to

- classify and strategically consider the basics relevant for Online Marketing (online communication process, electronic value creation, ...)
- know the different Online Marketing channels and to evaluate digital advertising measures strategically and operationally on this basis.
- conceive an Online Marketing strategy and make strategic and operational decisions.
- attract and retain customers through Online Marketing measures.
- measure and evaluate Online Marketing programs.
- fundamentally assess the marketing chances of a company in the World Wide Web.
- consider the importance of mobile in the Online Marketing Mix.

Social Media Marketing

On successful completion, students will be able to

- understand social implications and networking communication strategies and to apply them to the field of Social Media Marketing.
- integrate Social Media Marketing into the overall Marketing Mix.
- develop a Social Media strategy and proposals for its operational implementation.
- evaluate the different Social Media channels (Facebook, Instagram...)
- use Social Media for Innovation Management and networks.
- fundamentally assess the marketing opportunities of a company in the Social Media sector and make strategic decisions in this regard.
- evaluate developments in Social Media Marketing from a sociological as well as a business perspective.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Online & Social Media Marketing

Links to other Study Programs of the University

All Bachelor Programmes in the Marketing & Communication fields

Online Marketing

Course Code: DLBMSM01-01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

This course uses interdisciplinary fundamentals that enable students to deal with the topic of Online Marketing in an operative and strategic way. This includes business and economic principles as well as communicative multimedia basics or the consideration of the basic tonality of Online Marketing channels. This holistic view is essential for strategic planning: In addition to considering the positioning of companies in the World Wide Web, the course will also work out how Online Marketing appearances can be optimized. The measurement of success and evaluation of relevant key figures complete the comprehensive basis for the whole module. The Online Marketing course teaches basic technical terms and concepts. These include the online communication process, added value of Online Marketing as well as electronic value creation and business models. Based on this knowledge, the course discusses aspects of product suitability, pricing policy, distribution policy, the various forms of marketing and distribution on the Internet. The course expands the understanding of the strategic and especially operational Online Marketing elements such as the planning and realization of advertising campaigns through various sales channels. In addition, the increasing development of mobile communication is taken into account and Mobile Marketing is considered as part of the Online Marketing Mix. To understand the behavior of online customers the course deals with the specific effects of advertising in regards to Online Marketing. Based on the principles of customer acquisition, the course discusses customer retention and loyalty in Online Marketing, strategies and tactics for increasing customer numbers, online campaigns and the importance of online relationships. Students learn the ropes of legal aspects and the principles of the General Data Protection Regulation (GDPR) relevant to Online Marketing to legally substantiate advertising campaigns and customer approaches. This course offers students the opportunity to get to know and implement the various aspects of Online Marketing Management in practice. They learn how to assess Online Media Planning through Web Analytics and targeted monitoring. For this, students learn the relevant Key Performance Indicators (KPIs) of Online Marketing, which are an essential condition for optimizing online strategies.

Course Outcomes

On successful completion, students will be able to

- classify and strategically consider the basics relevant for Online Marketing (online communication process, electronic value creation, ...)
- know the different Online Marketing channels and to evaluate digital advertising measures strategically and operationally on this basis.
- conceive an Online Marketing strategy and make strategic and operational decisions.
- attract and retain customers through Online Marketing measures.
- measure and evaluate Online Marketing programs.
- fundamentally assess the marketing chances of a company in the World Wide Web.
- consider the importance of mobile in the Online Marketing Mix.

Contents

1. Online Marketing Basics
 - 1.1 Development and Concept of Online Marketing
 - 1.2 The Online Communication Process
 - 1.3 Electronic Added Value
 - 1.4 The Role of Online Marketing in the Marketing Mix
 - 1.5 Electronic Business Concepts and Platforms
 - 1.6 Current Developments and Trends
2. Online Marketing Forms and Channels
 - 2.1 Overview of Online Marketing Forms
 - 2.2 Affiliate and Search Engine Marketing
 - 2.3 Display Advertising and Email Marketing
 - 2.4 Social Media and Influencer Marketing
 - 2.5 Content Marketing and Storytelling
 - 2.6 Viral Marketing and Word-of-Mouth Marketing
 - 2.7 Native Advertising and Mobile Marketing
 - 2.8 Real Time Bidding and Programmatic Advertising
 - 2.9 Online PR
3. Online Marketing Strategy
 - 3.1 Set Goals and Creating a Base
 - 3.2 The Customer Journey
 - 3.3 The Right Channel Mix
 - 3.4 Defining and Analyzing KPIs
4. Online Media Planning

- 4.1 Principles of Successful Media Planning
- 4.2 Create and Structure Media Budgets in a Targeted Manner
- 4.3 Integrated Campaigns and Cross-Media Marketing
- 4.4 Successful Media Mix through Campaign Management
5. The Online Presence
 - 5.1 Website and Web Design
 - 5.2 Corporate Website
 - 5.3 Landing Page
 - 5.4 Blog
 - 5.5 Online Shop
 - 5.6 Online Presentation and Distribution of Products and Services – Advantages and Disadvantages
6. Mobile Marketing and Mobile Commerce
 - 6.1 Basics and Classification of Mobile Marketing
 - 6.2 Mobile Web Versus Apps
 - 6.3 QR Code Marketing and Location-Based Services
 - 6.4 Mobile Commerce and Mobile Payment
 - 6.5 Success Factors of Mobile Campaigns
7. Online Law
 - 7.1 Legal Aspects of Online Marketing
 - 7.2 Copyright and Handling User-Generated Content
 - 7.3 The Right to One's Own Image
 - 7.4 General Data Protection Regulation (GDPR)
8. Online Customer Loyalty and Service
 - 8.1 The AIDA Model - Expansions for Online Marketing
 - 8.2 Customer Acquisition and Loyalty in Online Marketing
 - 8.3 Online Customer Service
 - 8.4 Excursus: Mass Customization
9. Web Analytics
 - 9.1 Key Figures in Online Marketing
 - 9.2 Web Monitoring
 - 9.3 Big Data

Literature**Compulsory Reading****Further Reading**

- Chaffey, D., & Ellis-Chadwick, F. (2022). Digital marketing (8th ed.). Pearson.
- Kingsnorth, S. (2022). The Digital Marketing Handbook. KoganPage.
- Martínez-López, F. J., & López López, D. (Eds.). (2021). Advances in Digital Marketing and eCommerce. Springer Nature.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Written Assignment

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Social Media Marketing

Course Code: DLBMSM02-01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

How did Social Media become Social Media Marketing? Social Media has developed from a private communication medium to a commercialized advertising tool. A basic understanding of this development, the social implications of Social Media as well as the networked communication strategies on the Internet is the basis for an active examination of Social Media Marketing. Social Media Marketing is considered both strategically and operationally. The strategic perspective includes the aspect of strategic positioning of Social Media in the company as well as the integration into the overall marketing mix. In addition to fundamental aspects of strategy development, students will deal with the instruments of today's Social Media Marketing and the channels to use them specifically for further marketing measures and strategies in a success-oriented manner. For the active operative examination of Social Media Marketing, Social Media channels such as Facebook, Instagram, Pinterest, etc. are examined in detail in order to use them specifically for further marketing measures and strategies. Digital advertising measures that are used in Social Media are an integral part of this course. Their usage will also be considered from a legal perspective. Thus, the Social Media Marketing course teaches basic concepts such as the development of a Social Media strategy, including aspects such as content management, editorial planning or target group analysis. It deals with the usage and monitoring of different Social Media channels in a practice-oriented way and it considers the area of operative Social Media Marketing. Hence, this course provides students with a well-founded holistic view of the field of Social Media Marketing and develops the ability to use Social Media for innovation management.

Course Outcomes

On successful completion, students will be able to

- understand social implications and networking communication strategies and to apply them to the field of Social Media Marketing.
- integrate Social Media Marketing into the overall Marketing Mix.
- develop a Social Media strategy and proposals for its operational implementation.
- evaluate the different Social Media channels (Facebook, Instagram...)
- use Social Media for Innovation Management and networks.
- fundamentally assess the marketing opportunities of a company in the Social Media sector and make strategic decisions in this regard.
- evaluate developments in Social Media Marketing from a sociological as well as a business perspective.

Contents

1. Basics of Social Media Marketing
 - 1.1 The Development of Social Media and the Concept of Social Media Marketing
 - 1.2 Social Implications of Social Media
 - 1.3 The Features, Types, and Areas of Application of Social Media Marketing
 - 1.4 Classification and Activities of Social Media Users
2. Social Media Marketing Within the Overall Marketing Mix
 - 2.1 Opportunities and Risks of Social Media
 - 2.2 The Groundswell POST Method
 - 2.3 Integration within the Traditional Marketing Mix
 - 2.4 Social Media as a Customer Service Channel
 - 2.5 Goals of Social Media Marketing
 - 2.6 Relevant Key Figures to Measure Success
 - 2.7 The Strategic Positioning of Social Media at Companies
3. Social Media Landscape
 - 3.1 Overview of the Social Media Landscape
 - 3.2 Profiles of the Most Relevant Social Media Channels
 - 3.3 Target Audience/User Groups
4. Developing a Social Media Strategy
 - 4.1 What is a Strategy? Definitions
 - 4.2 Strategic Goals
 - 4.3 Steps of Developing a Social Media Strategy
 - 4.4 Online Reputation Management and Crisis Management
 - 4.5 Social Media Governance
5. The Role of Social Media in Innovation Management
 - 5.1 The Importance of the Crowd and its Applications
 - 5.2 Innovations are made possible by Interactive Value Creation, Branded Communities, Lead Users and Social Media Intelligence
 - 5.3 Social Media as a Market Research Tool
6. Operational Social Media Marketing
 - 6.1 Content Marketing and Native Advertising
 - 6.2 Viral Marketing and Word of Mouth
 - 6.3 Influencer Marketing
 - 6.4 Social Media in B2B Marketing

6.5	Community Management und Social Media Monitoring
6.6	Social Media Relations
6.7	Social Media Recruiting
6.8	Social Advertising
7.	Legal Terms and Conditions of Social Media
7.1	Legal Terms and Conditions of using Social Media
7.2	General Data Protection Regulation (GDPR)
7.3	User-generated Content
7.4	Facebook Pixel
8.	Developments in Social Media Marketing
8.1	Social Media in a Time of Digital Transformation: A new kind of Consumption
8.2	Social Products and Brands
8.3	Social Commerce and Social Selling
8.4	Instant Messengers and Bots
8.5	The Terms "Post-Factual" and "Post-Digital"
8.6	Open Leadership and Dealing with Loss of Control

Literature

Compulsory Reading

Further Reading

- Aral, S. (2020). The hype machine. How social media disrupts our elections, our economy, and our health – and how we must adapt. Random House.
- Barker, M. S., Barker, D. I., Borman, N. F., Roberts, M. L. & Zahay, D. (2017). Social media marketing. A strategic approach (2nd ed.). CENGAGE Learning.
- Butow, E., Allton, M., Herman, J., Liu, S., & Robinson, A. (2020). Ultimate guide to social media marketing. Entrepreneur Press, Fitch.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Advanced Workbook

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Advanced Workbook

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Applied Sales

Module Code: DLBDSEAS

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Tanja Moehler (Applied Sales I) / Tanja Moehler (Applied Sales II)

Contributing Courses to Module

- Applied Sales I (DLBDSEAS01)
- Applied Sales II (DLBDSEAS02)

Module Exam Type

Module Exam

Split Exam

Applied Sales I

- Study Format "Distance Learning": Exam, 90 Minutes

Applied Sales II

- Study Format "Distance Learning": Exam or Advanced Workbook, 90 Minutes

Weight of Module

see curriculum

Module Contents**Applied Sales I**

- Fundamentals of Applied Sales
- The Distribution System
- Personal Sales
- Sales Plans
- New Customer Acquisition
- A Sales Visit
- Conversational Tactics
- Conducting Negotiations
- Other Sales Channels

Applied Sales II

- Marketing and Sales
- Customer Satisfaction as a Success Factor
- Personalities in Sales
- Customer-Oriented Communication
- Presentation and Rhetoric
- Customer Loyalty
- Networking
- Case Study

Learning Outcomes

Applied Sales I

On successful completion, students will be able to

- understand the fundamentals of applied sales and place them in the context of the company.
- understand the interaction of the individual facets of applied sales.
- differentiate between and evaluate individual sales systems.
- describe current sales types and sales characteristics.
- oversee and classify the entire sales process from customer acquisition to customer retention.
- understand the basics of sales and negotiation management and apply them.
- name the usual sales instruments, recognize their advantages and disadvantages, and reflect on essential fields of application and possibilities.

Applied Sales II

On successful completion, students will be able to

- understand the interaction and the respective areas of responsibility of marketing and sales.
- reflect on and classify the goals and measures within the framework of the applied sales system.
- assess the relevance of customer satisfaction and retention. In addition, the students will be familiar with the central design elements of CRM.
- reflect on and assess alternative approaches to customer loyalty and relationship management and apply them in business practice.
- understand the meaning of the terms customer life cycle and customer value, and develop approaches to manage them in the sense of the respective sales targets.
- use descriptive presentation techniques in order to convince customers and other sales partners.
- understand the relevance of networking and develop strategies to broaden the contact base.
- develop and evaluate their own market analyses and sales concepts on the basis of practical experience within the framework of the case study.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Marketing & Sales

Links to other Study Programs of the University

All Bachelor Programmes in the Marketing & Communication fields

Applied Sales I

Course Code: DLBDSEAS01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The demands on sales thinking are growing every day. Globalized demand combined with high competition is making it increasingly difficult for companies to compete for customers. At the same time, customers are becoming better informed, while traditional supply markets are saturated and at overcapacity. In order to be successful in such an environment, sales thinking and action are required along with a new type of salesperson. Within the course Applied Sales I (Introduction), the participants are familiarized with the basic concepts of applied sales. You will learn about sales organization, dealing with alternative sales channels, and get to know the dedicated sales planning process. The contents of the module are complemented by the successful acquisition of new customers, whereby particular attention is paid to the organization and implementation of customer visits and the conduct of discussions and negotiations.

Course Outcomes

On successful completion, students will be able to

- understand the fundamentals of applied sales and place them in the context of the company.
- understand the interaction of the individual facets of applied sales.
- differentiate between and evaluate individual sales systems.
- describe current sales types and sales characteristics.
- oversee and classify the entire sales process from customer acquisition to customer retention.
- understand the basics of sales and negotiation management and apply them.
- name the usual sales instruments, recognize their advantages and disadvantages, and reflect on essential fields of application and possibilities.

Contents

1. Fundamentals of Applied Sales and Distribution
 - 1.1 Tasks and Forms of Applied Distribution
 - 1.2 Marketing as the Basis of Sales
 - 1.3 Distribution, Sales, and Other Terms
 - 1.4 Sales in Different Economic Sectors
2. The Distribution System

- 2.1 Forms of Sales
 - 2.2 Sales Organisation
 - 2.3 Key Account Management
 - 2.4 Multi-Channel Distribution
3. Personal Sales
 - 3.1 The "New Sellers"
 - 3.2 Requirements for Sales Personalities
 - 3.3 The Key Account Manager
 - 3.4 Task of Sales Managers
4. Sales Plan
 - 4.1 Tasks and Objectives of Sales Management
 - 4.2 Observation of Competition in the Context of Sales Management
 - 4.3 Potential Analyses and Sales Planning
 - 4.4 Sales Control and Visit Strategies
5. New Customer Acquisition
 - 5.1 Identification of New Customer Potential
 - 5.2 Customer Relationship Management and Customer Acquisition
 - 5.3 Trade Fairs and Events
 - 5.4 Networking
6. The Sales Visit
 - 6.1 Frequency and Preparation of Visits
 - 6.2 Conduct of a Visit
 - 6.3 Visit Reports and Follow-Up
 - 6.4 Aftercare and Follow-Up
7. Conversational Tactics
 - 7.1 Structured Conversation Preparation
 - 7.2 Goal-Oriented Conversation: The D.A.L.A.S Model
 - 7.3 Questioning Techniques
8. Conducting Negotiations
 - 8.1 Psychology of Negotiation
 - 8.2 Negotiation Structure
 - 8.3 Objection Handling
 - 8.4 Price Negotiations

- | |
|----------------------------------|
| 9. Other Sales Channels |
| 9.1 Telemarketing |
| 9.2 Catalogue and Brochure Sales |
| 9.3 Internet and E-Commerce |

Literature
Compulsory Reading
Further Reading
<ul style="list-style-type: none">▪ Bloomfield, J. (2020). NeuroSelling: Mastering the customer conversation using the surprising science of decision making. Axon Publishing.▪ Jobber, D., Lancaster, G., & Le Meunier-FitzHugh, K. (2019). Selling and sales management (10th ed.). Pearson.▪ Peppers, D., & Rogers, M. (2016). Managing customer experience and relationships: A strategic framework (3rd ed.). Wiley.▪ Pink, D. H. (2012). To sell is human: The surprising truth about moving others. Riverhead Books.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Applied Sales II

Course Code: DLBDSEAS02

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The course Applied Sales II builds on the basics taught in the course "Applied Sales I" and broadens and deepens them. First, the tension between marketing and sales is examined in more detail. Based on this, essential backgrounds and central target figures for successful sales management (e.g., customer satisfaction and loyalty as well as the customer life cycle) are derived and operationalized in order to create the basis for efficient and effective customer relationship management. As the process progresses, attention will also be paid to mental processes and consumer behavior in general. In addition, strategies and paths to successful negotiation are deepened and supplemented by convincing communication techniques. The course concludes with a case study in the course of which the students have the opportunity to apply what they have learned in a practice-oriented manner.

