

**Course description of the Bachelor-degree course
'Baltic Management Studies'
(valid from WS2013_2014)**

Compulsory subjects:

Modul-Nr./ Module Code	BMSB1000	
Modulbezeichnung / Module title	Business Management	
Semester / Trimester	1 st semester	
Dauer des Moduls / Duration of the module	1 semester	
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject	
Ggfs. Lehrveranstaltungen des Moduls / if applicable: Sub-module	BMSB1010 Introduction to Business Management	
	BMSB1020 Organisation	
Häufigkeit des Angebots des Moduls / The module is offered	Annually	
Zugangsvoraussetzungen / Prerequisites for attending	None	
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module 'Business Management' is an indispensable foundation for all other modules, of both for the basic studies and for the main studies	
Lehrsprache / Language of Instruction	English	
Zahl der zugeteilten ECTS-Punkte / Number of ECTS credits	3 ECTS credits	5 ECTS credits
	2 ECTS credits	
Gesamtwoad und ihre Zusammensetzung / Workload and its composition	150 hours (75 h self-study + 75 h contact time)	
SWS / Contact hours per week	4 SWS (2 + 2)	
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written Examination (K2)	
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %	
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p>Knowledge & Understanding: Basic concepts of business – The political, economic, social, and cultural environment – Organizational aspects – Main areas of business management; Transport Management, Project Management</p> <p>Furthermore the students gain essential insights about the following topics:</p> <p>Structure of organisations - Basic principles - Decentralisation - Centralisation - Single-line systems -</p>	

	<p>Multi-line systems - Functional organisation - Divisional organisation - Matrix organisation, the importance of business mission statement, vision statements, goals (long-term) and objectives. The goal of the course is the students are to understand the scope and function of organisational approaches of different organisations. They study the development of organisational structures over time and their dependence on the change of internal and external conditions. Special attention is given to national varieties of organisational theory and practice.</p> <p><u>Applying knowledge and understanding</u> All theory acquired has to be applied to develop and analysing organisations with a focus to their impact to the development of the company.</p> <p><u>Making judgements</u> Students are encouraged to devise and sustain arguments about basic economic concepts.</p> <p>Moreover the discussion of different organisational structures in assessing the consequences for the company (employers, employees, strategy, internationalisation etc.) and it's environment.</p> <p><u>Communication</u> Students are expected to present their arguments independently in written and oral form.</p> <p>In addition the results obtained are discussed in class and are carried out in connection with group-exercises.</p> <p><u>Learning skills</u> The module provides the necessary skills needed to study further with a high level of individual autonomy.</p> <p>Furthermore the work carried out in this module prepares students for the more far-ranging and complex discussion of organisational issues in business firms and encourages them to individually pursue further analysis of organisations</p>
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	with a global focus.
Inhalte des Moduls / Contents	<p><u>Introduction to Business Management:</u> The course seeks to familiarize students with the environment of international business, introduce the main concepts of business management and enhance their analytical and introduce them to scientific work. In particular, students gain essential insights into the following areas: Basic concepts of economics – the political, economic, social, and cultural environment – organizational aspects – main areas of business management</p> <p><u>Organisation:</u> Structure of organisations - Basic principles - Decentralisation - Centralisation - Single-line systems - Multi-line systems - Functional organisation - Divisional organisation - Matrix organisation</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, case studies, class discussions, group projects

Modul-Nr./ Module-Code	BMSB1100
Modulbezeichnung / Module title	Intercultural Management
Semester or Trimester	1 semester
Dauer des Moduls / Duration of the Module	1 st semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / if applicable, lectures of the Module	-
Häufigkeit des Angebots des Moduls / The module is offered	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other module and degree courses	Without a profound understanding of questions related to ICM one can't successfully operate in a globalized world, regardless if you are an engineer or a manager. What are the guiding principles if you have to work in a multicultural team or what are the success criteria for an international leader with a specific focus on the required leadership skills. Moreover the importance of intercultural training is the key prerequisite before you are sending abroad.
Lehrsprache / Language of Instruction	English

Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammen- setzung / Workload and its composition	150 hours (78 h self-study + 72 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Assignment
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding:</u> Students understand the importance of being intercultural able to respond to different cultural challenges (values, norms, attitudes, etc) in a worldwide context.</p> <p><u>Applying Knowledge & Understanding:</u> The students use play roles and case studies to dive into different cultural topics in order to understand the variety of intercultural determined behaviors.</p> <p><u>Making judgments:</u> By developing questionnaires and evaluating them the students learn to see and take into account the differences that will occur in multicultural teams. Furthermore they learn that one leadership style is not sufficient to meet the standards of intercultural management.</p> <p><u>Communication:</u> Results of group work, interviews, or surveys are presented in oral and written form. The students are prepared to answer the relevant intercultural questions to the given matter.</p> <p><u>Learning skills:</u> This module enables students to intercultural interact and to behave correctly in an international setting.</p>

Inhalte des Moduls / Contents	Basics of intercultural management / Culture and its dimensions in intercultural management / Economic effects of culturally-conditioned moral concepts: Christianity, Islam, Shintoism, Hinduism, Buddhism, Confucianism / Aspects of intercultural behaviour Interpersonal and intercultural communication / Motivation in the intercultural context / Organisational cultures / Intercultural management training / Intercultural leadership of enterprises - regional differences between Eastern Europe, EU countries, Japan, China, Arabic states, America / Case studies
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lecture, Group work, Case studies, Role play

Modul-Nr./ Module-Code	BMSB1200
Modulbezeichnung / Module title	Statistics - Research Methods
Semester or Trimester	1 st semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Preparatory course for further mathematically oriented subjects in Baltic Management Studies, Business Management and Business Computing
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtwockload und ihre Zusammensetzung / Workload and its composition	150 hours (75 h self-study + 75 h contact time)
SWS / Semester periods per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (K2)
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<u>Knowledge & Understanding:</u> Students gain essential insights about

	<p>the following topics: Analysing a single statistical variable / Aims and methods of descriptive statistics / Empirical distributions / Measures of central tendency / Measures of variability / Concentration / Multidimensional data / Correlation / Regression / Confidence Interval / Statistical hypothesis / Statistical Test (Parametric, Non-parametric)</p> <p><u>Applying knowledge and understanding</u> All theory acquired has to be applied to presenting and analysing statistical aspects of current national and international business situations.</p> <p><u>Making judgements</u> The discussion of current national and international business situations results in interpreting of statistical parameters.</p> <p><u>Communication:</u> Results obtained are discussed in class.</p> <p><u>Learning skills:</u> The work carried out in this module prepares students for the more complex discussion in the SPSS-Project-course and encourages them to individually pursue further statistical analysis of economic situations.</p>
Inhalte des Moduls / Contents	<p>The student is able to describe and interpret the data for a given observed situation with the help of measuring the statistical empirical distribution, statistical concentration and statistical interdependency using EXCEL or SPSS. He is also able to formulate a statistical hypothesis and test it using SPSS.</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	<p>2 hours/week lecture (seminar form) + 2 hours/week PC-Practical-Exercise</p>

Modul-Nr./ Module-Code	BMSB1300
Modulbezeichnung / Module title	Advanced Business English
Semester or Trimester	1 st semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject

Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Advanced proficiency in English (Level C1 in the European reference framework) is a necessary prerequisite for attending lectures held in English
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (100 h self-study + 50 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (1h) + Oral examination (30 mins)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge and Understanding</u> The classes in Advanced Business English aim at developing students' ability to communicate both orally and in writing at an advanced level in frequently encountered business situations. Special emphasis is laid on vocabulary development.</p> <p><u>Applying knowledge and understanding</u> Language classes are by definition strongly application-oriented.</p> <p><u>Making judgements</u> In class discussions, students express their assessment of the issues dealt with. As for language itself, correctness is of course a central objective.</p> <p><u>Communication</u> All four major fields of communication (listening, speaking, writing, talking) are developed.</p> <p><u>Learning skills</u> The competence gained in these classes enable students to linguistically deal with complex problems in other classes</p>

Inhalte des Moduls / Contents	<p>I – General business English First meetings - Company hierarchy - Company history (Present , past and future) - Managing change - Jobs, careers, vocations - Recruitment & applications - Education and training</p> <p>II – Financial English Basic terms – Accounting – Banking – Corporate finance – Economics & Trade</p> <p>III Legal English The Legal system – Legal professionals – Legal Professionals in Practice – Law in Practice – Liability – Contract – Intellectual property</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Class discussions, Individual and group presentations, Use of audio material (CD's and video clips)

Modul-Nr./ Module-Code	BMSB1400
Modulbezeichnung / Module title	Principles of Economics
Semester or Trimester	1 st semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other module and degree courses	<p>Principles of Economics equips students with an essential understanding for the workings of market economies, for the interaction of the central players of individual markets, supply & demand (Micro-economics), as well as for economic interactions within economies and on a global scale (Macro-economics).</p> <p>Principles of Economics is thus the basis for all modules (irrespective of the degree course) requiring an understanding of economic interaction and for a successful management career.</p>
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits

Gesamtwoad und ihre Zusammen- setzung / Workload and its composition	150 hours (86 h self-study, 64 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge and understanding:</u> On the basis of textbooks for undergraduate students, and supported by additional material on current issues (newspaper articles, TV new programmes) students acquire the essential knowledge about the interplay of economic actors on national and international levels and on policies directed at guiding and supporting markets.</p> <p><u>Applying knowledge and understanding:</u> Students are required to apply the theoretical knowledge gained to current issues of national and international economic decisions & present their results in class and defend their position.</p> <p><u>Making judgements:</u> Students are able to analyse and assess current national & international economic policies.</p> <p><u>Communication:</u> The issues analysed by students have to be presented in class and theoretically substantiated.</p> <p><u>Learning skills:</u> Through guided and assessed analysis of current issues, students are prepared for a more independent study of such issues.</p>
Inhalte des Moduls / Contents	Introduction - Economic science as a social science – Homo economicus and the findings of Behavioural Economics - A historical survey of economics - Market forms - Supply, demand & equilibrium - Markets and welfare - Public goods and private goods - Externalities – Social costs and social

	<p>value - Perfect and imperfect competition – Monopoly, oligopoly & monopolistic competition</p> <p>Macroeconomics vs. microeconomics - Macroeconomic goals and economic indicators - The scope and limitations of the GDP - Achieving economic growth - Inflation theories - Unemployment and its natural rate - Saving, investment and the financial system - Open-economy macroeconomics - the importance and workings of international trade – Current issues of global economic interaction.</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	This module is taught as a lecture interspersed with activities sections (Test questions, discussions, current video clips).

Modul-Nr./ Module-Code	BMSB1500
Modulbezeichnung / Description of the Module	Rhetoric - Oral and Written
Semester or Trimester	2 nd semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Submodules	-
Häufigkeit des Angebots des Moduls / The module is offered: ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other module and degree courses	The ability to present the results of one's work adequately both orally and in written form, is an essential prerequisite for meeting the requirements of other modules and of students' careers in general.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 h (75 h self-study; 75 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %

<p>Qualifikationsziele des Moduls / Learning outcomes of the Module</p>	<p><u>Knowledge and Understanding</u> Students learn to understand the concept of style and stylistic requirements in different settings. On the other hand, they understand what every audience needs to be persuaded.</p> <p><u>Applying knowledge and understanding</u> Students practice all rules taught and prove their understanding in application tasks.</p> <p><u>Making judgements</u> Students learn to analyse situations and choose rhetoric and linguistic tools appropriately</p> <p><u>Communication</u> Results obtained are discussed in class. The exam for part II is an academic assignment.</p> <p><u>Learning skills</u> As explained under “Verwendbarkeit”, the skills imparted in this module are essential for coping with the requirements of later studies.</p>
<p>Inhalte des Moduls / Contents</p>	<p>Clarity, Focus, Readability Critical thinking Categorising Arguing vs. Describing, Explaining, Summarising Clarity, consistency & structure (Internal consistency, Including opposing arguments, Logical consistency, Quality reasons)</p> <p>Writing the Natural Way Natural writing vs. Traditional writing Writing the natural way - The technique</p> <p>Academic writing General features The objective and structure of academic writing Capabilities necessary for writing academic texts (Commenting, Qualifying, Summarising, Titles, Acknowledgements, Citing and quoting)</p> <p>Business writing Good business writing Sales letters, Proposals & Reports</p> <p>1) Essential factors for successful presentations 2) The SUCCESS formula</p>

	3) Ancient rhetoric (IDEMPA) 4) Modern rhetoric 5) Tips & Tricks
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, video analysis, practical exercises, student presentations.