Course Outcomes

On successful completion, students will be able to

- understand the interaction and the respective areas of responsibility of marketing and sales.
- reflect on and classify the goals and measures within the framework of the applied sales system.
- assess the relevance of customer satisfaction and retention. In addition, the students will be familiar with the central design elements of CRM.
- reflect on and assess alternative approaches to customer loyalty and relationship management and apply them in business practice.
- understand the meaning of the terms customer life cycle and customer value, and develop approaches to manage them in the sense of the respective sales targets.
- use descriptive presentation techniques in order to convince customers and other sales partners.
- understand the relevance of networking and develop strategies to broaden the contact base.
- develop and evaluate their own market analyses and sales concepts on the basis of practical experience within the framework of the case study.

Contents

1. Marketing and Sales
 - 1.1 Marketing and Business Philosophy
 - 1.2 Sales Marketing in Different Economic Sectors
 - 1.3 Relationship Marketing

- 1.4 (International) Marketing and Sales Integration
2. Customer Satisfaction as a Success Factor
 - 2.1 Customer Relationship Management (CRM)
 - 2.2 Customer Orientation Success Chain
 - 2.3 Customer Relationship Strategies
3. Customer Retention
 - 3.1 Customer Retention Management
 - 3.2 Customer Retention Tools
 - 3.3 Complaints Management
4. Customer-Oriented Communications
 - 4.1 Communication and Sales Promotion by Sales Staff
 - 4.2 Sales Promotion by Sales Team
 - 4.3 Sales Promotion by the Company
5. Personalities in Sales
 - 5.1 Sales Personalities
 - 5.2 Selling in Teams
 - 5.3 Negotiating with Committees
6. Presentation and Rhetoric
 - 6.1 Rhetoric in Sales
 - 6.2 Presentation Techniques
 - 6.3 Nonverbal Communication
7. Networking
 - 7.1 Organizational Networks and Networking
 - 7.2 Building and Shaping Relationships
 - 7.3 Networking via Social Media
8. Case Study—Multi-Vendor Customer Loyalty Programs
 - 8.1 German Consumer Goods Market & Drugstore Industry Situation
 - 8.2 PAYBACK—A German Synonym for Loyalty Cards

Literature**Compulsory Reading****Further Reading**

- Homburg, C., Schäfer, H., & Schneider, J. (2012). Sales excellence: Systematic sales management. Springer Science & Business Media.
- Ingram, T. N., Schwepker, C. H., Williams, M. R., Avila, R. A., & LaForge, R. W. (2020). Salesmanagement: Analysis and decision making (10th ed.). Routledge, Taylor & Francis Group.
- Kotler, P., & Keller, K. L. (2021). Marketing management (16th, global ed.). Pearson Education

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam or Advanced Workbook, 90 Minutes

Student Workload					
Self Study 100 h	Contact Hours 0 h	Tutorial/Tutorial Support 25 h	Self Test 25 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Fundamentals of Operations Research

Module Code: DLBBAEFOR_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Robert Graf (Mathematics: Linear Algebra) / Prof. Dr. Manuela Ender (Operations Research)

Contributing Courses to Module

- Mathematics: Linear Algebra (DLBDSMFLA01)
- Operations Research (DLBBAEFOR01_E)

Module Exam Type

Module Exam

Split Exam

Mathematics: Linear Algebra

- Study Format "myStudies": Exam, 90 Minutes
- Study Format "Distance Learning": Exam, 90 Minutes

Operations Research

- Study Format "Distance Learning": Exam or Written Assessment: Case Study, 90 Minutes (50)
- Study Format "myStudies": Exam or Written Assessment: Case Study, 90 Minutes (50)

Weight of Module

see curriculum

Module Contents**Mathematics: Linear Algebra**

- Matrix algebra
- Vector spaces
- Linear and affine transformations
- Analytical geometry
- Matrix decomposition

Operations Research

- Quantitative decision support
- Linear optimization
- Graph theory
- Network planning and project management
- Simulation
- Queuing systems

Learning Outcomes**Mathematics: Linear Algebra**

On successful completion, students will be able to

- explain fundamental notions in the domain of linear equation systems.
- exemplify properties of vectors and vector spaces.
- summarize characteristics of linear and affine mappings.
- identify important relations in analytical geometry.
- utilize different methods for matrix decomposition.

Operations Research

On successful completion, students will be able to

- describe the essential methodological foundations of optimization problems and their applications in various areas.
- know basic procedures from the fields of decision analysis, linear optimization, and integer linear optimization.
- apply various methods of decision support theoretically and also tool supported.
- model operational planning and decision problems such as transport problems or network flow problems and understand algorithms to solve these problems effectively.
- know the essential properties of these algorithms and applications relevant to business management.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Methods and Planning & Controlling

Links to other Study Programs of the University

All Bachelor Programmes in the Business field

Mathematics: Linear Algebra

Course Code: DLBDSMFLA01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Linear algebra is a fundamental subject in mathematics. Its historical origin lies in the development of solution techniques for systems of linear equations arising from geometric problems. Numerous scientific and engineering applications can be solved using its methods. This course introduces the foundations of linear algebra and its basic notions like vectors and matrices. It then builds upon this foundation by introducing the derivation of solution techniques for problems in analytical geometry.

Course Outcomes

On successful completion, students will be able to

- explain fundamental notions in the domain of linear equation systems.
- exemplify properties of vectors and vector spaces.
- summarize characteristics of linear and affine mappings.
- identify important relations in analytical geometry.
- utilize different methods for matrix decomposition.

Contents

1. Foundations
 - 1.1 Systems of Linear Equations
 - 1.2 Matrices: Basic Terms
 - 1.3 Matrix algebra
 - 1.4 Matrices as compact representations of linear equations
 - 1.5 Inverse and trace
2. Vector Spaces
 - 2.1 Definition
 - 2.2 Linear Combination and Linear Dependence
 - 2.3 Basis, Linear Envelope, and Rank
3. Linear and Affine Mapping
 - 3.1 Matrix Representation of Linear Mappings
 - 3.2 Image and Kernel

- 3.3 Affine Spaces and Subspaces
- 3.4 Affine Mapping
- 4. Analytical Geometry
 - 4.1 Norm
 - 4.2 Scalar Product
 - 4.3 Orthogonal Projections
 - 4.4 Outlook: Complex Numbers
- 5. Matrix Decomposition
 - 5.1 Determinant
 - 5.2 Eigenvalues and Eigenvectors
 - 5.3 Cholesky Decomposition
 - 5.4 Eigenvalue Decomposition and Diagonalisation
 - 5.5 Singular Value Decomposition

Literature**Compulsory Reading****Further Reading**

- Aggarwal, C.C. (2020). Linear Algebra and Optimization for Machine Learning: A Textbook. Springer.
- Mathai, A. M., & Haubold, H. J. (2017). Linear algebra, a course for physicists and engineers (1st ed.) De Gruyter.
- Neri, F. (2019). Linear algebra for computational sciences and engineering (2nd ed.) Springer.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Review Book <input checked="" type="checkbox"/> Online Tests

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Review Book <input checked="" type="checkbox"/> Online Tests

Operations Research

Course Code: DLBBAEFOR01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The term Operations Research (OR) refers to the development and application of quantitative models and methods for decision support in companies and organizations. Applications can be found in all areas of business administration, especially in production planning, supply chain management, distribution, location planning, warehousing, personnel planning and scheduling, as well as financial planning. This course introduces OR and its applications. The terminological fundamentals of the problem, model and method are presented. Further emphasis is put on graphs and basic graph algorithms. In addition, the course focuses on linear optimization, especially linear programs, simplex methods and sensitivity analysis. A special focus is the modelling of economic problems (decision, planning and optimization problems). Basic computer skills relevant for operations research are presented by means of spreadsheet calculation (esp. Microsoft Excel).

Course Outcomes

On successful completion, students will be able to

- describe the essential methodological foundations of optimization problems and their applications in various areas.
- know basic procedures from the fields of decision analysis, linear optimization, and integer linear optimization.
- apply various methods of decision support theoretically and also tool supported.
- model operational planning and decision problems such as transport problems or network flow problems and understand algorithms to solve these problems effectively.
- know the essential properties of these algorithms and applications relevant to business management.

Contents

1. Introduction to Quantitative Decision Support
 - 1.1 Definition: Operations Research as a Structured Problem-Solving Approach
 - 1.2 Terminology: Models, Methods, and Algorithms
 - 1.3 Decision Support and Decision Theory
 - 1.4 Fields and Applications of Operations Research
 - 1.5 Software Applications in Operations Research

2. Fundamentals of Linear Optimization
 - 2.1 Definition: Linear Optimization and Properties
 - 2.2 Forms of Linear Optimization
 - 2.3 Simplex Algorithm
 - 2.4 Special Cases and Sensitivity Analysis
3. Application of Linear Optimization
 - 3.1 Production Program Planning
 - 3.2 Supply Chain Management and the Transport Problem
 - 3.3 Financing and Investment
 - 3.4 Game Theory
4. Further Optimization Approaches
 - 4.1 Integer and Combinatorial Optimization
 - 4.2 Application: Branch-And-Bound Procedures
 - 4.3 Dynamic Optimization
 - 4.4 Nonlinear Optimization
5. Graph Theory
 - 5.1 Fundamentals and Concepts of Graph Theory
 - 5.2 Structural Modelling Using Graphs
 - 5.3 Shortest Paths in Graphs
6. Network Planning and Project Management
 - 6.1 Elements and Methods of Network Planning
 - 6.2 Structure, Time Planning, and Gantt charts
 - 6.3 Cost and Capacity Planning
7. Simulation and Queuing Systems
 - 7.1 Basic Types of Simulation
 - 7.2 Deterministic Simulation: Systems and Model Experiments
 - 7.3 Stochastic Simulation: Waiting Queue Systems and Models
 - 7.4 Applications of Simulation
8. Application: Operations Research Implementation with a Spreadsheet
 - 8.1 Integer Linear Optimization
 - 8.2 Shortest Paths in Graphs and Traveling Salesman Problems
 - 8.3 Simulation of a Queue Problem

Literature**Compulsory Reading****Further Reading**

- Eiselt, H. A./Sandblom, C.-L. (2013): Operations research: A model-based approach. 2nd ed., Springer Texts in Business and Economics, Berlin.
- Khachay, M./Kochetov, Y./Pardalos, P. (Eds.) (2019): Mathematical Optimization Theory and Operations Research: 18th International Conference, MOTOR 2019, Ekaterinburg, Russia, July 8-12, 2019, Proceedings. 1st ed., Springer International Publishing, Cham.
- Poler, R./Mula, J./Díaz-Madroño, M. (2016): Operations research problems: Statements and solutions. Softcover reprint of the original 1st edition 2014, Springer, London.
- Sharma, J. K. (2016): Operations research: Theory and applications. 6th ed., Trinity Press, New Delhi.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam or Written Assessment: Case Study, 90 Minutes

Student Workload					
Self Study 100 h	Contact Hours 0 h	Tutorial/Tutorial Support 25 h	Self Test 25 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam or Written Assessment: Case Study, 90 Minutes

Student Workload					
Self Study 100 h	Contact Hours 0 h	Tutorial/Tutorial Support 25 h	Self Test 25 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Introduction to Data Science and Programming with Python

Module Code: DLBBAEIDSP_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Thomas Zöller (Introduction to Data Science) / Dr. Cosmina Croitoru (Introduction to Programming with Python)

Contributing Courses to Module

- Introduction to Data Science (DLBDSIDS01)
- Introduction to Programming with Python (DLBDSIPWP01)

Module Exam Type

Module Exam

Split Exam

Introduction to Data Science

- Study Format "Distance Learning": Oral Assignment

Introduction to Programming with Python

- Study Format "myStudies": Exam, 90 Minutes
- Study Format "Distance Learning": Exam, 90 Minutes
- Study Format "On Campus": Exam, 90 Minutes

Weight of Module

see curriculum

Module Contents**Introduction to Data Science**

- Introduction to Data Science
- Data
- Data Science in Business
- Statistics
- Machine Learning

Introduction to Programming with Python

- Introduction
- Variables and Data Types
- Statements
- Functions
- Errors and Exceptions
- Modules and Packages

Learning Outcomes**Introduction to Data Science**

On successful completion, students will be able to

- define data science and its relation to other fields.
- comprehend data science activities.
- recognize the origins of data and the challenges of working with data.
- understand how data science methods are integrated into business settings.
- grasp fundamental statistical concepts.
- appreciate the importance of machine learning in data science.

Introduction to Programming with Python

On successful completion, students will be able to

- use fundamental Python syntax.
- recollect common elementary data types.
- recognize foundational programming concepts and their realization in Python.
- understand error handling and logging.
- create working programs.
- list the most important libraries and packages for data science.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Data Science & Artificial Intelligence

Links to other Study Programs of the University

All Bachelor Programmes in the IT & Technology fields

Introduction to Data Science

Course Code: DLBDSIDS01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Data science emerged as a multi-disciplinary field aimed at creating value from data. This course starts with an overview of data science and related fields and then defines data types and sources. Special focus is put on the assessment of data quality and electronic data processing. Use of data-driven methods has become vital for businesses, and this course outlines how data-driven approaches can be integrated within a business context and how operational decisions can be made using data-driven methods. Finally, this course highlights the importance of statistics and machine learning in the field of data science and gives an overview of relevant methods and approaches.

Course Outcomes

On successful completion, students will be able to

- define data science and its relation to other fields.
- comprehend data science activities.
- recognize the origins of data and the challenges of working with data.
- understand how data science methods are integrated into business settings.
- grasp fundamental statistical concepts.
- appreciate the importance of machine learning in data science.

Contents

1. Introduction to Data Science
 - 1.1 Definition of the term „data science“
 - 1.2 Data science and related fields
 - 1.3 Data science activities
2. Data
 - 2.1 Data types and data sources
 - 2.2 The 5Vs of data
 - 2.3 Data curation and data quality
 - 2.4 Data engineering
3. Data Science in Business
 - 3.1 Identification of use cases

- 3.2 Performance evaluation
- 3.3 Data-driven operational decisions
- 3.4 Cognitive biases
4. Statistics
 - 4.1 Importance of statistics for data science
 - 4.2 Important statistical concepts
5. Machine Learning
 - 5.1 Role of machine learning in data science
 - 5.2 Overview of machine learning approaches

Literature

Compulsory Reading

Further Reading

- Akerkar, R., & Sajja, P. S. (2016). Intelligent techniques for data science. New York, NY: Springer International Publishing.
- Hodeghatta, U. R., & Nayak, U. (2017). Business analytics using R—A practical approach. New York, NY: Apress Publishing.
- Runkler, T. A. (2012). Data analytics: Models and algorithms for intelligent data analysis. New York, NY: Springer.
- Skiena, S. S. (2017). The data science design manual. New York, NY: Springer International Publishing.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Oral Assignment

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Introduction to Programming with Python

Course Code: DLBDSIPWP01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

This course provides students with a foundational understanding of the Python programming language. Following an introductory exposition to the importance of Python for data science-related programming tasks, students will be acquainted with fundamental programming concepts like variables, data types, and statements. Building on this basis, the important notion of a function is explained and errors, exception handling, and logging are explicated. The course concludes with an overview of the most widely-used library packages for data science.

Course Outcomes

On successful completion, students will be able to

- use fundamental Python syntax.
- recollect common elementary data types.
- recognize foundational programming concepts and their realization in Python.
- understand error handling and logging.
- create working programs.
- list the most important libraries and packages for data science.