Modul-Nr./ Module-Code	BMSB1600
Modulbezeichnung / Module title	Business Mathematics
Semester or Trimester	2 nd semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Preparatory course for further mathematically oriented subjects in 'Baltic Management Studies'
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammen- setzung / Workload and its composition	150 hours (78 h self-study; 72 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (2-hour) supplementary exercises to hand in
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<u>Knowledge & Understanding:</u> Students gain essential insights about the following topics: Analysing a single statistical variable / Aims and methods of descriptive statistics – As for basic mathematics, they can solve problems from financial maths, linear equation systems using matrix calculus, scalar product, determinants and inverses, marginal quantities, and optimisation. <u>Applying knowledge and understanding</u> The theoretical knowledge in Basic Mathematics acquired is applied to

	<p>business problems such as production, market development, profit optimisation</p> <p><u>Making judgements</u> Correctness of mathematical problem description and system solvability must be judged; simple descriptions must be derived.</p> <p><u>Communication:</u> Results obtained are presented and discussed in class.</p> <p><u>Learning skills:</u> The work carried out in this module prepares students for formal treatment of economic problems in their further studies and in their job. It encourages them to individually pursue further mathematical analysis of economic situations. The students are able to describe and interpret the data for a given situation and to derive consequences for necessary resources and optimisation. They know the limitation of learnt methods and can appreciate the contribution of others.</p>
Inhalte des Moduls / Contents	<p>Linear algebra, esp. matrix calculus, special matrices, linear equation systems, complete elimination, determinants and solvability; Optimisation: linear programming, graphical solution and simplex algorithm, local extrema and derivative, transport problems, connection and shortest paths in graphs. Modelling production processes, restrictions, market shares and equilibrium, Markov process.</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	<p>2 hours per week lecture (seminar form) + 2 hrs/week exercises; accompanying tutorial</p>

Modul-Nr./ Module-Code	BMSB1700
Modulbezeichnung / Module title	Comparative Country Studies in the Baltic Sea Region
Semester or Trimester	2 nd semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.)/ Type of module (Compulsory, elective etc.)	Compulsory

Ggfs. Lehrveranstaltungen des Moduls /If applicable: Submodules	-
Häufigkeit des Angebots des Moduls / The module is offered	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	This module teaches background knowledge on which the special modules of later semesters build
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtwockload und ihre Zusammensetzung / Workload and its composition	150 hours (86 h self-study + 64 h time contact)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge and Understanding</u> Students are provided with a broad understanding of with the political and economic history of the region and its interplay with the current trends of development of the Baltic Sea region as a whole as well as with the peculiarities of the individual countries. In the second part of the module, chosen aspects (e.g. works of art, literature, education) are dealt with in more depth. All students specialise in one country of their choice from their target region.</p> <p><u>Applying knowledge and understanding</u> Students apply the knowledge of the overall framework in dealing with individual topics.</p> <p><u>Making judgements</u> Students are encouraged to compare the situation in the different countries of the target region.</p> <p><u>Communication</u> Students have to present the results of their work in oral (group) presentations and readers to support them.</p>

	<u>Learning skills</u> The module lays the foundation knowledge necessary for a profound country comparison in other modules (e.g. on Law, Trade etc.) and for assessing current development trends.
Inhalte des Moduls / Contents	The Baltic Sea Region (BSR) - Definition - Geographical aspects - Economic survey - Historical survey - Political and economic alliances between member states, regions and organisations (BCCA, CBSS, Hanseatic League, Nordic Council, etc.) National symbols and their meaning - Aspects of national cultures – Art, literature and music - National cuisines - Political systems - Education systems - Economic geography and important firms - Travelling and transport systems – Demography - Ethnic minorities
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, group work, student presentations

Modul-Nr./ Module-Code	BMSB1800
Modulbezeichnung / Module title	Human Resource Management
Semester or Trimester	2 nd semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The work carried out in this module prepares students for the complex discussion of human resource problems in the current political and economic situation.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (78 h self-study; 72 h contact time)
SWS / Contact hours per week	4 SWS

Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge and Understanding</u> Basic competence in knowledge and methods of current human resource work within enterprises (see "Curriculum of the module").</p> <p><u>Applying knowledge and understanding</u> The lectures are accompanied by students' presentations and some case studies.</p> <p><u>Making judgements</u> The discussion of current human resources issues (national and international) results in assessing the consequences for different economic players, particularly employers and employees.</p> <p><u>Communication</u> Results obtained are discussed in class.</p> <p><u>Learning skills</u> The work carried out in this module enables the students to understand current discussions of human resource topics and prepares them for their future life as working members of society.</p>
Inhalte des Moduls / Contents	<p>Basics of Personnel Management - Personnel planning as the framework and starting point of personnel management - Manpower requirements planning - Personnel recruitment and selection of personnel - Personnel appraisal - Personnel placement and work structuring - Personnel remuneration, certificate of success and social benefits - Personnel development - Personnel controlling - Personnel administration - Staff reduction und personnel exemption (personnel layoff)</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures followed by/interspersed with and group projects with final presentations

Modul-Nr./ Module-Code	BMSB1900
Modulbezeichnung / Module title	Introduction to Project Management
Semester or Trimester	2 nd semester
Dauer des Moduls / Duration of the module	1
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	This course is an Introduction into Project Management and will be the base for the next courses, which will take place in the 4 th and 6 th semesters. The content of the course will enable the students to participate in various projects of the program Baltic Management Studies and later on to participate in any kind of projects in the praxis
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammen- setzung / Workload and its composition	150 hours (78 self-study; 72 contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<u>Knowledge and Understanding</u> The course is designed to provide students with a basic knowledge about Project Management. The whole program is divided into five parts. These include an introduction (which consists of the theory), workshops, presen- tations, participating in a real project and conclusion in the form of lessons learned. <u>Applying knowledge and understanding</u> The main objective of this course is to understand and to be able to apply the basic terms of Project Management

	<p>such as what is management and a project, how to plan a project etc. Finally the students have to be able to use the knowledge in concrete projects</p> <p><u>Making judgements</u></p> <p>The planning and realization of the project is delegated to the students which requires the development of the ability of decision making</p> <p><u>Communication</u></p> <p>The communication skills are required in order</p> <ul style="list-style-type: none"> • to discuss openly and deeply in teams all matters of the project • to work cooperatively and effectively in a project team • to present the results of the of the project <p><u>Learning skills</u></p> <p>Learning skills to be achieved are:</p> <ul style="list-style-type: none"> • developing an understanding of project management in general • getting a profound understanding of the terms and concepts of project management • to work cooperatively and effectively with a team of peers in carrying out a concrete project • presenting the results of the workshops and of the project • discussing openly and deeply the lessons learned • stimulating class participants to be involved in issues of the semester activities
<p>Inhalte des Moduls / Contents</p>	<ul style="list-style-type: none"> • The project selection phase • The project concept phase • The project development phase • The project implementation phase • The project close-out phase • Realisation of a practical project
<p>Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module</p>	<ul style="list-style-type: none"> • Lectures • Project work