Contents

1. Introduction
 - 1.1 Why Python?
 - 1.2 Obtaining and installing Python
 - 1.3 The Python interpreter , IPython, and Jupyter
2. Variables and Data Types
 - 2.1 Variables and value assignment
 - 2.2 Numbers
 - 2.3 Strings
 - 2.4 Collections
 - 2.5 Files
3. Statements
 - 3.1 Assignment, expressions, and print

- 3.2 Conditional statements
- 3.3 Loops
- 3.4 Iterators and comprehensions
- 4. Functions
 - 4.1 Function declaration
 - 4.2 Scope
 - 4.3 Arguments
- 5. Errors and Exceptions
 - 5.1 Errors
 - 5.2 Exception handling
 - 5.3 Logs
- 6. Modules and Packages
 - 6.1 Usage
 - 6.2 Namespaces
 - 6.3 Documentation
 - 6.4 Popular data science packages

Literature

Compulsory Reading

Further Reading

- Barry, P. (2016). Head first Python: A brain-friendly guide. Sebastopol, CA: O'Reilly Media, Inc.
- Kapil, S. (2019). Clean Python: Elegant coding in Python. Berkeley, CA: Apress.
- Lubanovic, B. (2019). Introducing Python (2nd ed.). Sebastopol, CA: O'Reilly.
- Lutz, M. (2013). Learning Python (5th ed.). Sebastopol, CA: O'Reilly.
- Matthes, E. (2015). Python crash course: A hands-on, project-based introduction to programming. San Fransisco, CA: No Starch Press.
- Müller, A. C., & Guido, S. (2016). Introduction to machine learning with Python: A guide for data scientists. Sebastopol, CA: O'Reilly Media, Inc.
- Ramalho, L. (2015). Fluent Python: Clear, concise, and effective programming. Sebastopol, CA: O'Reilly.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format On Campus

Study Format On Campus	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions

IT Service Management

Module Code: IWSM-02_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Dr. Rachel John Robinson (IT Service Management) / Dr. Frank Müller (Project: IT Service Management)

Contributing Courses to Module

- IT Service Management (DLBCSITSM01-02)
- Project: IT Service Management (DLBCSPITSM01)

Module Exam Type

Module Exam

Split Exam

IT Service Management

- Study Format "myStudies": Exam, 90 Minutes
- Study Format "Distance Learning": Exam, 90 Minutes

Project: IT Service Management

- Study Format "Distance Learning": Written Assessment: Project Report
- Study Format "myStudies": Written Assessment: Project Report

Weight of Module

see curriculum

Module Contents

IT Service Management

- IT Service Management Basics and Terms
- ITIL 4 - Basics and Four Dimensions
- ITIL 4 - Service Value System
- ITIL 4 - Principles
- ITIL 4 - Practices
- Information Security Management

Project: IT Service Management

Analysis, evaluation, and development of recommendations for taking action within the scope of concrete questions concerning aspects of IT Service Management. This is aided by the creation and planning of a project in the theoretical-theme context through all phases of project management. The quality assurance of the artefacts created is carried out both by the tutor and by students from the project groups.

Learning Outcomes

IT Service Management

On successful completion, students will be able to

- identify the fundamentals and challenges of IT service management.
- describe the motivation and structure of the IT Infrastructure Library (ITIL), distinguish four dimensions, apply the service value system and identify concrete practices.
- describe and apply fundamentals of IT security management.

Project: IT Service Management

On successful completion, students will be able to

- analyze typical problems and company situations from the area of IT service management in different project variations.
- develop, plan, and implement proposed solutions.
- convert theory into a pragmatic approach to a solution with the help of methodical tools from IT service management and project management.
- draw and apply the right conclusions in relation to their specific project environment.
- conceptually apply their theoretical knowledge to company-specific environmental factors.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Data Science & Artificial Intelligence

Links to other Study Programs of the University

All Bachelor Programmes in the IT & Technology fields

IT Service Management

Course Code: DLBCSITSM01-02

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

IT service management is an approach to align and understand a company's IT as a service provider and supporter of operational and business processes. This course uses the IT Infrastructure Library (ITIL) to teach concepts, procedures and best practices in the area of IT service management (IT operations). In other words, it looks at the management of activities that take place after an IT system has been developed: IT operations as a continuous run of the productive day-to-day business of a company's IT departments.

Course Outcomes

On successful completion, students will be able to

- identify the fundamentals and challenges of IT service management.
- describe the motivation and structure of the IT Infrastructure Library (ITIL), distinguish four dimensions, apply the service value system and identify concrete practices.
- describe and apply fundamentals of IT security management.

Contents

1. IT Service Management Basics and Terms
 - 1.1 IT Services
 - 1.2 IT Service Management
 - 1.3 ITSM Frameworks
2. ITIL 4 - Basics and Four Dimensions
 - 2.1 Stakeholders, Services and Service Management
 - 2.2 Value Contribution of IT
3. ITIL 4 - Service Value System
 - 3.1 Basics and Overview
 - 3.2 Inputs, Outcome and Governance
 - 3.3 The Service Value Chain
 - 3.4 Continual Improvement
4. ITIL 4 - Principles

- 4.1 Overview
 - 4.2 Value Orientation
 - 4.3 Iterative Procedure and Feedback
 - 4.4 Establish Collaboration and Visibility
 - 4.5 Optimize and Automate
5. ITIL 4 - Practices
 - 5.1 Overview
 - 5.2 General Management Practices
 - 5.3 Service Management Practices
 - 5.4 Technical Practices
6. Information Security Management
 - 6.1 Information Security Basics
 - 6.2 Standards, Best Practices and Legal Requirements
 - 6.3 Information Security Management with ISO/IEC 27001

Literature**Compulsory Reading****Further Reading**

- Agutter, C. (2019). ITIL® foundation essentials ITIL 4 edition: The ultimate revision guide. ITGovernance Publishing.
- Axelos Limited. (2019). ITIL 4 foundation: ITIL 4 edition. The Stationery Office.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support	Learning Material	Exam Preparation
<input checked="" type="checkbox"/> Course Feed	<input checked="" type="checkbox"/> Course Book	<input checked="" type="checkbox"/> Practice Exam
<input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	<input checked="" type="checkbox"/> Video	<input checked="" type="checkbox"/> Online Tests
<input checked="" type="checkbox"/> Recorded Live Sessions	<input checked="" type="checkbox"/> Slides	

Project: IT Service Management

Course Code: DLBCSPITSM01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

Based on the contents of the course "IT Service Management", selected aspects of the core processes of ITIL are deepened, discussed, selected, and applied within the framework of a project in a concept-related manner. All theoretical methods are considered and evaluated.

Course Outcomes

On successful completion, students will be able to

- analyze typical problems and company situations from the area of IT service management in different project variations.
- develop, plan, and implement proposed solutions.
- convert theory into a pragmatic approach to a solution with the help of methodical tools from IT service management and project management.
- draw and apply the right conclusions in relation to their specific project environment.
- conceptually apply their theoretical knowledge to company-specific environmental factors.

Contents

- Analysis, evaluation, and development of recommendations for taking action within the scope of concrete questions concerning aspects of IT Service Management. This is aided by the creation and planning of a project in the theoretical-theme context through all phases of project management.
- The quality assurance of the artefacts created is carried out both by the tutor and by students from the project groups.

Literature**Compulsory Reading****Further Reading**

- Al-Ashmoery, Y., Haider, H., Haider, A., Nasser, N., & Al-Sarem, M. (2021). Impact of IT Service Management and ITIL Framework on the Businesses. 2021 International Conference of Modern Trends in Information and Communication Technology Industry (MTICTI), Modern Trends in Information and Communication Technology Industry (MTICTI), 2021 International Conference Of, 1–5.
- Limited, A. (2020). ITIL 4. Create, Deliver and Support. TSO.
- Limited, A. (2020). ITIL 4: Direct, Plan and Improve. TSO.
- Limited, A. (2019). ITIL foundation: ITIL (4th edition). The Stationery Office Ltd.
- Shastri, A., & Thampi, G. T. (2021). Automation of IT Service Management Processes. 2021 International Conference on Advances in Computing, Communication, and Control (ICAC3), Advances in Computing, Communication, and Control (ICAC3), 2021 International Conference On, 1–4.

Study Format Distance Learning

Study Format Distance Learning	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format myStudies

Study Format myStudies	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Big Data and Data Protection

Module Code: DLBINTEEBDDP

Module Type	Admission Requirements	Study Level	CP	Student Workload
see curriculum	none	BA	10	300 h

Semester / Term	Duration	Regularly offered in	Language of Instruction and Examination
see curriculum	Minimum 1 semester	WiSe/SoSe	English

Module Coordinator

Gereon Wellmann (Data Analytics and Big Data) / Prof. Dr. Ralf Kneuper (Introduction to Data Protection and Cyber Security)

Contributing Courses to Module

- Data Analytics and Big Data (DLBINGDABD01_E)
- Introduction to Data Protection and Cyber Security (DLBCSIDPITS01)

Module Exam Type

Module Exam

Split Exam

Data Analytics and Big Data

- Study Format "myStudies": Written Assessment: Case Study
- Study Format "Distance Learning": Written Assessment: Case Study

Introduction to Data Protection and Cyber Security

- Study Format "Distance Learning": Exam, 90 Minutes
- Study Format "myStudies": Exam, 90 Minutes

Weight of Module

see curriculum

Module Contents

Data Analytics and Big Data

- Introduction to Data Analysis
- Statistical Basics
- Data Mining
- Big Data Methods and Technologies
- Legal Aspects of Data Analysis
- Solution Scenarios
- Application of Big Data in the Industry

Introduction to Data Protection and Cyber Security

- Fundamentals of IT Security
- Data Protection
- IT Security Management
- Network and Communication Security

Learning Outcomes

Data Analytics and Big Data

On successful completion, students will be able to

- distinguish between information and data and know the meaning of these terms for decision-making.
- derive the Big Data issue, especially in connection with Internet of Things, and describe it using examples.
- identify basics from statistics, which are necessary for the analysis of large data sets.
- identify the process of data mining and classify different methods in it.
- identify selected methods and technologies that are used in the Big Data context and apply them to simple examples.
- recognize the legal framework for the application of data analysis in Germany and internationally.
- identify the specific prospects and challenges of applying Big Data analyses in industry.

Introduction to Data Protection and Cyber Security

On successful completion, students will be able to

- explain the terms and concepts of IT security and know the typical procedures and techniques which exist in each area.
- cite the legal regulations on data protection and explain their implementation.
- discuss in-depth IT security management and suitable measures for implementation.
- use their overview knowledge of activities and strategies for IT security in software and system development.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Data Science & Artificial Intelligence and Computer Science & Software Development

Links to other Study Programs of the University

All Bachelor Programs in the IT & Technology fields

Data Analytics and Big Data

Course Code: DLBINGDABD01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The aim of the course is to familiarize students with selected methods and techniques of data analysis in the context of continuously increasing, heterogeneous data sets. To this end, the fundamental relevance of Big Data methods is presented by drawing on the historical development of stored data. One decisive factor here is the continuous transmission Internet of Things sensor data to other systems. This is followed by a short introduction to the essential statistical fundamentals before the individual steps of the data mining process are discussed. In distinction to these classical procedures, selected methods are presented with which stored data in the Big Data context can be made analyzable. As data analysis is subject to certain legal frameworks, this course also covers legal aspects such as data protection. The course concludes with an overview of the practical application of Big Data methods and tools. In particular, fields of application in the industrial context are examined.

Course Outcomes

On successful completion, students will be able to

- distinguish between information and data and know the meaning of these terms for decision-making.
- derive the Big Data issue, especially in connection with Internet of Things, and describe it using examples.
- identify basics from statistics, which are necessary for the analysis of large data sets.
- identify the process of data mining and classify different methods in it.
- identify selected methods and technologies that are used in the Big Data context and apply them to simple examples.
- recognize the legal framework for the application of data analysis in Germany and internationally.
- identify the specific prospects and challenges of applying Big Data analyses in industry.

Contents

1. Introduction to Data Analysis
 - 1.1 Decisions, Information, Data
 - 1.2 Historical Development of Data Storage and Evaluation
 - 1.3 Big Data: Features and Examples
 - 1.4 Data Analysis

- 1.5 Internet of Things as Driver for Big Data
2. Statistical Basics
 - 2.1 Descriptive Data Analysis
 - 2.2 Inferential Data Analysis
 - 2.3 Explorative Data Analysis
 - 2.4 Multivariate Data Analysis
3. Data Mining
 - 3.1 Knowledge Discovery in Databases
 - 3.2 Association Analysis
 - 3.3 Correlation Analysis
 - 3.4 Forecast
 - 3.5 Cluster Analysis
 - 3.6 Classification
4. Big Data Methods and Technologies
 - 4.1 Technology Building Blocks
 - 4.2 MapReduce
 - 4.3 Text- and Semantic Analysis
 - 4.4 Audio and Video Analysis
 - 4.5 BASE and NoSQL
 - 4.6 In-Memory Databases
 - 4.7 Big Data Success Factors
5. Legal Aspects of Data Analysis
 - 5.1 Data Protection Principles in Germany
 - 5.2 Anonymization and Pseudonymization
 - 5.3 International Data Analysis
 - 5.4 Performance and Integrity Protection
6. Solution Scenarios
7. Application of Big Data in the Industry
 - 7.1 Production and Logistics
 - 7.2 Increased Efficiency in the Supply Chain
 - 7.3 Key-Factor Data
 - 7.4 Examples and Conclusion

Literature**Compulsory Reading****Further Reading**

- Akerkar, R., & Srinivas Sajja, P. (2016). *Intelligent Techniques for Data Science*. Springer.
- Curry, E., Auer, S., Berre, A., J., Metzger, A., Perez, M., S., & Zillner, S. (2022). *Technologies and Applications for big data value*. Springer. Pages 1–15 & 321–344.
- Hoeren, T., & Kolany-Raiser, B., (Eds.). (2018). *Big data in context – Legal, social and technological insights*. Springer Nature.
- Illowsky, B., & Dean, S. (2018). *Introductory statistics*. OpenStax CNX. Chapters 2 & 8.
- Jurafsky, D., & Martin, J. H. (2013). *Speech and language processing: an introduction to natural language processing, computational linguistics, and speech recognition* (2. ed.). Pearson Prentice Hall.

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Introduction to Data Protection and Cyber Security

Course Code: DLBCSIDPITS01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

In this course, the students are familiarized with important concepts from the field of IT security. Basic terms are introduced and discussed, and typical application fields, areas of IT security application, and typical procedures and techniques are introduced and described.

Course Outcomes

On successful completion, students will be able to

- explain the terms and concepts of IT security and know the typical procedures and techniques which exist in each area.
- cite the legal regulations on data protection and explain their implementation.
- discuss in-depth IT security management and suitable measures for implementation.
- use their overview knowledge of activities and strategies for IT security in software and system development.

Contents

1. Fundamentals of Data Protection and Cyber Security
 - 1.1 Conceptual Bases, Protection Goals
 - 1.2 Attacks and Threats
 - 1.3 Security Strategy
 - 1.4 Legal Regulations
2. Data Protection
 - 2.1 Data Protection as a Personal Right
 - 2.2 Basic Principles of Data Protection
 - 2.3 EU General Data Protection Regulation
 - 2.4 Further International Regulations on Data Protection
 - 2.5 Cross-Border Data Flow
 - 2.6 Data Protection in Everyday Life
3. Basic Functions of Cyber Security and Their Implementation
 - 3.1 Identification and Authentication
 - 3.2 Rights Management

- 3.3 Rights Check
- 3.4 Preservation of Evidence
- 4. Cyber Security Management
 - 4.1 Basic Concepts and Standards in Cyber Security Management
 - 4.2 Series of Standards ISO 2700x
- 5. Cyber Security Management in Everyday Life
 - 5.1 Password Management
 - 5.2 Data Backup
 - 5.3 Email Security
 - 5.4 Protection Against Viruses and Other Malware
 - 5.5 Protection Against Social Engineering Attacks
- 6. Network and Communication Security
 - 6.1 Firewall Technology
 - 6.2 Network Separation
 - 6.3 Security in WLAN, Mobile Networks, Bluetooth, and NFC
- 7. Cyber Security in the Development of Software and Systems
 - 7.1 Protection of the Development Environment
 - 7.2 Secure Development
 - 7.3 Common Criteria

Literature

Compulsory Reading

Further Reading

- Arnold, R. (2017). Cybersecurity: A business solution. An executive perspective on managing cyber risk. Threat Sketch.
- European Parliament and Council of the European Union. (2016). EU General Data Protection Regulation (GDPR): Regulation 2016/679 of the European Parliament and of the council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation). Official Journal of the European Union. Chapters 1–3 .
- Mattord, H., & Whitman, M. (2017). Management of information security. Cengage.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Digital Product Development

Module Code: DLBINTEEDPD

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Marian Benner-Wickner (Introduction to the Internet of Things) / Prof. Dr. Dorian Mora (Product Development in Industry 4.0)

Contributing Courses to Module

- Introduction to the Internet of Things (DLBINGEIT01_E)
- Product Development in Industry 4.0 (DLBINGPE01_E)

Module Exam Type

Module Exam

Split Exam

Introduction to the Internet of Things

- Study Format "Distance Learning": Exam, 90 Minutes
- Study Format "myStudies": Exam, 90 Minutes

Product Development in Industry 4.0

- Study Format "Distance Learning": Exam, 90 Minutes
- Study Format "myStudies": Exam, 90 Minutes

Weight of Module

see curriculum

Module Contents**Introduction to the Internet of Things**

- Internet of Things Fundamentals
- Social and Economic Significance
- Communication Standards and Technologies
- Data Storage and Processing
- Design and Development
- Applicability

Product Development in Industry 4.0

- Introduction to modern product development
- Fundamentals of product development
- Methods in the product development process
- Alternative design approaches
- Digitalization of product design
- Customized mass production
- Outlook: Digital engineering and operation

Learning Outcomes

Introduction to the Internet of Things

On successful completion, students will be able to

- grasp the distinctive features of Internet of Things (IoT) and IoT systems.
- understand the social and economic importance of Internet of Things.
- identify the most important standards for communication between IoT devices.
- differentiate between various techniques for storing and processing data in IoT systems.
- identify different architectures and technologies for structuring IoT systems.
- recognize challenges of data protection and data security in IoT systems.