Modul-Nr./ Module-Code	BMSB2000
Modulbezeichnung / Module title	Business Computing
Semester or Trimester	3 rd semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Information technology permeates all areas of business and modern companies. Understanding the role and applications of information technology for business provides bridges to better understanding of current topics and challenges in typical business areas such as production, finance, controlling or marketing.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtwockload und ihre Zusammen- setzung / Workload and its composition	150 hours (86 h self-study + 64 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<u>Knowledge & Understanding:</u> Understand the effects of information systems on business and why information systems are so essential in business today. Define an information system and describe its management, organization, and technology components. Understand the basic concepts, goals, challenges and methods of the use, development and implementation of information systems in a company. Become familiar with fundamental classes of enterprise application systems and technologies. Gain knowledge of basic methods and

	<p>instruments of IT-supported business performance management.</p> <p><u>Applying knowledge and understanding</u> The students are able to apply the acquired knowledge and methods to analyze a given case study and to solve basic practical assignments. The ability to apply acquired knowledge is demonstrated in practical exercises.</p> <p><u>Making judgements</u> The students learn to select and decide appropriate kinds of information technology support for a given business case.</p> <p><u>Communication</u> Communication and presentation of results is exercised through practical exercises, home assignments and discussion in class.</p> <p><u>Learning skills</u> In particular, the students acquire the skill of using case studies as a learning resource for understanding complex phenomena in real-world contexts and relating them to theoretical knowledge.</p>
Inhalte des Moduls / Contents	The course gives an introduction to the role and application of information systems and related technologies for business. In particular, the curriculum comprises following topics: introduction to the use of information systems in business, enterprise application systems, e-business and network economy, system development, IT management and IT-enabled methods for performance management.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures and practical work in the PC lab, case studies and business simulation game.

Modul-Nr./ Module-Code	BMSB2100
Modulbezeichnung / Module title	Basics of Private Law
Semester or Trimester	3 rd semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject

Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Students get fundamental knowledge of Private Law. The course helps to get a better understanding of further Law courses during the studies.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (78 h self-study; 72 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge and Understanding</u> Part I is not to teach detailed knowledge, but structure and systematical understanding of the Basics of Private Law. Furthermore, students develop the ability to solve practical cases with the so called method of claims (Anspruchsmethode) and learn to solve a legal problem in a systematical way.</p> <p>In Part II the students should be able to find their way through Book Two of the Code (Law of Obligations) and be able to work in the field of impairments of performance, a core chapter for much litigation in business. At the end of lectures, they should be able to solve an easier legal problem in a systematical way.</p> <p><u>Applying knowledge and understanding</u> Students practice all topics taught in class with cases giving a practical insight. With the examination provided they prove their understanding of the already attained knowledge.</p> <p><u>Making judgments</u></p>

	<p>Students learn to analyse situations and are encouraged to form a view on certain issues.</p> <p><u>Communication</u> Achievements are discussed in class and further results are presented.</p> <p><u>Learning skills</u> Students get necessary skills in order to cope with requirements needed for later law courses.</p>
Inhalte des Moduls / Contents	<p><u>Part I:</u> Introduction - BGB: History, Structure, Reforms - Basis for a claim, claim-method – BGB General Part (First Book of the Code): Declarations of will, legal transactions – theory of the contract - avoidance – law of natural and juristic persons- examples from Law of Obligations (Second Book of the Code).</p> <p><u>Part II:</u> Repetition: Claim method. Second Book of Civil Code: Law of Obligations – Impairments of performance: Impossibility, Delay, Deviation from performance program, Culpa in Contrahendo, Breach of accessory duty and others.</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	<p><u>Part I:</u> Mixture of traditional lecture style and work on cases in groups or common discussion.</p> <p><u>Part II:</u> Teaching theoretical knowledge the “traditional way“ in the lecture style and practical abilities by solving together easier and more complicated case examples during the lecture.</p>

Modul-Nr./ Module-Code	BMSB2200
Modulbezeichnung / Module title	Cost Accounting
Semester or Trimester	3 rd semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The	Annually

module is offered ...	
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	This module is dedicated to the field of financial and managerial accounting. The focus is on the basic principles and processes of internal and external information systems. The module is concentrated on the in depth understanding of business processes as well as on the core elements of the accounting toolbox. In this module are taught the basic commercial principles for corporate governance. The module deliver the basic approaches for the further planning and controlling of processes in business
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding</u> The module delivers the basic approaches for the understanding of the financial accounting figures and the corresponding processes.</p> <p><u>Applying Knowledge & Understanding</u> The gained theoretical knowledge is being applied in tasks close to reality and case studies.</p> <p><u>Making judgements</u> Students learn how decisions influence profitability and liquidity and as a result the success of businesses.</p> <p><u>Communication</u> This basic subject is a mix of ex cathedra lecturing where the students are actively involved by questions and discussions of the results as well as by presenting and defending the results of their homework</p>

	<u>Learning Skills</u> Treat and work with the data and monetary framework as a decision basis for entrepreneurial and general business decisions. Interpretation and evaluation of accounting figures.
Inhalte des Moduls / Contents	Accounting information for decision making, basic financial statements, the accounting cycle, accruals and deferrals, reporting financial results; Management accounting: a business partner, Accounting systems for measuring costs, costing and the value chain, cost-volume-profit analysis, incremental analysis
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures and case studies

Modul-Nr./ Module-Code	BMSB2300
Modulbezeichnung / Module title	Corporate Finance
Semester or Trimester	3 rd semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The basis for all other finance courses, the financial aspects of the business and marketing plan
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning	<u>Knowledge & Understanding</u>

outcomes of the module	<p>The courses deliver the basic approaches for understanding of the figures and numerical data on the one side, the calculation basis to determine the efficiency of investments and tools of financing these on the other side.</p> <p><u>Applying Knowledge & Understanding</u> The theoretical knowledge is being applied in tasks close to reality, case studies and every day information in the news</p> <p><u>Making judgements</u> Students learn how decisions influence profitability and liquidity and as a result the success of business decisions.</p> <p><u>Communication</u> These basic subjects are a mix of ex cathedra lecturing where the students are actively involved by questions, class (individual and group) work and homework and presentation and discussion of the results</p> <p><u>Learning Skills</u> Treat and work with the data and monetary framework as decision basis for entrepreneurial and general business decisions</p>
Inhalte des Moduls / Contents	Financial Environment – Investment Calculation – Portfolio Decisions – Financial Planning – Financial Management
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Combination of Lecture and Seminar. Several small cases are the basis for practising the theoretical knowledge.