Product Development in Industry 4.0

On successful completion, students will be able to

- recall the historical development of industrial production.
- name current trends in the context of the "fourth industrial revolution" and their impact on product development.
- know the basic methods in product development.
- know the traditional product development process from design theory.
- differentiate alternative approaches to product development.
- name selected tools in the context of digital and virtual product design.
- explain the lot size problem and determine lot sizes for traditional production types.
- distinguish traditional production types from modern strategies such as customized mass production and rapid manufacturing.
- name current approaches to the complete digitalization of product creation and production processes in terms of digital engineering.

Links to other Modules within the Study Program

This module is similar to other modules in the fields of Computer Science & Software Development and Engineering

Links to other Study Programs of the University

All Bachelor Programs in the IT & Technology fields

Introduction to the Internet of Things

Course Code: DLBINGEIT01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The aim of this course is to give students an insight into technical and theoretical basics of the Internet of Things (IoT) and its fields of application. In addition to the general structure of IoT systems and the technology standards used in them, students are also taught the importance of Internet of Things for economy and society. Furthermore, this course demonstrates how data is exchanged, stored and processed in IoT.

Course Outcomes

On successful completion, students will be able to

- grasp the distinctive features of Internet of Things (IoT) and IoT systems.
- understand the social and economic importance of Internet of Things.
- identify the most important standards for communication between IoT devices.
- differentiate between various techniques for storing and processing data in IoT systems.
- identify different architectures and technologies for structuring IoT systems.
- recognize challenges of data protection and data security in IoT systems.

Contents

1. Internet of Things Fundamentals
 - 1.1 The Internet of Things - Basics and Motivation
 - 1.2 Evolution of the Internet - Web 1.0 to Web 4.0
2. Social and Economic Significance
 - 2.1 Innovations for Consumers and Industry
 - 2.2 Implications on People and the World of Work
 - 2.3 Data Protection and Data Security
3. Communication Standards and Technologies
 - 3.1 Network Topologies
 - 3.2 Network Protocols
 - 3.3 Technologies
4. Data Storage and Processing

- 4.1 Networked Storage with Linked Data and RDF(S)
- 4.2 Analysis of Networked Data using a Semantic Reasoner
- 4.3 Processing of Data Streams with Complex Event Processing
- 4.4 Operation and Analysis of Large Data Clusters using NoSQL and MapReduce
- 5. Design and Development
 - 5.1 Software Engineering for Distributed and Embedded Systems
 - 5.2 Architectural Patterns and Styles for Distributed Systems
 - 5.3 Platforms: Microcontrollers, Monoboard Computers, One-Chip Systems
- 6. Applicability
 - 6.1 Smart Home / Smart Living
 - 6.2 Ambient Assisted Living
 - 6.3 Smart Energy / Smart Grid
 - 6.4 Smart Factory
 - 6.5 Smart Logistics

Literature

Compulsory Reading

Further Reading

- Buyya, R. & Vahid Dastjerdi, A. (Hrsg.) (2016). Internet of things. Principles and paradigms. Morgan Kaufmann, Cambridge (MA).
- Dian, F. J., & Vahidnia, R. (2020). IoT use cases and technologies. British Columbia Institute of Technology.
- Firouzi, F., Chakrabarty, K., & Nassif, S. (2020). Intelligent Internet of Things: From device to fog and cloud. Springer.
- Gilchrist, A. (2016). Industry 4.0. The industrial internet of things. Apress.
- Raj, P., & Raman, A. C. (2017). The Internet of things: enabling technologies, platforms, and use cases. CRC Press.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support	Learning Material	Exam Preparation
<input checked="" type="checkbox"/> Course Feed	<input checked="" type="checkbox"/> Course Book	<input checked="" type="checkbox"/> Practice Exam
<input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	<input checked="" type="checkbox"/> Video	<input checked="" type="checkbox"/> Online Tests
<input checked="" type="checkbox"/> Recorded Live Sessions	<input checked="" type="checkbox"/> Slides	

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Product Development in Industry 4.0

Course Code: DLBINGPE01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The aim of the course is to give students an overview of current approaches to modern product development in the context of Industry 4.0. Based on traditional methods and tools of product development, relevant alternative design approaches are described, which put the consumer in the center of the design. In addition, modern tools to support product design are presented with which an engineer can digitally capture and simulate both the static/geometric and dynamic properties of a product. In addition, aspects of customized mass production will be discussed and compared with traditional production types. As an outlook on future developments, current research approaches for consistently digitalized product development are presented.

Course Outcomes

On successful completion, students will be able to

- recall the historical development of industrial production.
- name current trends in the context of the "fourth industrial revolution" and their impact on product development.
- know the basic methods in product development.
- know the traditional product development process from design theory.
- differentiate alternative approaches to product development.
- name selected tools in the context of digital and virtual product design.
- explain the lot size problem and determine lot sizes for traditional production types.
- distinguish traditional production types from modern strategies such as customized mass production and rapid manufacturing.
- name current approaches to the complete digitalization of product creation and production processes in terms of digital engineering.

Contents

1. Introduction to Modern Product Development
 - 1.1 Terms of Industrial Production
 - 1.2 The Fourth Industrial Revolution
 - 1.3 Turnaround in the Factors of Production
 - 1.4 Trends in Product Development
2. Fundamentals of Product Development

- 2.1 Methods of Product Planning
- 2.2 Methods of the Solution Search
- 2.3 Selection and Evaluation of Alternatives
3. Methods in the Product Development Process
 - 3.1 Clarify Requirements
 - 3.2 Concept
 - 3.3 Draft
 - 3.4 Development
4. Alternative Design Approaches
 - 4.1 Design Thinking
 - 4.2 Personas
 - 4.3 Human-Centered Design According to ISO 9241-210
 - 4.4 Participatory Design
 - 4.5 Open Innovation
 - 4.6 Empathic Design
5. Digitalization of Product Design
 - 5.1 From Drawing Board to Digital Functional Model
 - 5.2 Computer-Aided Engineering
 - 5.3 Computer-Aided Quality
 - 5.4 Engineering and Product Data Management
 - 5.5 Simulation Data Management
6. Customized Mass Production
 - 6.1 Traditional Types of Production
 - 6.2 Lot Size Problem and Planning
 - 6.3 Mass Customization
 - 6.4 Rapid Manufacturing
7. Outlook: Digital Engineering and Operation
 - 7.1 Definition
 - 7.2 Fields of Application
 - 7.3 Data Mining
 - 7.4 Modeling of Dynamic Product Properties
 - 7.5 Provision of Information

Literature**Compulsory Reading****Further Reading**

- Kull, H. (2015): Mass Customization. Opportunities, Methods, and Challenges for Manufacturers. Apress, Berkeley/New York.
- Olsen, D. (2015): The Lean product playbook: How to innovate with minimum viable products and rapid customer feedback. Wiley, Hoboken, NJ.
- Stark, J. (2022): Product Lifecycle Management (Volume 1): 21st Century Paradigm for Product Realisation (Decision Engineering) (English Edition). Fifth Edition. Springer.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Internship

Module Code: FSINTER

Module Type see curriculum	Admission Requirements None	Study Level	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Andreas Simon (Internship)

Contributing Courses to Module

- Internship (FSINTER01)

Module Exam Type

Module Exam

Study Format: myStudies

Internship Reflection Paper (passed / not passed)

Study Format: Distance Learning

Internship Reflection Paper (passed / not passed)

Split Exam

Weight of Module

see curriculum

Module Contents

Internship according to the Internship Regulations of the IU.

Learning Outcomes**Internship**

On successful completion, students will be able to

- apply skills and knowledge they have obtained previously during their study program in an entrepreneurial environment.
- develop his / her practical and analytical skills in order to improve his / her employability.
- have practical knowledge and learn to work within an organization.
- acquire a first deep insight into organizational structures and communication procedures.
- apply communication skills, social skills, problem solving, time and project management which will shape their general management skills.
- shape their personality with the help of the interdisciplinary nature of the course especially in the area of the key qualifications like interpersonal skills or intercultural skills.

Links to other Modules within the Study Program

Builds on modules of the chosen degree program

Links to other Study Programs of the University

All myStudies programs

Internship

Course Code: FSINTER01

Study Level	Language of Instruction and Examination English	Contact Hours	CP 10	Admission Requirements None
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Course Description

This module consists of two parts: (1) preparation tutorials and (2) the internship itself. During the preparation tutorials, students will learn about the intention of the internship and about the intellectual as well as social requirements of the working environment.

Course Outcomes

On successful completion, students will be able to

- apply skills and knowledge they have obtained previously during their study program in an entrepreneurial environment.
- develop his / her practical and analytical skills in order to improve his / her employability.
- have practical knowledge and learn to work within an organization.
- acquire a first deep insight into organizational structures and communication procedures.
- apply communication skills, social skills, problem solving, time and project management which will shape their general management skills.
- shape their personality with the help of the interdisciplinary nature of the course especially in the area of the key qualifications like interpersonal skills or intercultural skills.

Contents

- Internship according to the Internship Regulations of the IU.

Literature

Compulsory Reading

Further Reading

- Sweitzer, F. H. & King, M. A. (2009). *The Successful Internship: Personal, Professional, and Civic Development*. 3rd ed.. Cengage. ISBN: 0-495-59642-6.
- Kaser, K., Brooks, J. R. & Brooks, K. (2007). *Making the Most of your Internship*. Thomson. ISBN: 0-538-44432-0.
- Myers Kiser, P. (2008). *The Human Services Internship: Getting the Most from your Experience*. 2nd ed.. Cengage. ISBN: 0-495-09226-6.

Study Format myStudies

Study Format myStudies	Course Type
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Internship Reflection Paper (passed / not passed)

Student Workload					
Self Study 0 h	Contact Hours 0 h	Tutorial/Tutorial Support 0 h	Self Test 0 h	Independent Study 300 h	Hours Total 300 h

Instructional Methods
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions

Study Format Distance Learning

Study Format Distance Learning	Course Type
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Internship Reflection Paper (passed / not passed)

Student Workload					
Self Study 0 h	Contact Hours 0 h	Tutorial/Tutorial Support 0 h	Self Test 0 h	Independent Study 300 h	Hours Total 300 h

Instructional Methods
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions

Studium Generale

Module Code: DLBSG_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

N.N. (Studium Generale I) / N.N. (Studium Generale II)

Contributing Courses to Module

- Studium Generale I (DLBSG01_E)
- Studium Generale II (DLBSG02_E)

Module Exam Type

Module Exam

Split Exam

Studium Generale I

- Study Format "myStudies": See Selected Course
- Study Format "Distance Learning": See Selected Course

Studium Generale II

- Study Format "Distance Learning": See Selected Course
- Study Format "myStudies": See Selected Course

Weight of Module

see curriculum

<p>Module Contents</p> <p>Studium Generale I</p> <p>In principle, all IU bachelor courses can be selected as courses for the "Studium Generale", so that the content can be chosen from the entire breadth of the IU distance learning program.</p> <p>Studium Generale II</p> <p>In principle, all IU bachelor courses can be selected as courses for the "Studium Generale", so that the content can be chosen from the entire breadth of the IU distance learning program.</p>	
<p>Learning Outcomes</p> <p>Studium Generale I</p> <p>On successful completion, students will be able to</p> <ul style="list-style-type: none"> ▪ apply acquired key competencies to issues in their field of study and/or in their professional environment. ▪ to deepen one's own skills and abilities in a self-directed manner. ▪ to look beyond the boundaries of their own area of expertise. <p>Studium Generale II</p> <p>On successful completion, students will be able to</p> <ul style="list-style-type: none"> ▪ apply acquired key competencies to issues in their field of study and/or in their professional environment. ▪ to deepen one's own skills and abilities in a self-directed manner. ▪ to look beyond the boundaries of their own area of expertise. 	
<p>Links to other Modules within the Study Program</p> <p>It is a stand-alone offering with possible references to various required and elective modules</p>	<p>Links to other Study Programs of the University</p> <p>All IU Distance Learning Bachelor Programs</p>

Studium Generale I

Course Code: DLBSG01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

In the course "Studium Generale I", students deepen their knowledge in a self-selected subject area by completing an IU course outside their applicable curriculum. This gives them the opportunity to look beyond their own subject area and acquire further competencies. The associated option enables students to self-determine their study content to focus even more on issues relevant to them and/or to strengthen or develop selected competencies.

Course Outcomes

On successful completion, students will be able to

- apply acquired key competencies to issues in their field of study and/or in their professional environment.
- to deepen one's own skills and abilities in a self-directed manner.
- to look beyond the boundaries of their own area of expertise.

Contents

- The course "Studium Generale I" offers students the opportunity to take courses outside of their curriculum and the result can be credited as an elective subject. In principle, all IU bachelor courses that fulfill the following requirements are creditable for this purpose:
 - They are not part of an integral part of the applicable mandatory curriculum.
 - They do not have admission requirements or students can prove that they have met the admission requirement.
- The examination of the selected courses must be taken in full and finally passed in order to be credited as part of the 'Studium Generale'.

Literature

Compulsory Reading

Further Reading

- See course description of the selected course

Study Format myStudies

Study Format myStudies	Course Type See Selected Course
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	See Selected Course

Student Workload					
Self Study 0 h	Contact Hours 0 h	Tutorial/Tutorial Support 0 h	Self Test 0 h	Independent Study 0 h	Hours Total 0 h

Instructional Methods
see selected course

Study Format Distance Learning

Study Format Distance Learning	Course Type See Selected Course
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	See Selected Course

Student Workload					
Self Study 0 h	Contact Hours 0 h	Tutorial/Tutorial Support 0 h	Self Test 0 h	Independent Study 0 h	Hours Total 0 h

Instructional Methods
See Selected Course

Studium Generale II

Course Code: DLBSG02_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

In the course "Studium Generale II", students deepen their knowledge in a self-selected subject area by completing an IU course outside their applicable curriculum. This gives them the opportunity to look beyond their own subject area and acquire further competencies. The associated option enables students to self-determine their study content to focus even more on issues relevant to them and/or to strengthen or develop selected competencies.

Course Outcomes

On successful completion, students will be able to

- apply acquired key competencies to issues in their field of study and/or in their professional environment.
- to deepen one's own skills and abilities in a self-directed manner.
- to look beyond the boundaries of their own area of expertise.

Contents

- The course "Studium Generale II" offers students the opportunity to take courses outside of their curriculum and the result can be credited as an elective subject. In principle, all IU bachelor courses that fulfill the following requirements can be chosen for this purpose:
 - They are not part of an integral part of the applicable mandatory curriculum.
 - They do not have admission requirements or students can prove that they have met the admission requirement.
- The examination of the selected courses must be taken in full and finally passed in order to be credited as part of the 'Studium Generale'.