Modul-Nr./ Module-Code	BMSB2400
Modulbezeichnung / Module title	Introduction to Marketing
Semester or Trimester	3 rd semester
Dauer des Moduls / Duration of the module	1 Semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None

Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	It builds the marketing platform for the later following courses Principles & Applied International Marketing and the general business decision making process
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtwoadload und ihre Zusammensetzung / Workload and its composition	150 hours (78 h self-study; 72 contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding</u> Students assume the role of a marketing manager to learn how to make proper marketing decisions with special emphasis on target groups.</p> <p><u>Applying Knowledge & Understanding</u> Introduction to basic instruments with case studies and a business game.</p> <p><u>Making judgments</u> Case studies and business games will challenge the students to make decisions in the marketing management process.</p> <p><u>Communication</u> Results obtained are discussed in class, presentations will be held, project meetings will be hold.</p> <p><u>Learning skills</u> These modules prepare the student to think in market- and decision -orientated business</p>
Inhalte des Moduls / Contents	Basics of Marketing / Marketing management in the enterprise / Strategic Marketing / Marketing Mix
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Combination of lecture and seminar, presentation, business simulation game

Modul-Nr./ Module-Code	BMSB2500 / BMSB2600
Modulbezeichnung / Module title	2nd Foreign Language I 2nd Foreign Language II
Semester / Trimester	1 st semester / 2 nd semester
Dauer des Moduls / Duration of the module	2 semesters
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject (The students can choose one of the following languages: German as a foreign language – Norwegian – Polish – Russian – Swedish)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	BMSB2510 German as a foreign language I BMSB2610 German as a foreign language II
	BMSB2520 Norwegian I BMSB2620 Norwegian II
	BMSB2530 Polish I BMSB2630 Polish II
	BMSB2540 Russian I BMSB2640 Russian II
	BMSB2550 Swedish I BMSB2650 Swedish II
Häufigkeit des Angebots des Moduls / The module is offered	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The language courses prepare the students for their internship or future professional employment in the relevant countries.
Lehrsprache / Language of Instruction	English/German and the language taught
Zahl der zugeteilten ECTS credits / Number of ECTS credits	10 ECTS credits (5+5)
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	300 hours (172 h self-study + 128 h contact time)
SWS / Contact hours per week	8 SWS (4+4)
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	2nd Foreign Language I Written examination (2 hour)
	2nd Foreign Language II Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2nd Foreign Language I: 2 %
	2nd Foreign Language II: 2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in everyday life situations, oriented towards the level of A1 and A2 of the CEFR
	These modules are the prerequisite for

	the Module '2nd Foreign Language III'
Inhalte des Moduls / Contents	2nd Foreign Language I Basic skills in listening and reading comprehension as well as speaking and writing based on relevant vocabulary and grammar
	2nd Foreign Language II Further development of listening, reading, speaking and writing skills based on relevant vocabulary and grammar
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Practice of communicative tasks, e.g. class discussion, individual, pair and group work, presentations

Bezeichnung der Lehrveranstaltung / Module title	
German as a Foreign Language I, German as a Foreign Language II	
Nr. der Lehrveranstaltung / Module code	BMSB2510 BMSB2610
Semester	1 st semester / 2 nd semester
Dauer des Moduls / Duration of the module	2 semesters
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Lehrveranstaltungen / How often the module is offered	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in German speaking countries as well as to work for international companies doing business with German speaking business partners.
Lehrsprache / Language of instruction	German / English
Zahl der zugeteilten ECTS credits / Number of ECTS-Credit	1 st semester 5 ECTS credits 2 nd semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	1 st semester: 150 hours (86 h self-study; 64 h contact time) 2 nd semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	1 st semester: 4 SWS 2 nd semester: 4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	BMSB2510 German as a Foreign Language I: Written examination (2 hours) BMSB2610 German as a Foreign Language II: Written examination (2 hours)

Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB2510 : German as a Foreign Language I: 2 % BMSB2610 : German as a Foreign Language II: 2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in everyday life situations, oriented towards the level of A1 and A2 of the CEFR
Inhalte des Moduls / Contents	<p>1) Development of basic language knowledge such as vocabulary, grammar and pronunciation</p> <p>2) Development of written and oral communication skills so that the students</p> <ul style="list-style-type: none"> - can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, local geography, employment). - can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters. - can describe in simple terms aspects of his/her background, immediate environment and matters in areas of immediate need.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	<ul style="list-style-type: none"> - Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material

Bezeichnung der Lehrveranstaltung / Module title	
Norwegian I / Norwegian II	
Nr. der Lehrveranstaltung / Module code	BMSB2520 BMSB2620
Semester or Trimester	1 st semester / 2 nd semester
Dauer des Moduls / Duration of the module	2 semesters
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Lehrveranstaltungen / The module is offered	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in Norway as well as to work for international companies doing business with Norwegian speaking business partners.
Lehrsprache / Language of instruction	Norwegian / German
Zahl der zugeteilten ECTS credits / Number of ECTS-Credit	1 st semester 5 ECTS credits 2 nd semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	1 st semester: 150 hours (86 h self-study; 64 h contact time) 2 nd semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	1 st semester: 4 SWS 2 nd semester: 4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	BMSB2520 Norwegian I: Written examination (2 hours) BMSB2620 Norwegian II: Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB2520 : Norwegian I: 2 % BMSB2620 : Norwegian II 2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in everyday life situations, oriented towards the level of A1 and A2 of the CEFR
Inhalte des Moduls / Contents	1) Development of basic language knowledge such as vocabulary, grammar and pronunciation 2) Development of written and oral communication skills so that the students - can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, local geography, employment).