Literature

Compulsory Reading

Further Reading

- See course description of the selected course

Study Format Distance Learning

Study Format Distance Learning	Course Type See Selected Course
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	See Selected Course

Student Workload					
Self Study 0 h	Contact Hours 0 h	Tutorial/Tutorial Support 0 h	Self Test 0 h	Independent Study 0 h	Hours Total 0 h

Instructional Methods
See Selected Course

Study Format myStudies

Study Format myStudies	Course Type See Selected Course
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	See Selected Course

Student Workload					
Self Study 0 h	Contact Hours 0 h	Tutorial/Tutorial Support 0 h	Self Test 0 h	Independent Study 0 h	Hours Total 0 h

Instructional Methods

Fundamentals of Finance and Banking

Module Code: LIBFBBAEFFB

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

N.N. (Introduction to Financial Services Sector) / N.N. (Introduction to Banking Law, Regulation and Ethics)

Contributing Courses to Module

- Introduction to Financial Services Sector (LIBFBBAEFFB01)
- Introduction to Banking Law, Regulation and Ethics (LIBFBBAEFFB02)

Module Exam Type

Module Exam

Split Exam

Introduction to Financial Services Sector

- Study Format "Distance Learning": Exam, 90 Minutes

Introduction to Banking Law, Regulation and Ethics

- Study Format "Distance Learning": Exam, 90 Minutes

Weight of Module

see curriculum

Module Contents**Introduction to Financial Services Sector**

- History of Banking and Central Banks
- Capital Markets
- Interest Rates and Derivatives
- Current Developments in Financial Service Sector

Introduction to Banking Law, Regulation and Ethics

- The Banking Universe
- Ethics, Regulation and Professional Code of Conduct
- Various Risks and Current Developments in Fintech

Learning Outcomes**Introduction to Financial Services Sector**

On successful completion, students will be able to

- demonstrate knowledge and understanding of financial institutions and identify the different types of services that they provide to meet the needs of their customers.
- explain the issues that arise in the intermediation and disintermediation of banks.
- discuss the types of risk that affect financial institutions and how to mitigate them.
- discuss current issues in the financial services sector.

Introduction to Banking Law, Regulation and Ethics

On successful completion, students will be able to

- demonstrate an understanding of the key elements of law relating to bank.
- explain the reasons for regulation of the financial services industry and the key principles of that regulation, including both statutory and self-regulation.
- demonstrate awareness and understanding of current issues in the banking environment including those relating to ethics and codes of conduct.
- discuss current regulatory issues in the financial services sector.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Finance & Tax Accounting

Links to other Study Programs of the University

All Bachelor Programs in the Business & Management field

Introduction to Financial Services Sector

Course Code: LIBFBBAEFFB01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

This is an introductory module that exposes you to key forces driving change in the financial services industry. The module is designed to provide an introduction to the environment within which the financial services industry operates and to explore the main components of the financial system. Traditionally, banks have been acting as intermediaries between borrowers and lenders, but changes to this model have generated expansion of the industry as well as increased risks. Several main players are considered, namely the central bank, commercial banks, retail banks, global investment banks, asset managers, hedge funds, insurance companies, private wealth managers, brokers, stock exchanges, and regulators.

Course Outcomes

On successful completion, students will be able to

- demonstrate knowledge and understanding of financial institutions and identify the different types of services that they provide to meet the needs of their customers.
- explain the issues that arise in the intermediation and disintermediation of banks.
- discuss the types of risk that affect financial institutions and how to mitigate them.
- discuss current issues in the financial services sector.

Contents

1. History of Banking
 - 1.1 Money
 - 1.2 Development of Banking System
2. Deposit-Taking and Non-Deposit Taking Financial Institutions
 - 2.1 Depository (eg Banks, Building Societies)
 - 2.2 Non-Depository (eg Pension Funds, Unit Trusts, Insurance Companies)
 - 2.3 Financial Intermediaries and the Products They Deal In
 - 2.4 Non-Marketable Securities
3. Central Banks
 - 3.1 Structure
 - 3.2 Functions

3.3	Comparison of World Central Banks
4.	Capital Markets
4.1	Financial Markets – And the Products They Deal In
4.2	Marketable Securities
5.	Interest Rates and Derivatives
5.1	The Important Relationship Between Risk, Term and Return
5.2	Market Participants
6.	Current Developments
6.1	Wider Societal Implications Are Considered e.g. Financial Inclusion, Fossil Fuels/ Extractive Industries Finance
6.2	Socially Responsible Investments and Environmental, Societal and Governance Issues

Literature**Compulsory Reading**

- Introduction to Banking: Barbara Casu, Claudia Girardone, Philip Molyneux. Pearson Higher Ed, 17 Apr 2015
- Industry reports and industry conference proceedings (online) as directed (updated in each iteration). Other general reading as directed by the module lead.

Further Reading

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Introduction to Banking Law, Regulation and Ethics

Course Code: LIBFBBAEFFB02

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

This is an introductory module that provides an overview of banking law and regulation. This covers private commercial law developed through banking custom, standards of good practice, and the common law. Consumer protection is at the center of many banking law and regulatory requirements. This module also considers the how firms operate according to ethical values, and demonstrates how governance, strategy and decision making has been informed by ethical principles.

Course Outcomes

On successful completion, students will be able to

- demonstrate an understanding of the key elements of law relating to bank.
- explain the reasons for regulation of the financial services industry and the key principles of that regulation, including both statutory and self-regulation.
- demonstrate awareness and understanding of current issues in the banking environment including those relating to ethics and codes of conduct.
- discuss current regulatory issues in the financial services sector.

Contents

1. Legal Basis of Banking
 - 1.1 Legal Issues
 - 1.2 Contract Law
2. The Banking Universe
 - 2.1 The World's Largest Banks
 - 2.2 Types of Banks
 - 2.3 The Payments System
3. The Global Financial Crisis
 - 3.1 Causes
 - 3.2 Aftermath
 - 3.3 Response
4. Ethics in Banking

- 4.1 What is Ethics?
- 4.2 Business Ethics
- 4.3 Ethical Banking
5. Regulation and Professional Code of Conduct
 - 5.1 Regulators
 - 5.2 Professional Bodies
 - 5.3 Supervision Accords
6. Risk
 - 6.1 Credit Risk
 - 6.2 Market Risk
 - 6.3 Operational Risk
 - 6.4 Liquidity Risk
 - 6.5 Reputational Risk
7. Current Developments
 - 7.1 Challengers
 - 7.2 Fintech

Literature

Compulsory Reading

- Introduction to Banking: Barbara Casu, Claudia Girardone, Philip Molyneux. Pearson Higher Ed, 17 Apr 2015.

Further Reading

- Industry reports and industry conference proceedings (online) as directed (updated in each iteration). Other general reading as directed by the module lead.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

International Finance

Module Code: LIBFBBAEIF

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

N.N. (Foreign Exchange Exposure and Management) / N.N. (International Investment Appraisal)

Contributing Courses to Module

- Foreign Exchange Exposure and Management (LIBFBBAEIF01)
- International Investment Appraisal (LIBFBBAEIF02)

Module Exam Type

Module Exam

Split Exam

Foreign Exchange Exposure and Management

- Study Format "Distance Learning": Exam, 90 Minutes

International Investment Appraisal

- Study Format "Distance Learning": Written Assessment: Case Study

Weight of Module

see curriculum

Module Contents**Foreign Exchange Exposure and Management**

- Foreign Exchange (FX) Markets and Exchange Rate Determination
- International Parity Conditions
- Identification of Corporate Foreign Exchange Risks
- Hedging Techniques

International Investment Appraisal

- Management and Control of International Operations
- Transfer Pricing and Tax Legislation
- Foreign Direct Investment (FDI)

Learning Outcomes**Foreign Exchange Exposure and Management**

On successful completion, students will be able to

- appreciate the challenges of managing MNEs in the context of currency exposure and hedging techniques.
- understand the foreign exchange market and exchange rate determination.
- be able to critically analyze methods to manage foreign exchange exposures of MNEs.

International Investment Appraisal

On successful completion, students will be able to

- assess the challenges of managing MNEs.
- assess the opportunities and implications for MNEs debt and equity capital structures.
- appraise the different types of foreign investment undertaken by MNEs.
- select relevant capital budgeting techniques in the context of MNEs.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Finance & Tax Accounting

Links to other Study Programs of the University

All Bachelor Programs in the Business & Management field

Foreign Exchange Exposure and Management

Course Code: LIBFBBAEIF01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The financial management of multinational enterprises (MNEs), i.e., corporations with operations in more than one country whose business is conducted via branches, subsidiaries, or joint-ventures, is quite challenging, particularly in terms of currency risk. This course examines international corporate finance within the context of understanding foreign exchange markets and the management of foreign exchange exposures.

Course Outcomes

On successful completion, students will be able to

- appreciate the challenges of managing MNEs in the context of currency exposure and hedging techniques.
- understand the foreign exchange market and exchange rate determination.
- be able to critically analyze methods to manage foreign exchange exposures of MNEs.

Contents

1. Foreign exchange (FX) markets and exchange rate determination to help understand the key players and their roles and influences on exchange rates as well as the key theories around the determination of exchange rates.
2. International parity conditions looking at impact of inflation on FX rates and the implications from the theory of One Price to relative Purchasing Power Parity for international companies.
3. Identification of corporate foreign exchange risks to help understand the types of exposure (transaction, translation and operating exposures) and to explore strategies MNEs use to manage FX risks.
4. Understand hedging techniques from internal through to external hedging methods and to appreciate why corporations take differing hedging strategies for their exposures.

Literature**Compulsory Reading**

- Eiteman, D.K., Stonehill, A.I. and Moffett, M.H. (2015), *Multinational Business Finance*. 14th edn. Harlow : Pearson Education Limited.

Further Reading

- The above-mentioned Essential Reading will be supplemented by a range of other learning resources including e-books, e-journals, online activities, web-based articles, videos, forums and blogs, either freely available or available via KnowledgeBank, as recommended by your course lecturer.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

International Investment Appraisal

Course Code: LIBFBBAEIF02

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

This course examines international corporate finance within the context of managing multinational enterprises (MNEs) and controlling international operations, focusing on the global financial environment, financing and investments.

Course Outcomes

On successful completion, students will be able to

- assess the challenges of managing MNEs.
- assess the opportunities and implications for MNEs debt and equity capital structures.
- appraise the different types of foreign investment undertaken by MNEs.
- select relevant capital budgeting techniques in the context of MNEs.

Contents

1. Management and control of international operations looking at constraints on management and understanding shareholder v stakeholder wealth maximization models
2. Sources of debt and equity raising for MNEs in an international context
3. Transfer pricing and tax legislation to understand differences in tax regimes around the world and the implications for multinational companies as well as the ethical implications surrounding transfer pricing and tax minimization methods
4. Foreign Direct Investment (FDI) and international capital budgeting, taking account of the greater complexity of the need to understand wider political risk and tax implications when undertaking financial analysis

Literature**Compulsory Reading**

- Eiteman, D.K., Stonehill, A.I. and Moffett, M.H. (2015), *Multinational Business Finance*. 14th edn. Harlow : Pearson Education Limited.

Further Reading

- The above-mentioned Essential Reading will be supplemented by a range of other learning resources including e-books, e-journals, online activities, web-based articles, videos, forums and blogs, either freely available or available via KnowledgeBank, as recommended by your course lecturer.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Case Study

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support	Learning Material	Exam Preparation
<input checked="" type="checkbox"/> Course Feed	<input checked="" type="checkbox"/> Course Book	<input checked="" type="checkbox"/> Online Tests
<input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	<input checked="" type="checkbox"/> Video	<input checked="" type="checkbox"/> Guideline
<input checked="" type="checkbox"/> Recorded Live Sessions	<input checked="" type="checkbox"/> Slides	

Mastering Prompts

Module Code: DLBWMP_E

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Kristina Schaaff (Artificial Intelligence) / Prof. Dr. Knut Linke (Project: AI Excellence with Creative Prompting Techniques)

Contributing Courses to Module

- Artificial Intelligence (DLBDSEAIS01)
- Project: AI Excellence with Creative Prompting Techniques (DLBPKIEKPT01_E)

Module Exam Type

Module Exam

Split Exam

Artificial Intelligence

- Study Format "myStudies": Exam, 90 Minutes
- Study Format "Distance Learning": Exam, 90 Minutes
- Study Format "Duales myStudium": Exam, 90 Minutes

Project: AI Excellence with Creative Prompting Techniques

- Study Format "Duales myStudium": Oral Project Report
- Study Format "Distance Learning": Oral Project Report

Weight of Module

see curriculum

<p>Module Contents</p> <p>Artificial Intelligence</p> <p>Project: AI Excellence with Creative Prompting Techniques</p>	
<p>Learning Outcomes</p> <p>Artificial Intelligence</p> <p>On successful completion, students will be able to</p> <ul style="list-style-type: none"> ▪ chart the historical developments in artificial intelligence. ▪ understand the approach of contemporary AI systems. ▪ comprehend the concepts behind reinforcement learning. ▪ analyze natural language using basic NLP techniques. ▪ scrutinize images and their contents. <p>Project: AI Excellence with Creative Prompting Techniques</p> <p>On successful completion, students will be able to</p> <ul style="list-style-type: none"> ▪ comprehend and apply basic prompting techniques in generative AI applications. ▪ analyze and evaluate the effectiveness of the basic prompts. ▪ apply ethical considerations to the design and use of AI for basic prompting techniques. ▪ design, implement, and refine effective prompts to real-world scenarios through hands-on exercises. ▪ showcase creative and innovative thinking in the application of prompting techniques to solve complex problems in their field of studies. 	
<p>Links to other Modules within the Study Program</p> <p>This module is similar to other modules in the field of Data Science & Artificial Intelligence</p>	<p>Links to other Study Programs of the University</p> <p>All Bachelor Programs in the IT & Technology field</p>

Artificial Intelligence

Course Code: DLBDSEAIS01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

The quest for artificial intelligence (AI) has captured humanity's interest for many decades and has been an active research area since the 1960s. This course will give a detailed overview of the historical developments, successes, and set-backs in AI, as well as modern approaches in the development of artificial intelligence. This course gives an introduction to reinforcement learning, a process similar to how humans and animals experience the world: exploring the environment and inferring the best course of action. This course also covers the principles of natural language processing and computer vision, both of which are key ingredients for an artificial intelligence to be able to interact with its environment.

Course Outcomes

On successful completion, students will be able to

- chart the historical developments in artificial intelligence.
- understand the approach of contemporary AI systems.
- comprehend the concepts behind reinforcement learning.
- analyze natural language using basic NLP techniques.
- scrutinize images and their contents.

Contents

1. History of AI
 - 1.1 Historical Developments
 - 1.2 AI Winter
 - 1.3 Expert Systems
 - 1.4 Notable Advances
2. Modern AI Systems
 - 2.1 Narrow versus General AI
 - 2.2 Application Areas
3. Reinforcement Learning
 - 3.1 What is Reinforcement Learning?
 - 3.2 Markov Chains and Value Function

3.3 Time-Difference and Q Learning

4. Natural Language Processing (NLP)

4.1 Introduction to NLP and Application Areas

4.2 Basic NLP Techniques

4.3 Vectorizing Data

5. Computer Vision

5.1 Introduction to Computer Vision

5.2 Image Representation and Geometry

5.3 Feature Detection

5.4 Semantic Segmentation

Literature

Compulsory Reading

Further Reading

- Bear, F., Barry, W., & Paradiso, M. (2020). Neuroscience: Exploring the brain (4th ed.). Lippincott Williams & Wilkins.
- Chollet, F. (2018). Deep learning with Python. Manning.
- Geron, A. (2017). Hands-on machine learning with Scikit-Learn and TensorFlow. O'Reilly.
- Géron, A. (2019). Hands-on machine learning with Scikit-Learn, Keras, and TensorFlow: Concepts, tools, and techniques to build intelligent systems (2nd ed.). O'Reilly.
- Goodfellow, I., Bengio, Y., & Courville, A. (2016). Deep learning. MIT Press.
- Grus, J. (2019). Data science from scratch: First principles with Python. O'Reilly.
- Jurafsky, D., & Martin, J. H. (2022). Speech and language processing (3rd ed.). Prentice Hall.
- Russell, S. J., & Norvig, P. (2022). Artificial Intelligence: A modern approach (4th ed., global ed.). Pearson.
- Sutton, R. S., & Barto, A. G. (2018). Reinforcement learning: An introduction (2nd ed.). MIT Press. (Adaptive Computation and Machine Learning series).
- Szeliski, R. (2022). Computer vision: Algorithms and applications (2nd ed.). Springer. (Texts in Computer Science series).

Study Format myStudies

Study Format myStudies	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Study Format Duales myStudium

Study Format Duales myStudium	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Project: AI Excellence with Creative Prompting Techniques

Course Code: DLBPKIEKPT01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

In this course, students explore the fascinating world of prompting in generative AI applications. They engage in hands-on exercises to create new AI-generated content including text, images, and videos. Through these exercises, students learn how to effectively use, analyze, and evaluate these systems within their respective fields of study.

Course Outcomes

On successful completion, students will be able to

- comprehend and apply basic prompting techniques in generative AI applications.
- analyze and evaluate the effectiveness of the basic prompts.
- apply ethical considerations to the design and use of AI for basic prompting techniques.
- design, implement, and refine effective prompts to real-world scenarios through hands-on exercises.
- showcase creative and innovative thinking in the application of prompting techniques to solve complex problems in their field of studies.

Contents

- In this course, students work on a basic practical implementation of a generative AI use case by choosing from a selection provided in the complementary guideline. The course provides practical examples as learning materials and exercises with basic prompting techniques for open-source text, image, and video generation use cases. The exercises are designed to inspire and guide students in completing their own generative AI use case work, which includes a use case description, chosen prompting techniques, outcomes, and critical evaluations from both technical and ethical perspectives.

Literature**Compulsory Reading****Further Reading**

- Dang, H., Mecke, L., Lehmann, F., Goller, S., & Buschek, D. (2022). How to prompt? Opportunities and challenges of zero- and few-shot learning for human-AI interaction in creative applications of generative models. arXiv. <https://arxiv.org/pdf/2209.01390.pdf>
- Eapen, T. T., Finkenstadt, D. J., Folk, J., & Venkataswamy, L. (2023). How generative AI can augment human creativity. *Harvard Business Review*, July–August, 56–64.
- Wei, J., Wang, X., Schuurmans, D., Bosma, M., Ichter, B., Xia, F., Chi, E. H., Le., Q. V., & Zhou, D. (2023). Chain-of-thought prompting elicit reasoning in large language models. arXiv. <https://arxiv.org/pdf/2201.11903.pdf>

Study Format Duales myStudium

Study Format Duales myStudium	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Oral Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Oral Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Career Development

Module Code: DLBKAENT_E

Module Type see curriculum	Admission Requirements	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Heike Schiebeck (Personal Career Plan) / Prof. Dr. Heike Schiebeck (Personal Elevator Pitch)

Contributing Courses to Module

- Personal Career Plan (DLBKAENT01_E)
- Personal Elevator Pitch (DLBKAENT02_E)

Module Exam Type

Module Exam

Split Exam

Personal Career Plan

- Study Format "Duales myStudium": Advanced Workbook
- Study Format "Distance Learning": Advanced Workbook

Personal Elevator Pitch

- Study Format "Duales myStudium": Concept Presentation
- Study Format "Distance Learning": Concept Presentation

Weight of Module

see curriculum

Module Contents**Personal Career Plan**

- Career Theories and Models
- Career Development
- Choosing Possible Careers
- Personal Branding
- Career Strategy
- Global Careers
- Employment Search

Personal Elevator Pitch

Through the application of self-reflection, self-awareness based on relevant career success parameters students should develop career goals, career stages, and their career strategy. Taking into account their current professional and/or study situation, the central elements of a short-, and medium-term career planning are worked out by the students for their individual case. At the end of the course, students will be able to present their personal elevator pitch and communicate it in a proper way that is appropriate for the target group or audience. In this way, they will reflect on their current professional situation. The personal elevator pitch, being at hear of personal branding, supports the conveyance of this vision during personal networking activities.

Learning Outcomes

Personal Career Plan

On successful completion, students will be able to

- understand, apply, and reflect presented career theory and models with regard to their personal situation to arrive at a concept or picture of a desired career.
- understand and critically reflect the concept of career and career planning.
- understand the relevance of a strategically oriented career planning.
- understand the importance of and conduct a personal assessment to identify one's personality, values, motivation, strengths, competencies, skills, and interests.
- understand the necessity of building and maintaining their own personal brand.
- understand differing job search processes across national/international contexts, and to create context-sensitive job applications accordingly.
- understand the principles of global careers and how to effectively act in international environments.

Personal Elevator Pitch

On successful completion, students will be able to

- identify their career goals, career stages, and the personal status quo with regard to their achievement.
- reflect their current situation and define where they want to aim.
- develop a career strategy by creating personal career goals and a coherent action plan.
- understand and apply the process of building a personal brand.
- define their identity, skills, profession, reasons to believe and necessary investments.
- identify their personal strengths and their core driver.
- understand the power of effective communication, networking, and storytelling.
- understand the principles and apply the process of designing a strong personal elevator pitch.
- critically reflect and adapt their personal elevator pitch to the specificities of the context, audience, target group, and way of delivery.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Human Resources

Links to other Study Programs of the University

All Bachelor Programs in the Human Resources field

Personal Career Plan

Course Code: DLBKAENT01_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

In today's complex and ever-changing environment, the forms of careers vary depending on the context, understanding of values, and market dynamics. The 'classic career ladder' that one is climbing being the only predominant form of career is long outdated, and individuals are being confronted with a great number of opportunities regarding industry or job choice and working arrangements. Considering the great variety of options especially for well-educated individuals, has become more important than ever to make informed decisions. This course is designed to support students maneuvering themselves through these complexities of their personal career plan, whereby self-awareness, self-reflection, and goal-setting are important elements of this process. Guided by central elements of career theory, career models, and research outcomes, students will be given tools and reflection exercises to arrive at a solid, directly applicable strategy to further steer their professional progress and career steps.

Course Outcomes

On successful completion, students will be able to

- understand, apply, and reflect presented career theory and models with regard to their personal situation to arrive at a concept or picture of a desired career.
- understand and critically reflect the concept of career and career planning.
- understand the relevance of a strategically oriented career planning.
- understand the importance of and conduct a personal assessment to identify one's personality, values, motivation, strengths, competencies, skills, and interests.
- understand the necessity of building and maintaining their own personal brand.
- understand differing job search processes across national/international contexts, and to create context-sensitive job applications accordingly.
- understand the principles of global careers and how to effectively act in international environments.

Contents

1. Career Theories and Approaches
 - 1.1 Traditional Career Theories and Models
 - 1.2 Protean Career Orientation
 - 1.3 Career Learning Cycle
2. Career Development

- 2.1 Career Motives
- 2.2 Career Roles
- 2.3 Career Performance
3. Career Planning
 - 3.1 Essentials of Career Planning
 - 3.2 The Career Planning Process
 - 3.3 Contingencies of Career Planning
4. Personal Assessment
 - 4.1 Personality
 - 4.2 Values and Motivation
 - 4.3 Competencies, Skills, Strengths, and Fields of Interest
5. Career Choice
 - 5.1 Possible Career Paths
 - 5.2 Forms of Careers
 - 5.3 Employability
 - 5.4 Career Identity
6. Develop a Career Strategy and Manage your Career
 - 6.1 Career Capital
 - 6.2 Career Goals
 - 6.3 Career Success
 - 6.4 Personal Reflection
 - 6.5 Personal Branding
7. Global Careers
 - 7.1 Forms of Global Careers
 - 7.2 Individual Characteristics of Global Leaders
 - 7.3 Role of Interculturality
 - 7.4 Diversity and Inclusion
8. Search for Employment in Germany and Abroad
 - 8.1 Job Search Databases
 - 8.2 Networks and Platforms
 - 8.3 Shaping Resume and Cover Letter
 - 8.4 Written and Video Application
 - 8.5 Selection Procedures

Literature**Compulsory Reading****Further Reading**

- Baruch, Y. (2022). *Managing Careers and Employability*. SAGE.
- Greenhaus, J.H., Callanan, G.A., & Godshalk, V.M. (2018). *Career Management for Life* (5th edition). College of Business & Public Management Faculty Books.
- Hoeckstra, H. (2011). A career roles model of career development. *Journal of Vocational Behavior*, 78(2), 159-173.
- Ibarra, H. (2004). *Working Identity: Unconventional Strategies for Reinventing Your Career*. Harvard Business School Press.
- Kingsley, T. (2022). *Personal Branding*. Independently published.
- Ng, T.W.H., Eby, L.T., Sorensen, K.L., & Feldman, D.C. (2005). Predictors of objective and subjective career success: A meta-analysis. *Personnel psychology*, 58(2), 367-408.
- Ng, T.W.H., & Feldman, D.C. (2014). Subjective career success: A meta-analytic review. *Journal of Vocational Behavior*, 85(2), 169-179.

Study Format Duales myStudium

Study Format Duales myStudium	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Advanced Workbook

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Advanced Workbook

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Personal Elevator Pitch

Course Code: DLBKAENT02_E

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	DLBKAENT01_E

Course Description

The forms of careers vary depending on the context or personal preferences in today's ever-changing, demanding, and complex environment. Changes in the environment, as for example technology, sustainability, and the rise of artificial intelligence, push individuals to take career transitions into their own hands. Personal endeavors to develop one's career through the acquisition of, for instance, new projects, jobs, or employers, require the right strategies to be successful. Contacts through targeted networking and the development of one's own brand play a special role here. Evenly so for individuals starting their careers after having accomplished their education, effective networking is key to career entry and development in these turbulent times. In addition, personal branding is a concept that not only has gained relevance in research but is also widely used in career counseling. Developing and conveying a personal brand is central to this course. Using the personal branding approach during networking activities, individuals can actively contribute to their career success.

Course Outcomes

On successful completion, students will be able to

- identify their career goals, career stages, and the personal status quo with regard to their achievement.
- reflect their current situation and define where they want to aim.
- develop a career strategy by creating personal career goals and a coherent action plan.
- understand and apply the process of building a personal brand.
- define their identity, skills, profession, reasons to believe and necessary investments.
- identify their personal strengths and their core driver.
- understand the power of effective communication, networking, and storytelling.
- understand the principles and apply the process of designing a strong personal elevator pitch.
- critically reflect and adapt their personal elevator pitch to the specificities of the context, audience, target group, and way of delivery.

Contents

- The core element of this course is a personal elevator pitch with the use of a personal branding canvas. The creation of a personal brand is not only relevant for self-employed freelancers or entrepreneurs but is as well helpful for individuals who strive for their own further development on the career ladder within their organization or for those who

are seeking employment. Having understood the characteristics of and reasoning behind personal branding and the underlying process, students will be able to apply this process to their own person and situation.

- Self-awareness being the main 'ingredient' for an effective personal brand, students will be encouraged to go on an intensive self-reflection journey to deepen their understanding of their identity, skills, profession, and reasons to believe for a personal brand, and subsequently, for a personal elevator pitch.
- Being at the heart of and the essence of personal branding, the elevator pitch enables individuals to impactfully present themselves in a nutshell to important individuals and potential employers. Having understood the principles and key success factors characterizing an elevator pitch, students will be able to develop their own one. They will learn to consider aspects like timing, benefit, clear positioning, target audience through an oral form of delivery. In addition, the role of communication, networking and storytelling principles will be highlighted.
- Knowledge of the core elements and success factors of the personal elevator pitch within the framework of the individual career development.

Literature

Compulsory Reading

Further Reading

- Dowling, D. (2009). How to Perfect an Elevator Pitch About Yourself. Harvard Business Review. <https://hbr.org/2009/05/how-to-perfect-an-elevator-pit>.
- Gorbatov, S., Khapova, S.N., & Lysova, E.I. (2018). Personal branding: Interdisciplinary systematic review and research agenda. *Frontiers in psychology*, 2238.
- Gorbatov, S., Khapova, S.N., & Lysova, E.I. (2019). Get noticed to get ahead: The impact of personal branding on career success. *Frontiers in psychology*, 2662.
- Jourdan Jr, Louis F., Deis, M., & Lysova, E.I. (2010). Getting Your Elevator Pitch To The Plate. *Business Journal for Entrepreneurs*, 2010(1), 43-47.
- Woodside, A.G. (2010). Brand consumer storytelling theory and research: Introduction to a Psychology & Marketing special issue. *Psychology & Marketing*, 27(6), 531-540.

Study Format Duales myStudium

Study Format Duales myStudium	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Concept Presentation

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Concept Presentation

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Healthcare Management and Health Systems

Module Code: DLBIHMHMHS

Module Type see curriculum	Admission Requirements None	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Gerardo Fernandez (Healthcare Management) / Prof. Dr. Sophie Brenner (International Health Systems)

Contributing Courses to Module

- Healthcare Management (DLBIHMHM01)
- International Health Systems (DLBIHMIHS01)

Module Exam Type

Module Exam

Split Exam

Healthcare Management

- Study Format "Distance Learning": Exam, 90 Minutes

International Health Systems

- Study Format "Distance Learning": Exam, 90 Minutes

Weight of Module

see curriculum

Module Contents

Healthcare Management

- The Health Economy (Setting the Scene)
- What is the Healthcare Sector?
- Key Players in Healthcare
- International Healthcare Industry
- Management in Health and Healthcare
- Decision-Making and Problem-Solving in Care Settings
- Cross-Border Healthcare and Health Tourism

International Health Systems

- Regulation and the Role of the State
- Health System Building Blocks
- Quantifying and Addressing Health Needs
- Typology of Health Systems
- Country Case Studies

Learning Outcomes

Healthcare Management

On successful completion, students will be able to

- understand specific objectives and contextual challenges of healthcare management.
- identify the characteristics of the health economy and international healthcare markets.
- define healthcare management and the role of the healthcare manager.
- compare and contrast the key competencies of managers in different areas of healthcare.
- differentiate roles and challenges of healthcare managers in light of the international health architecture.

International Health Systems

On successful completion, students will be able to

- negotiate the rationale of health systems, considering their respective context.
- structure their analysis of health systems according to meaningful health system building blocks.
- understand people's health needs and the mechanisms to address these within the health system.
- analyze health systems based on a broader health system typology.
- understand different countries' health systems and use them as a reference.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Healthcare Management

Links to other Study Programs of the University

All Bachelor Programs in the field of Health Affairs

Healthcare Management

Course Code: DLBIHMHM01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	None

Course Description

This course provides an overview introduction to the international environment, the different market sectors, possible roles for health managers and the main challenges. The course offers an insight into individual areas of the health industry and also into individual roles that healthcare managers fill. First, there is an introduction to the special characteristics of health and healthcare against the background of medical-ethical and social-ethical principles. This is followed by a discussion of the relevant areas in which healthcare managers are employed, before their particular roles are presented. A separate section is devoted to health information systems in the light of the particular importance of health data in the management processes of the sector. Finally, the core themes are once again explicitly considered in the context of the international health architecture, which, in addition to the respective national regulatory framework, defines the scope of action of international healthcare management.

Course Outcomes

On successful completion, students will be able to

- understand specific objectives and contextual challenges of healthcare management.
- identify the characteristics of the health economy and international healthcare markets.
- define healthcare management and the role of the healthcare manager.
- compare and contrast the key competencies of managers in different areas of healthcare.
- differentiate roles and challenges of healthcare managers in light of the international health architecture.

Contents

1. The Health Economy
 - 1.1 Understanding Health
 - 1.2 The Nature of Healthcare
 - 1.3 Health Commodities and Services
 - 1.4 Market Failure and the Need for Regulation
 - 1.5 The Importance of Ethical Conduct
2. Outlining the Healthcare Sector
 - 2.1 Health Care Providers
 - 2.2 Healthcare HR and Professional Training

- 2.3 Pharmaceuticals and Medical Devices
- 2.4 Nonprofit Stakeholders in Healthcare
- 2.5 Health Insurance Markets
3. Roles in Healthcare Management – an Overview
 - 3.1 Managing Customers and Patients
 - 3.2 Managing Finances
 - 3.3 Managing Performance
 - 3.4 Managing Health Care Professionals
4. Health Information Systems and Technologies
 - 4.1 Managing Health Information
 - 4.2 E-Health
 - 4.3 Evolution of the Electronic Medical Record (EMR)
 - 4.4 Management of Health Data
5. Health and Healthcare Internationally
 - 5.1 The International Health Architecture
 - 5.2 International Management and Health Sector Change
 - 5.3 Healthcare Services – an International Perspective
 - 5.4 Pharmaceutical Innovation and International Market Access
 - 5.5 Medical Devices and More: Managing Products Internationally
6. Cross-Border Healthcare and Health Tourism
 - 6.1 Drivers of Cross-Border Healthcare
 - 6.2 Inbound and Outbound Health Tourism
 - 6.3 Health Tourism Case Studies

Literature**Compulsory Reading****Further Reading**

- Buchbinder, S., Shanks, N., & Kite, B. (2021). Introduction to health care management (4th ed.). Jones & Bartlett.
- Walshe, K., & Smith, J. (2017). Healthcare management (3rd ed.). Open University Press.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

International Health Systems

Course Code: DLBIHMIHS01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	None

Course Description

This course focuses on the role of health care systems as organizations of people, institutions, and resources that deliver health care services to meet the health needs of populations. It is structured along the health system building blocks, an analytical framework used by the World Health Organization to describe health systems, using the core components leadership and governance, service delivery, health system financing, health workforce, medical products and technologies, and health information systems. The evolution and dynamics of specific health systems are discussed on the basis of a typology of systems. Students gain a broad overview of different health systems within their respective contexts.

Course Outcomes

On successful completion, students will be able to

- negotiate the rationale of health systems, considering their respective context.
- structure their analysis of health systems according to meaningful health system building blocks.
- understand people's health needs and the mechanisms to address these within the health system.
- analyze health systems based on a broader health system typology.
- understand different countries' health systems and use them as a reference.