	<ul style="list-style-type: none"> - can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters. - can describe in simple terms aspects of his/her background, immediate environment and matters in areas of immediate need.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the module	<ul style="list-style-type: none"> - Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material

Bezeichnung der Lehrveranstaltung / Module title	
Polish I / Polish II	
Nr. der Lehrveranstaltung / Module code	BMSB2530 BMSB2630
Semester	1 st semester & 2 nd semester
Dauer des Moduls / Duration of the module	2 semesters
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Lehrveranstaltungen / the module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in Poland as well as to work for international companies doing business with Polish speaking business partners.
Lehrsprache / Language of instruction	Polish / German
Zahl der zugeteilten ECTS credits / Number of ECTS credits	1 st semester 5 ECTS credits 2 nd semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	1 st semester: 150 hours (86 h self-study; 64 h contact time) 2 nd semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	1 st semester: 4 SWS 2 nd semester: 4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	BMSB2530 Polish I: Written examination (2 hours) BMSB2630 Polish II: Written examination (2 hours)

Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB2530 : Polish I: 2 % BMSB2530 : Polish II 2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in everyday life situations, oriented towards the level of A1 and A2 of the CEFR
Inhalte des Moduls / Contents	<p>1) Development of basic language knowledge such as vocabulary, grammar and pronunciation</p> <p>2) Development of written and oral communication skills so that the students</p> <ul style="list-style-type: none"> - can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, local geography, employment). - can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters. - can describe in simple terms aspects of his/her background, immediate environment and matters in areas of immediate need.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Methods	<ul style="list-style-type: none"> - Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material

Bezeichnung der Lehrveranstaltung / Module title	
Russian I / Russian II	
Nr. der Lehrveranstaltung / Module code	BMSB2540 BMSB2640
Semester or Trimester	1 st semester & 2 nd semester
Dauer des Moduls / Duration of the module	2 semesters
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Lehrveranstaltungen / The module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other module and degree courses	The language course prepares the students to work and do their internships in Russian speaking countries as well as to work for

	international companies doing business with Russian speaking business partners.
Lehrsprache / Language of instruction	Russian
Zahl der zugeteilten ECTS credits / Number of ECTS credits	1 st semester 5 ECTS credits 2 nd semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	1 st semester: 150 hours (86 h self-study; 64 h contact time) 2 nd semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	1 st semester: 4 SWS 2 nd semester: 4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	BMSB2540 Russian I: Written examination (2 hours) BMSB2640 Russian II: Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB2540: Russian I: 2 % BMSB2640: Russian II 2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in everyday life situations, oriented towards the level of A1 and A2 of the CEFR
Inhalte des Moduls / Contents	<p>1) Development of basic language knowledge such as vocabulary, grammar and pronunciation</p> <p>2) development of intercultural awareness</p> <p>3) Development of written and oral communication skills so that the students</p> <ul style="list-style-type: none"> - can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, local geography, employment). - can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters. - can describe in simple terms aspects of his/her background, immediate environment and matters in areas of immediate need
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	<ul style="list-style-type: none"> - Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional

	reading and listening material
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Bezeichnung der Lehrveranstaltung / Module title	
Swedish I / Swedish II	
Nr. der Lehrveranstaltung / Module code	BMSB2550 BMSB2650
Semester or Trimester	1 st semester / 2 nd semester
Dauer des Moduls / Duration of the module	2 semesters
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Lehrveranstaltungen / The module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in Sweden as well as to work for international companies doing business with Swedish speaking business partners.
Lehrsprache / Language of instruction	Swedish / German
Zahl der zugeteilten ECTS credits / Number of ECTS credits	1 st semester 5 ECTS credits 2 nd semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	1 st semester: 150 hours (86 h self-study; 64 h contact time) 2 nd semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	1 st semester: 4 SWS 2 nd semester: 4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	BMSB2550 Swedish I: Written examination (2 hours) BMSB2650 Swedish II: Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB2550: Swedish I: 2 % BMSB2650: Swedish II 2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in everyday life situations, oriented towards the level of A1 and A2 of the CEFR
Inhalte des Moduls / Contents	1) Development of basic language knowledge such as vocabulary, grammar and pronunciation 2) Development of written and oral communication skills so that the students - can understand sentences and frequently used expressions related to areas of most immediate relevance

	<p>(e.g. very basic personal and family information, local geography, employment).</p> <ul style="list-style-type: none"> - can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters. - can describe in simple terms aspects of his/her background, immediate environment and matters in areas of immediate need.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the module	<ul style="list-style-type: none"> - Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material

Modul-Nr./ Module-Code	BMSB2700 / BMSB2800
Modulbezeichnung / Module title	2nd Foreign Language III 2nd Foreign Language IV
Semester or Trimester	3 rd semester & 4 th semester
Dauer des Moduls / Duration of the module	2 semesters
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject (The students can choose one of the following languages: German as a foreign language – Norwegian – Polish – Russian – Swedish)
Ggfs. Lehrveranstaltungen des Moduls / if applicable: sub-modules	<p>BMSB2710: German as a foreign language III</p> <p>BMSB2810 German as a foreign language IV</p> <p>BMSB2720: Norwegian III</p> <p>BMSB2820: Norwegian IV</p> <p>BMSB2730: Polish III</p> <p>BMSB2830: Polish IV</p> <p>BMSB2740: Russian III</p> <p>BMSB2840: Russian IV</p> <p>BMSB2750: Swedish III</p> <p>BMSB2850: Swedish IV</p>
Häufigkeit des Angebots des Moduls / The module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	<u>BMSB2700 2nd Foreign Language III:</u> BMSB2500 2nd Foreign Language I BMSB2600 2nd Foreign Language II
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree	The language courses prepare the students for their internship or future professional employment in the relevant

courses	countries.
Lehrsprache / Language of Instruction	English/German and the language taught
Zahl der zugeteilten ECTS credits / Number of ECTS credits	10 ECTS credits (5+5)
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	300 hours (172 h self-study + 128 h contact time)
SWS / Contact hours per week	8 SWS (4+4)
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	2nd Foreign Language III Written examination (2 hours) + oral examination (approx. 15 min)
	2nd Foreign Language IV Written examination (2 hours) + oral examination (approx. 15 min)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2nd Foreign Language III: 2 %
	2nd Foreign Language IV: 2 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	The main focus is on communicating in academic, professional and business situations, oriented towards the level of B1 of the CEFR
Inhalte des Moduls / Contents	2nd Foreign Language III 1) Development of language knowledge such as academic and professional vocabulary as well as grammar and pronunciation 2) Development of written and oral communication skills used in a professional environment
	2nd Foreign Language IV 1) Further development of language knowledge such as academic and professional vocabulary as well as grammar and pronunciation 2) Further development of written and oral communication skills used in a professional environment
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Further practice of communicative tasks, e.g. class discussion, individual, pair and group work, presentations