Contents

1. Regulation and the Role of the State
 - 1.1 A Rationale of Health Systems
 - 1.2 Properties of Systems
 - 1.3 The Impact of Context
2. Health System Building Blocks
 - 2.1 Leadership and Governance
 - 2.2 Service Delivery
 - 2.3 Health System Financing
 - 2.4 Health Workforce
 - 2.5 Medical Products and Technologies

- 2.6 Health Information Systems
3. Health Needs
 - 3.1 Quantifying Needs
 - 3.2 Addressing Needs
4. Typology of Health Systems
 - 4.1 National Health Service-Type Systems
 - 4.2 Social Health Insurance
 - 4.3 Supply- and Performance-Oriented Private Type
 - 4.4 Mixed Systems
5. Provision of sServices
 - 5.1 Patient Pathways
 - 5.2 Primary Care
 - 5.3 Specialized Care
 - 5.4 Urgent and Emergency Care
 - 5.5 Pharmaceutical Care
6. Country Case Studies
 - 6.1 Germany
 - 6.2 United Kingdom
 - 6.3 China
 - 6.4 United States
 - 6.5 Case Studies From Low- and Middle-Income Countries

Literature

Compulsory Reading

Further Reading

- Folland, S., Goodman, A. C., & Stano, M. (2017). *The economics of health and health care* (8th ed.). Routledge.
- Merson, M. H., Black, R. E., & Mills, A. J. (2020). *Global health: Diseases, programs, systems, and policies* (4th ed.). Jones & Bartlett.
- Rice, T. (2021). *Health insurance systems: An international comparison*. Elsevier.
- World Health Organization. (n.d.). *Health system in transition reviews (HiT)*. Asia Pacific Observatory on Health Systems and Policies. Available online.
- World Health Organization. (2000). *The world health report. Health systems: Improving performance*. Available online.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Public and Global Health

Module Code: DLBBAPGH

Module Type see curriculum	Admission Requirements	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Prof. Dr. Gerardo Fernandez (Introduction to Public Health) / Prof. Dr. Gerardo Fernandez (Global Health)

Contributing Courses to Module

- Introduction to Public Health (DLBIHMIPH01)
- Global Health (DLBIHMGH01)

Module Exam Type

Module Exam

Split Exam

Introduction to Public Health

- Study Format "Distance Learning": Written Assessment: Written Assignment

Global Health

- Study Format "Distance Learning": Exam, 90 Minutes (100)

Weight of Module

see curriculum

Module Contents

Introduction to Public Health

- Defining Public Health
- Infectious Diseases
- Non-Communicable Diseases
- The Role of Genetics
- Social and Behavioral Factors in Health
- Building Healthy Communities

Global Health

- Concepts in Global Health
- Global Health Governance: Structures and Institutions
- International Trade and Health
- One Health (Animal Health, Climate, Nutrition, Sexual and Reproductive Health)
- Conflict and Health

Learning Outcomes

Introduction to Public Health

On successful completion, students will be able to

- justify the need for evidence in strengthening public health.
- appreciate the monitoring and analysis of long-term public health trends.
- classify infectious and noninfectious diseases in terms of their importance for societal development and social as well as economic activity.
- understand the principles of identification, surveillance, and prevention of diseases.
- identify relevant sub-disciplines that contribute to building healthy communities.

Global Health

On successful completion, students will be able to

- understand the social, economic, political, and cultural forces that shape health across the world.
- appreciate how social relationship, policies and political processes, as well as technological change shape the context of health and healthcare.
- discuss the appropriateness of current global health governance structures and institutions.
- identify opportunities and pitfalls with a view to international trade, health, and healthcare.
- think strategically with the awareness that global health is shaped by both the natural and the man-made environment.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Healthcare Management

Links to other Study Programs of the University

All Bachelor Programs in the field of Health Affairs

Introduction to Public Health

Course Code: DLBIHMIPH01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	None

Course Description

This course offers a comprehensive introduction to public health linking basic concepts to practice. It offers insight into the epidemiology of infectious diseases and non-communicable diseases, emphasizing the societal perspective. Apart from an in-depth coverage of contextual determinants of health and respective policy responses as well as aspects of community, environmental and occupational health, the course also introduces students to some of the latest research on public health genetics.

Course Outcomes

On successful completion, students will be able to

- justify the need for evidence in strengthening public health.
- appreciate the monitoring and analysis of long-term public health trends.
- classify infectious and noninfectious diseases in terms of their importance for societal development and social as well as economic activity.
- understand the principles of identification, surveillance, and prevention of diseases.
- identify relevant sub-disciplines that contribute to building healthy communities.

Contents

1. What is Public Health?
 - 1.1 Origins of Public Health: Historical Perspective
 - 1.2 Analytical Methods of Public Health
 - 1.3 Medical Care and Public Health
 - 1.4 Sources of Public Health Data
 - 1.5 Evidence-Based Public Health
2. Infectious Diseases
 - 2.1 Measuring the Burden of Infectious Diseases
 - 2.2 Bacteria, Parasites, Viruses
 - 2.3 Infectious Disease Control
 - 2.4 Vaccination
3. Non-Communicable Diseases

- 3.1 Measuring the Burden of Non-Communicable Diseases
- 3.2 The Role of Lifestyle
- 3.3 Structural Prevention of NCDs
4. The Role of Genetics
 - 4.1 Genetic Technologies and Information
 - 4.2 Phenotypes and Genotypes
 - 4.3 Population Genetics
 - 4.4 Public Health Genetics and Genomics
 - 4.5 Nutrition and the microbiome
5. Social and Behavioral Factors in Health
 - 5.1 Health, Law, Policy, and Ethics
 - 5.2 Health and Culture
 - 5.3 Socioeconomic Status and Health
 - 5.4 Discrimination and Health Inequities
 - 5.5 Social Capital, Social Cohesion, and Health
6. Building Healthy Communities
 - 6.1 Community Health
 - 6.2 Environmental Health
 - 6.3 Occupational Health and Safety
 - 6.4 Nutrition, Food and Food Safety
 - 6.5 Health Communication, E-Health and Social Media

Literature**Compulsory Reading****Further Reading**

- Berkman, L./Kawachi, I./Glymour, M. (2014): Social epidemiology. 2nd edition. Oxford University Press, Oxford.
- Riegelman, R./Kirkwood, B. (2018): Public health 101. 3rd edition, Jones & Bartlett, Burlington MA.
- Schneider, M. (2020): Introduction to public health. 6th edition, Jones & Bartlett, Burlington MA.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Written Assessment: Written Assignment

Student Workload					
Self Study 110 h	Contact Hours 0 h	Tutorial/Tutorial Support 20 h	Self Test 20 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Online Tests <input checked="" type="checkbox"/> Guideline

Global Health

Course Code: DLBIHMGH01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	DLBIHMIHS01

Course Description

This course highlights the view that many health issues concern many countries at the same time and are affected by transnational determinants such as climate change. Improving health around the world requires multidisciplinary approaches. In this course, students of international healthcare management will engage with cross-border determinants of health and the development of strategies to address these determinants. The course will convey an understanding of the role of international trade and the economy with regard to health and healthcare. Ultimately, the course will discuss the interconnectedness of human health within the changing natural and the man-made environment.

Course Outcomes

On successful completion, students will be able to

- understand the social, economic, political, and cultural forces that shape health across the world.
- appreciate how social relationship, policies and political processes, as well as technological change shape the context of health and healthcare.
- discuss the appropriateness of current global health governance structures and institutions.
- identify opportunities and pitfalls with a view to international trade, health, and healthcare.
- think strategically with the awareness that global health is shaped by both the natural and the man-made environment.

Contents

1. Concepts in Global Health
 - 1.1 The Evolution of Global Health
 - 1.2 Globalization, Infectious Diseases, and Global Health
 - 1.3 Noncommunicable Diseases
 - 1.4 Epidemiological Transitions
 - 1.5 Global Burden of Disease and Measurement
2. The Political Economy of Health and Development
 - 2.1 The Political Economy of Health
 - 2.2 The Political Economy of Development
 - 2.3 Recent Developments and Global Health Approaches

3. Global Health Governance: Structures and Institutions
 - 3.1 Development Goals, Regulations, and Global Health Governance
 - 3.2 Global health partnerships and governance
 - 3.3 The World Health Organization
 - 3.4 Other Stakeholders in Global Health
4. International Trade and Health
 - 4.1 The World Trade Organization, Trade Agreements, and Health
 - 4.2 Distributional Impacts
 - 4.3 Trade and Communicable Diseases
 - 4.4 Trade in Healthcare Products and Health Services
5. One Health
 - 5.1 Human and Animal Health
 - 5.2 Climate Change and Health
 - 5.3 Global Hunger, Nutrition, and Food Security
 - 5.4 Gender and Global Sexual and Reproductive Health
 - 5.5 Urbanization and health
6. Conflict and Health
 - 6.1 Impact of Conflict on Health
 - 6.2 Rebuilding Health Systems Post-Conflict

Literature

Compulsory Reading

Further Reading

- Armstrong-Mensah, E. (2017): Global health: issues, challenges, and global action. Wiley, Hoboken NJ.
- Birn, A./Pillay, Y./Holtz, T. (2017): Textbook of global health. 4th edition. Oxford University Press, Oxford.
- Jacobsen, K. (2018): Introduction to global health. 3rd edition, Jones & Bartlett, Burlington MA.
- Merson, M./Black, R./Mills, A. (eds.): Global health: Diseases, programs, systems, and policies. 4th edition, Jones & Bartlett, Burlington MA.

Study Format Distance Learning

Study Format Distance Learning	Course Type Theory Course
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Information about the examination	
Examination Admission Requirements	Online Tests: yes
Type of Exam	Exam, 90 Minutes

Student Workload					
Self Study 90 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 30 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint	Learning Material <input checked="" type="checkbox"/> Course Book <input checked="" type="checkbox"/> Video <input checked="" type="checkbox"/> Audio <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Practice Exam <input checked="" type="checkbox"/> Online Tests

Microsoft ERP- Dynamics 365 Business Central - Functional Consultant

Module Code: DLBMSERP

Module Type	Admission Requirements	Study Level	CP	Student Workload
see curriculum		BA	10	300 h

Semester / Term	Duration	Regularly offered in	Language of Instruction and Examination
see curriculum	Minimum 1 semester	WiSe/SoSe	English

Module Coordinator

Prof. Dr. Sebastian Werning (Project: Dynamics 365 Business Central - Financial Company Setup) /
Prof. Dr. Sebastian Werning (Project: Dynamics 365 Business Central - Business Processes with Focus on Sales and Distribution)

Contributing Courses to Module

- Project: Dynamics 365 Business Central - Financial Company Setup (DLBMSERP01)
- Project: Dynamics 365 Business Central - Business Processes with Focus on Sales and Distribution (DLBMSERP02)

Module Exam Type

<p>Module Exam</p>	<p>Split Exam</p> <p><u>Project: Dynamics 365 Business Central - Financial Company Setup</u></p> <ul style="list-style-type: none"> • Study Format "Duales myStudium": Written Assessment: Project Report • Study Format "Distance Learning": Written Assessment: Project Report <p><u>Project: Dynamics 365 Business Central - Business Processes with Focus on Sales and Distribution</u></p> <ul style="list-style-type: none"> • Study Format "Distance Learning": Written Assessment: Project Report • Study Format "Duales myStudium": Written Assessment: Project Report
<p>Weight of Module see curriculum</p>	

Module Contents

Project: Dynamics 365 Business Central - Financial Company Setup

This module empowers students to configure and perform core business processes of a small or medium-sized company in an enterprise resource planning (ERP) system using Microsoft Dynamics 365 Business Central. Therefore, the module will address the core financial setup as well as sales and distribution processes for a small or medium-sized company.

Project: Dynamics 365 Business Central - Business Processes with Focus on Sales and Distribution

This module empowers students to configure and perform core business processes of a small or medium-sized company in an enterprise resource planning (ERP) system using Microsoft Dynamics 365 Business Central. Therefore, the module will address the core financial setup as well as sales and distribution processes for a small or medium-sized company.

Learning Outcomes**Project: Dynamics 365 Business Central - Financial Company Setup**

On successful completion, students will be able to

- describe the core feature of Business Central as an ERP system for small or medium-sized company.
- initially setup Business Central (SaaS).
- configure a new small or medium-sized demo company in Business Central.
- manage core security settings in Business Central.
- configure financials by setting up the finance module in Business Central.
- configure the chart of accounts in Business Central.

Project: Dynamics 365 Business Central - Business Processes with Focus on Sales and Distribution

On successful completion, students will be able to

- configure sales module in Business Central.
- configure purchasing module in Business Central.
- set up inventory management in Business Central.
- configure master data for sales and purchasing in Business Central.
- describe how to perform Business Central operations including selling and purchasing.
- process financial documents.

Links to other Modules within the Study Program

This module is similar to other modules in the field of Computer Science & Software Development

Links to other Study Programs of the University

All Bachelor Programs in the IT & Technology field

Project: Dynamics 365 Business Central - Financial Company Setup

Course Code: DLBMSERP01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

This course aims to empower students to perform financial business processes of a small or medium-sized company using the well-established cloud-based ERP system Microsoft Dynamics 365 Business Central (BC). At first, you will gain important insights into the typical structure of BC. Based on that knowledge, you will be guided to setup a SaaS environment for a demo company in BC. To ensure a safe operation of BC in the cloud you will learn how to configure essential security settings. Next, you will familiarize yourself with the most important and common financial business processes for a small or medium-sized business. Finally, you will configure the accounting module for your demo company in BC.

Course Outcomes

On successful completion, students will be able to

- describe the core feature of Business Central as an ERP system for small or medium-sized company.
- initially setup Business Central (SaaS).
- configure a new small or medium-sized demo company in Business Central.
- manage core security settings in Business Central.
- configure financials by setting up the finance module in Business Central.
- configure the chart of accounts in Business Central.

Contents

- Embarking on the journey of utilizing BC involves a series of pivotal steps. It commences with the fundamental task of setting up the platform itself. This encompasses the creation and meticulous configuration of a company, including the setup of security settings to ensure a secure operational environment. The process further extends to establishing the core functionality, which serves as the backbone of operations. The inclusion of dimensions adds an additional layer of precision to data handling. A critical aspect of the BC framework lies in managing approvals seamlessly through the implementation of workflows, streamlining processes and enhancing efficiency. Within the finance module, a thorough configuration is undertaken. This involves the setup of financial management procedures, which ensures the financial aspect of operations is well-structured and organized. Part of this process includes the establishment of the chart of accounts, providing a foundation for accurate

financial tracking. Moreover, the setup of posting groups refines the financial recording process, facilitating precise categorization. The establishment of journals and bank accounts enhances financial transparency, offering a clear overview of monetary transactions. Notably, payable accounts are configured, ensuring seamless management of outgoing payments. Similarly, the setup of receivable accounts streamlines the handling of incoming payments. Collectively, these steps form a comprehensive roadmap to unleash the full potential of BC, enabling efficient operations and meticulous financial management.

Literature

Compulsory Reading

Further Reading

- Gayer, M., Hauptmann, C., & Ebert, J. (2020). Microsoft Dynamics 365 Business Central: Das Anwenderbuch zur Abwicklung von Geschäftsprozessen (11. Ausgabe). Carl Hanser Verlag.
- Ferner, C. (2020): Microsoft Dynamics 365 Business Central Basiswissen (Auflage 1). BoD – Books on Demand.
- Merk, J. (2020). Microsoft Dynamics 365 BC Finanzbuchhaltung. NEW ERA Publications
- Microsoft Corporation. (2023). Learning path for certification: Dynamics 365 Business Central Functional Consultant.

Study Format Duales myStudium

Study Format Duales myStudium	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Project: Dynamics 365 Business Central - Business Processes with Focus on Sales and Distribution

Course Code: DLBMSERP02

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	DLBMSERP01

Course Description

This course aims to empower students to perform sales and distribution processes using the well-established cloud-based ERP system Microsoft Dynamics 365 Business Central (BC). At first, you will gain important insights into the configuration of the sales module for a small or medium-sized company. Based on that knowledge, you will be guided to setup the purchasing module and inventory management in BC. Next, you will familiarize yourself with the configuration of the corresponding master data management. Finally, you will perform common business transaction in the sales and distribution module as well as process core financial documents for your demo company in BC.

Course Outcomes

On successful completion, students will be able to

- configure sales module in Business Central.
- configure purchasing module in Business Central.
- set up inventory management in Business Central.
- configure master data for sales and purchasing in Business Central.
- describe how to perform Business Central operations including selling and purchasing.
- process financial documents.

Contents

- To ensure the smooth flow of business processes in BC, various steps are necessary. First, the configuration of the sales and purchases modules takes place to establish the foundation for efficient work. During this phase, inventory management is set up to ensure an organized inventory flow. An essential step is configuring master data for sales and purchasing, as these form the basis for all subsequent activities. Prices and discounts are also established to create a clear pricing structure. Following this, common operations are performed in Business Central, encompassing both basic tasks and frequent operations. The processing of purchases as well as the handling of sales transactions is a central part of the process and a common operation in BC. Financial documents are processed as well to accurately represent the accounting aspect. Another step involves processing payments and journal entries to meticulously manage the financial aspects. All of these steps contribute to the seamless execution of business activities while maintaining financial integrity.

Literature**Compulsory Reading****Further Reading**

- Gayer, M., Hauptmann, C., & Ebert, J. (2020). Microsoft Dynamics 365 Business Central: Das Anwenderbuch zur Abwicklung von Geschäftsprozessen (11. Ausgabe). Carl Hanser Verlag.
- Ferner, C. (2020): Microsoft Dynamics 365 Business Central Basiswissen (Auflage 1). BoD – Books on Demand.
- Microsoft Corporation. (2023). Learning path for certification: Dynamics 365 Business Central Functional Consultant.

Study Format Distance Learning

Study Format Distance Learning	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format Duales myStudium

Study Format Duales myStudium	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

SAP - SAP S/4HANA Business Process Integration - Application Associate

Module Code: DLBSAPBPI

Module Type	Admission Requirements	Study Level	CP	Student Workload
see curriculum		BA	10	300 h

Semester / Term	Duration	Regularly offered in	Language of Instruction and Examination
see curriculum	Minimaldauer: 1 Semester	WiSe/SoSe	English

Module Coordinator

Prof. Dr. Sebastian Werning (Project: SAP S/4HANA - Financial Company Setup incl. Human Capital Management) / Prof. Dr. Sebastian Werning (Project: SAP S/4HANA - Business Processes)

Contributing Courses to Module

- Project: SAP S/4HANA - Financial Company Setup incl. Human Capital Management (DLBSAPBPI01)
- Project: SAP S/4HANA - Business Processes (DLBSAPBPI02)

Module Exam Type

Module Exam

Split Exam

Project: SAP S/4HANA - Financial Company Setup incl. Human Capital Management

- Study Format "Duales myStudium": Written Assessment: Project Report
- Study Format "Distance Learning": Written Assessment: Project Report

Project: SAP S/4HANA - Business Processes

- Study Format "Distance Learning": Written Assessment: Project Report
- Study Format "Duales myStudium": Written Assessment: Project Report

Weight of Module

see curriculum

Module Contents**Project: SAP S/4HANA - Financial Company Setup incl. Human Capital Management**

This module empowers students to configure and perform core business processes of medium-sized and large companies in an enterprise resource planning (ERP) system using SAP S/4HANA and the user interface SAP Fiori. The module consists of two steps, each catering to specific facets. In the first step, attention is directed towards the core financial setup as well as the preliminary configuration of the Human Capital Management module using a demo company as an illustration. This step lays down a robust foundation in these domains. Moving on to the second step, the focus shifts to expanding the initial setup by integrating business processes related to sales, distribution, and production.

Project: SAP S/4HANA - Business Processes**Learning Outcomes****Project: SAP S/4HANA - Financial Company Setup incl. Human Capital Management**

On successful completion, students will be able to

- navigate confidently within the SAP S/4HANA ERP system.
- explain the organizational structures.
- understand the concept of master data.
- explain financial accounting (FI) module.
- explain management accounting (CO) module.
- explain the employee master data record (HCM).

Project: SAP S/4HANA - Business Processes

On successful completion, students will be able to

- describe the source to pay business process (MM).
- describe warehouse management systems (WM).
- explain the design to operate business process (PP).
- describe the order to cash business process (SD).
- create a project structure (PS).
- defining the organizational levels used in enterprise asset management (EAM).

Links to other Modules within the Study Program

This module is similar to other modules in the field of Computer Science & Software Development

Links to other Study Programs of the University

All Bachelor Programmes in the IT & Technology fields

Project: SAP S/4HANA - Financial Company Setup incl. Human Capital Management

Course Code: DLBSAPBPI01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	none

Course Description

This course aims to empower students to perform financial business processes of medium-sized and large companies using the well-established ERP system SAP S/4HANA (S4H). At first, you will gain important insights into the typical organizational structure and navigation within S4H. You will understand the new user experience concept of SAP Fiori. Based on that knowledge, you will get in contact with the concept of master data in S4H. Next, you will familiarize yourself with the most important and common financial business processes in the financial accounting (FI) and management accounting (CO) module of S4H. Finally, you will configure the employee master data record in the Human Capital Management (HCM) module of S4H.

Course Outcomes

On successful completion, students will be able to

- navigate confidently within the SAP S/4HANA ERP system.
- explain the organizational structures.
- understand the concept of master data.
- explain financial accounting (FI) module.
- explain management accounting (CO) module.
- explain the employee master data record (HCM).

Contents

- The course provides a comprehensive introduction into SAP S/4HANA starting with the overall SAP S/4HANA Enterprise Management: Overview. Therefore, the course offers a comprehensive and presentation of various key concepts and functions relevant in the world of SAP S/4HANA. Furthermore, it focuses on the new user experience brought by SAP Fiori UX. The course covers the basics of SAP S/4HANA as well as the various organizational structures that exist within this system. A central concept addressed is that of master data. The subjects of Financial Accounting and Management Accounting (Record-to-Report processing) are thoroughly examined, providing an overview. Within these areas, Financial Accounting (FI) is explained, and Management Accounting (CO) is illuminated further. The integration between FI and CO is also outlined. The fundamentals of Financial Accounting and Management Accounting (Record-to-Report processing) are further delved into. This includes the definitions of General Ledger (G/L) accounts and cost elements, as well as

the definition of cost centers. Step-by-step instructions for posting G/L account documents and handling business partners and invoices are conveyed. The management of Asset Accounting, Activity Types, and Internal Orders is also comprehensively explained. The course also addresses the realm of Human Capital Management (HCM). This covers organizational management in HCM, as well as the significance of HCM master data. Another important aspect is the integration with SAP Success Factors.

Literature

Compulsory Reading

Further Reading

- Fitzner, W., Fitzner, D. (2021). SAP S/4HANA: Der Grundkurs für Einsteiger und Anwender. SAP Press
- Fix, W., Plota, R. (2021). SAP – Der technische Einstieg: Der Standardtitel für Ausbildung, Studium und Quereinstieg. SAP Press
- SAP SE. (2023). SAP Learning journey “Explore Integrated Business Processes in SAP S/4HANA”.
- SAP SE. (2023). SAP Learning journey “Discovering End-to-End Business Processes for the Intelligent Enterprise”.

Study Format Duales myStudium

Study Format Duales myStudium	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format Distance Learning

Study Format Distance Learning	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Project: SAP S/4HANA - Business Processes

Course Code: DLBSAPBPI02

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		5	DLBSAPBPI01

Course Description

This course aims to empower students to perform sales and distribution processes of medium-sized and large companies using the well-established ERP system SAP S/4HANA (S4H). At first, you will gain important insights into the configuration of the purchasing (MM) and warehouse management (WM) module within S4H. You will also understand the production process (PP) of S4H. Based on that knowledge, you will get in contact with the lead to cash business process (SD) in S4H. Next, you will familiarize yourself with the project system (PS) in S4H while creating project steps and structures. Finally, you will define the organizational levels and for the management and maintenance of the company's physical assets in the enterprise asset management (EAM) module of S4H.

Course Outcomes

On successful completion, students will be able to

- describe the source to pay business process (MM).
- describe warehouse management systems (WM).
- explain the design to operate business process (PP).
- describe the order to cash business process (SD).
- create a project structure (PS).
- defining the organizational levels used in enterprise asset management (EAM).

Contents

- The course covers a wide range of processes and concepts within SAP S/4HANA: Purchase to Pay Processing in SAP S/4HANA: Exploring the Purchase to Pay business process, including the definition of master data involved. This encompasses creating vendor master records, listing vendor-specific master data records, generating purchase requisitions, crafting purchase orders, posting goods receipts for purchase orders, and managing vendor invoices. The automatic payment run process is also elucidated. Warehouse Management - Stock Transfer: This section delves into Warehouse Management (WM) structures and usage, highlighting the distinctions between Extended Warehouse Management (EWM), WM, and Inventory Management (IM). The process of handling stock transfer orders is outlined. Plan to Produce Business Process in SAP S/4HANA: Understanding the Plan to Produce process within SAP S/4HANA, which encompasses defining master data, creating product cost estimates, planning product demand through integrated planning, establishing Material Requirements Planning (MRP) processes, and executing advanced planning. Advanced

Planning - Describing the Manufacturing Business Process: Exploring the manufacturing business process, starting from the creation and release of production orders to material withdrawal, order confirmation, materials goods receipt, and period-end closing activities. Order to Cash Processing in SAP S/4HANA: This section focuses on the Order to Cash business process, describing the master data used in sales and distribution. The process involves creating customer master records, setting up condition records, processing sales orders, managing delivery documents, generating customer invoices, and handling related activities. Project System (PS): Detailing the steps within Project System, including creating project structures, project planning, budgeting, project execution, and concluding with period-end closing activities. SAP Enterprise Asset Management (EAM): Covering the business steps in SAP EAM, describing the master data utilized, creating notifications, processing maintenance orders, executing maintenance tasks, and wrapping up with period-end closing activities.

Literature

Compulsory Reading

Further Reading

- Fitzner, W., Fitzner, D. (2021). SAP S/4HANA: Der Grundkurs für Einsteiger und Anwender. SAP Press
- Fix, W., Plota, R. (2021). SAP – Der technische Einstieg: Der Standardtitel für Ausbildung, Studium und Quereinstieg. SAP Press
- SAP SE. (2023). SAP Learning journey “Explore Integrated Business Processes in SAP S/4HANA”.

Study Format Distance Learning

Study Format Distance Learning	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Study Format Duales myStudium

Study Format Duales myStudium	Course Type Project
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Written Assessment: Project Report

Student Workload					
Self Study 120 h	Contact Hours 0 h	Tutorial/Tutorial Support 30 h	Self Test 0 h	Independent Study 0 h	Hours Total 150 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Course Feed <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Exam Preparation <input checked="" type="checkbox"/> Guideline

Bachelor Thesis

Module Code: DLBBT

Module Type see curriculum	Admission Requirements none	Study Level BA	CP 10	Student Workload 300 h
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Semester / Term see curriculum	Duration Minimum 1 semester	Regularly offered in WiSe/SoSe	Language of Instruction and Examination English
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Module Coordinator

Degree Program Advisor (SGL) (Bachelor Thesis) / Degree Program Advisor (SGL) (Colloquium)

Contributing Courses to Module

- Bachelor Thesis (DLBBT01)
- Colloquium (DLBBT02)

Module Exam Type

Module Exam

Split Exam

Bachelor Thesis

- Study Format "myStudies": Bachelor Thesis
- Study Format "Distance Learning": Bachelor Thesis

Colloquium

- Study Format "myStudies": Colloquium
- Study Format "Distance Learning": Colloquium

Weight of Module

see curriculum

<p>Module Contents</p> <p>Bachelor Thesis</p> <ul style="list-style-type: none"> ▪ Bachelor's thesis ▪ Colloquium on the bachelor's thesis <p>Colloquium</p>	
<p>Learning Outcomes</p> <p>Bachelor Thesis</p> <p>On successful completion, students will be able to</p> <ul style="list-style-type: none"> ▪ work on a problem from their major field of study by applying the specialist and methodological skills they have acquired during their studies. ▪ independently analyze selected tasks with scientific methods, critically evaluate them, and develop appropriate solutions under the guidance of an academic supervisor. ▪ record and analyze existing (research) literature appropriate to the topic of their bachelor's thesis. ▪ prepare a detailed written elaboration in compliance with scientific methods. <p>Colloquium</p> <p>On successful completion, students will be able to</p> <ul style="list-style-type: none"> ▪ present a problem from their field of study using academic presentation and communication techniques. ▪ reflect on the scientific and methodological approach chosen in their bachelor's thesis. ▪ demonstrate that they can actively answer subject-related questions from the subject experts (reviewers of the bachelor's thesis). 	
<p>Links to other Modules within the Study Program</p> <p>All modules in the Bachelor program</p>	<p>Links to other Study Programs of the University</p> <p>All Bachelor programs in distance learning</p>

Bachelor Thesis

Course Code: DLBBT01

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		9	none

Course Description

The aim and purpose of the bachelor's thesis is to successfully apply the subject-specific and methodological competencies acquired during the course of study in the form of an academic dissertation with a thematic reference to the major field of study. The content of the bachelor's thesis can be a practical-empirical or theoretical-scientific problem. Students should prove that they can independently analyze a selected problem with scientific methods, critically evaluate it, and work out proposed solutions under the subject-methodological guidance of an academic supervisor. The topic chosen by the student from their respective field of study should meet the acquired scientific competences, deepening their academic knowledge and skills in order to meet the future needs of the field.

Course Outcomes

On successful completion, students will be able to

- work on a problem from their major field of study by applying the specialist and methodological skills they have acquired during their studies.
- independently analyze selected tasks with scientific methods, critically evaluate them, and develop appropriate solutions under the guidance of an academic supervisor.
- record and analyze existing (research) literature appropriate to the topic of their bachelor's thesis.
- prepare a detailed written elaboration in compliance with scientific methods.

Contents

- The bachelor's thesis must be written on a topic that relates to the content of the respective major field of study. In the context of the bachelor's thesis, the problem, as well as the scientific research goal, must be clearly emphasized. The work must reflect the current state of knowledge of the topic to be examined by means of an appropriate literature analysis. The student must prove their ability to use the acquired knowledge theoretically and/or empirically in the form of an independent and problem-solution-oriented application.

Literature**Compulsory Reading****Further Reading**

- Lipson, C. (2018). How to write a BA thesis. A practical guide from your first ideas to your finished paper (2nd ed.). University of Chicago Press.
- Turabian, K. L. (2013). A Manual for Writers of Research Papers, theses, and dissertations (8th ed.). University of Chicago Press.
- Selection of literature according to topic

Study Format myStudies

Study Format myStudies	Course Type Thesis Course
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Bachelor Thesis

Student Workload					
Self Study 270 h	Contact Hours 0 h	Tutorial/Tutorial Support 0 h	Self Test 0 h	Independent Study 0 h	Hours Total 270 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Review Book

Study Format Distance Learning

Study Format Distance Learning	Course Type Thesis Course
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Bachelor Thesis

Student Workload					
Self Study 270 h	Contact Hours 0 h	Tutorial/Tutorial Support 0 h	Self Test 0 h	Independent Study 0 h	Hours Total 270 h

Instructional Methods		
Tutorial Support <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Slides	Exam Preparation <input checked="" type="checkbox"/> Review Book

Colloquium

Course Code: DLBBT02

Study Level	Language of Instruction and Examination	Contact Hours	CP	Admission Requirements
BA	English		1	none

Course Description

The colloquium will take place after the submission of the bachelor's thesis. This is done at the invitation of the experts. During the colloquium, students must prove that they have independently produced the content and results of the written work. The content of the colloquium is a presentation of the most important work contents and research results by the student as well as the answering of questions by experts.

Course Outcomes

On successful completion, students will be able to

- present a problem from their field of study using academic presentation and communication techniques.
- reflect on the scientific and methodological approach chosen in their bachelor's thesis.
- demonstrate that they can actively answer subject-related questions from the subject experts (reviewers of the bachelor's thesis).

Contents

- The colloquium includes a presentation of the most important results of the bachelor's thesis, followed by the student answering the reviewers' technical questions.

Literature

Compulsory Reading

Further Reading

- Subject specific literature chosen by the student

Study Format myStudies

Study Format myStudies	Course Type Thesis Course
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Colloquium

Student Workload					
Self Study 30 h	Contact Hours 0 h	Tutorial/Tutorial Support 0 h	Self Test 0 h	Independent Study 0 h	Hours Total 30 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Slides

Study Format Distance Learning

Study Format Distance Learning	Course Type Thesis Course
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Information about the examination	
Examination Admission Requirements	Online Tests: no
Type of Exam	Colloquium

Student Workload					
Self Study 30 h	Contact Hours 0 h	Tutorial/Tutorial Support 0 h	Self Test 0 h	Independent Study 0 h	Hours Total 30 h

Instructional Methods	
Tutorial Support <input checked="" type="checkbox"/> Intensive Live Sessions/Learning Sprint <input checked="" type="checkbox"/> Recorded Live Sessions	Learning Material <input checked="" type="checkbox"/> Slides