Bezeichnung der Lehrveranstaltung / Module title	
German as a Foreign Language III, German as a Foreign Language IV	
Nr. der Lehrveranstaltung / Module code	BMSB2710 BMSB2810
Semester or Trimester	3 rd semester & 4 th semester
Dauer des Moduls / Duration of the module	2 semesters
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der	Annually

Lehrveranstaltungen / The module is offered...	
Zugangsvoraussetzungen / Prerequisites for attending	BMSB2510: German as a Foreign Language I BMSB2610: German as a Foreign Language II
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in German speaking countries as well as to work for international companies doing business with German speaking business partners.
Lehrsprache / Language of instruction	German
Zahl der zugeteilten ECTS credits / Number of ECTS-Credit	1 st semester 5 ECTS credits 2 nd semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	1 st semester: 150 hours (86 h self-study; 64 h contact time) 2 nd semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	3 rd semester: 4 SWS 4 th semester: 4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	BMSB2710 German as a Foreign Language III: Written examination (2 hours) + oral examination (approx. 15 minutes) BMSB2810 German as a Foreign Language IV : Written examination (2 hours) + oral examination (approx. 15 minutes)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB2710 German as a Foreign Language III: 2 % BMSB2810 German as a Foreign Language IV: 2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in academic, professional and business situations, oriented towards the level of B1 of the CEFR
Inhalte des Moduls / Contents	1) Further development of language knowledge such as academic and professional vocabulary as well as grammar and pronunciation 2) Development of written and oral communication skills so that the students - can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc. - can deal with most situations likely to

	<p>arise whilst travelling in an area where the language is spoken.</p> <ul style="list-style-type: none"> - can produce simple connected text on topics, which are familiar, or of personal interest. - can describe experiences and events, dreams, hopes & ambitions and briefly give reasons and explanations for opinions and plans.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	<ul style="list-style-type: none"> - Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material - Use of different types of text

Bezeichnung der Lehrveranstaltung / Module title	
Norwegian III / Norwegian IV	
Nr. der Lehrveranstaltung / Module code	BMSB2720 BMSB2820
Semester or Trimester	3 rd semester & 4 th semester
Dauer des Moduls / Duration of the module	2 semesters
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Lehrveranstaltungen / The module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	BMSB2520: Norwegian I BMSB2620: Norwegian II
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in Norway as well as to work for international companies doing business with Norwegian speaking business partners.
Lehrsprache / Language of instruction	Norwegian
Zahl der zugeteilten ECTS credits / Number of ECTS-Credit	3 rd semester 5 ECTS credits 4 th semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	3 rd semester: 150 hours (86 h self-study; 64 h contact time) 4 th semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	3 rd semester: 4 SWS 4 th semester: 4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	BMSB2720 Norwegian III: Written examination (2 hours) and oral examination (approx. 15 min)

	BMSB2820 Norwegian IV: Written examination (2 hours) and oral examination (approx. 15 min)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB2720: Norwegian III: 2 % BMSB2820: Norwegian IV 2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in academic, professional and business situations, oriented towards the level of B1 of the CEFR
Inhalte des Moduls / Contents	<p>1) Further development of language knowledge such as academic and professional vocabulary as well as grammar and pronunciation</p> <p>2) Development of written and oral communication skills so that the students</p> <ul style="list-style-type: none"> - can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc. - can deal with most situations likely to arise whilst travelling in an area where the language is spoken. - can produce simple connected text on topics, which are familiar, or of personal interest. - can describe experiences and events, dreams, hopes & ambitions and briefly give reasons and explanations for opinions and plans.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the module	<ul style="list-style-type: none"> - Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material - Use of different types of text

Bezeichnung der Lehrveranstaltung / Module title	
Polish III / Polish IV	
Nr. der Lehrveranstaltung / Module code	BMSB2730 BMSB2830
Semester or Trimester	3 rd semester & 4 th semester
Dauer des Moduls / Duration of the module	2 semesters
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Lehrveranstaltungen / The module is offered...	Annually

Zugangsvoraussetzungen / Prerequisites for attending	BMSB2530: Polish I BMSB2630: Polish II
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in Poland as well as to work for international companies doing business with Polish speaking business partners.
Lehrsprache / Language of instruction	Polish / German
Zahl der zugeteilten ECTS credits / Number of ECTS credits	3 rd semester 5 ECTS credits 4 th semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	3 rd semester: 150 hours (86 h self-study; 64 h contact time) 4 th semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	3 rd semester: 4 SWS 4 th semester: 4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	BMSB2730 Polish III: Written examination (2 hours) and oral examination (approx.15 min) BMSB2830 Polish IV: Written examination (2 hours) and oral examination (approx.15 min)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB2730: Polish III: 2 % BMSB2830: Polish IV 2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in academic, professional and business situations, oriented towards the level of B1 of the CEFR
Inhalte des Moduls / Contents	1) Further development of language knowledge such as academic and professional vocabulary as well as grammar and pronunciation 2) Development of written and oral communication skills so that the students - can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc. - can deal with most situations likely to arise whilst travelling in an area where the language is spoken. - can produce simple connected text on topics, which are familiar, or of personal interest. - can describe experiences and events, dreams, hopes & ambitions and briefly give reasons and explanations for opinions and plans.

Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	<ul style="list-style-type: none"> - Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material - Use of different types of text
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Bezeichnung der Lehrveranstaltung / Module title	
Russian III / Russian IV	
Nr. der Lehrveranstaltung / Module code	BMSB2740 BMSB2840
Semester or Trimester	3 rd semester & 4 th semester
Dauer des Moduls / Duration of the module	2 semesters
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Lehrveranstaltungen / The module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	BMSB2540: Russian I BMSB2640: Russian II
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in Russian speaking countries as well as to work for international companies doing business with Russian speaking business partners.
Lehrsprache / Language of Instruction	Russian
Zahl der zugeteilten ECTS credits / Number of ECTS credits	3 rd semester 5 ECTS credits 4 th semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	3 rd semester: 150 hours (86 h self-study; 64 h contact time) 4 th semester 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	3 rd semester: 4 SWS 4 th semester: 4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	BMSB2740 Russian III: Written examination (2 hours) and oral examination (15 min) BMSB2840 Russian IV: Written examination (2 hours) and oral examination (15 min)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB2740: Russian III: 2 % BMSB2840: Russian IV 2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in academic, professional and business situations,

	oriented towards the level of B1 of the CEFR
Inhalte des Moduls / Contents	<p>1) Further development of language knowledge such as academic, professional and business vocabulary as well as grammar and pronunciation</p> <p>2) Further development of intercultural awareness</p> <p>3) Development of written and oral communication skills so that the students</p> <ul style="list-style-type: none"> - can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc. - can deal with most situations likely to arise whilst travelling in an area where the language is spoken. - can produce simple connected text on topics, which are familiar, or of personal interest. - can describe experiences and events, dreams, hopes & ambitions and briefly give reasons and explanations for opinions and plans
Lehr- und Lernmethoden des Moduls / Teaching methods of the module	<ul style="list-style-type: none"> - Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material - Use of different types of text

Bezeichnung der Lehrveranstaltung / Module title	
Swedish III / Swedish IV	
Nr. der Lehrveranstaltung / Module code	BMSB2750 BMSB2850
Semester or Trimester	3 rd semester & 4 th semester
Dauer des Moduls / Duration of the module	2 semesters
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Lehrveranstaltungen / The module is offered....	Annually
Zugangsvoraussetzungen / Prerequisites	BMSB2550: Swedish I BMSB2650: Swedish II
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for	The language course prepares the students to work and do their

other modules and degree courses	internships in Sweden as well as to work for international companies doing business with Swedish speaking business partners.
Lehrsprache / Language of instruction	Swedish / German
Zahl der zugeteilten ECTS credits / Number of ECTS credits	3 rd semester 5 ECTS credits 4 th semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	3 rd semester: 150 hours (86 h self-study; 64 h contact time) 4 th semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	3 rd semester: 4 SWS 4 th semester: 4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	BMSB2750 Swedish III: Written examination (2 hours) and oral examination (approx. 15 min) BMSB2850 Swedish IV: Written examination (2 hours) and oral examination (approx. 15 min)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB2750 Swedish III: 2 % BMSB2850 Swedish IV 2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in academic, professional and business situations, oriented towards the level of B1 of the CEFR
Inhalte des Moduls / Contents	1) Further development of language knowledge such as academic and professional vocabulary as well as grammar and pronunciation 2) Development of written and oral communication skills so that the students - can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc. - can deal with most situations likely to arise whilst travelling in an area where the language is spoken. - can produce simple connected text on topics, which are familiar, or of personal interest. - can describe experiences and events, dreams, hopes & ambitions and briefly give reasons and explanations for opinions and plans.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the module	- Use of various communicative tasks to practice the language knowledge

	<p>and skills including, pair and group work, role play, presentations</p> <ul style="list-style-type: none"> - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material - Use of different types of text
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Modul-Nr./ Module-Code	BMSB2900
Modulbezeichnung / Module title	International Financial Markets and Institutions
Semester or Trimester	4 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	This module is a tool for understanding international finance and lays the foundation for the module 'International Risk Management and Selected International Financial Tools'
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtwockload und ihre Zusammensetzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p>Knowledge & Understanding: Students learn the complex world of international finance and the use of financial markets mainly for the use of financing international activities of non bank corporates – to a limited extent also for investing access cash.</p> <p>Applying knowledge & understanding: In a mixture of ex cathedra teaching,</p>

	<p>case studies and analyses of the reality on the international financial markets. Students learn to understand the problems, chances and risks in international business.</p> <p><u>Making judgments:</u> By the mix of theory and reality, students learn to analyze real situations by using and validating theoretical concepts in different business situations.</p> <p><u>Communication:</u> By presentations of small tasks developed in self study, weekly market reports, the analysis of a selected aspect out of the field of international financial institutions (such as IMW, World Bank ...) or the financial situation, a ~4-week interactive FX investment game, and discussions of their self studies with their fellow students</p> <p><u>Learning skills:</u> Students who don't intend to work in finance will be able to understand the financial environment and financial decisions in a company, students targeting a job in finance will have a solid basis for their work in any financial department of a non bank or financial institution (bank, insurance, leasing company ...)</p>
Inhalte des Moduls / Contents	The International Financial Environment – Exchange Rate Behaviour – Exchange rate Risk Management – The course deals with theories and techniques that can be applied to companies acting in international business.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Combination of Lecture and Seminar. Several small cases from the Baltic Sea Region are the basis for practising the theoretical knowledge in an fix investment game

Modul-Nr./ Module-Code	BMSB 3000
Modulbezeichnung / Module title	Principles of International Marketing
Semester or Trimester	4 th semester

Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module is a prerequisite for the course 'Applied International Marketing'. The module is designed to provide students with a sound foundation in the field of international marketing which shall serve as a basis for further business studies.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtwoadload und ihre Zusammensetzung / Workload and its composition	150 hours (75h self-study + 75h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with a documentation and a presentation
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding:</u> The module is designed to provide students with the necessary knowledge and skills in the field of international marketing to understand the international environment thoroughly and work effectively in it. Particular attention is paid to the practice of international marketing in the states of the Baltic sea area.</p> <p><u>Applying knowledge & understanding</u> Lectures, case studies, class discussions</p> <p><u>Making judgements</u> Students are encouraged to devise and sustain arguments about international marketing issues.</p> <p><u>Communication</u> Students are expected to present their arguments independently in written</p>

	and oral form. <u>Learning skills</u> The module provides the necessary skills needed to study further with a high level of individual autonomy.
Inhalte des Moduls / Contents	Conceptual Overview – The International Marketing Environment – Market Research and Market Selection – Market Access Modes - Strategy – The Market - Strategy – The Competition – The International Marketing Mix – Managing and Controlling International Marketing Operations – Current Trends
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, case studies, class discussions

Modul-Nr./ Module-Code	BMSB3100
Modulbezeichnung / Module title	New Strategic Requirements in the Global World
Semester or Trimester	4 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	This module is an interactive course designed to provide students with an understanding of the complexity and dynamics of strategic planning activities and leadership in international business environments. It is a constitutive part of the course because it provides core competencies that are essential for a leader, regardless of the underlying qualification. Both the strategic thinking and the necessary tools, including communication and knowledge of the correct and corresponding motivational strategies to operate in an international environment as a successful leader are transferable to all other functional teachings.

Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with a documentation and a presentation
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding</u> Students learn the handling basics of various instruments in international strategy development that belong to a successful leadership toolbox. They get an understanding of the strategic management process from theoretical and practical perspective and learn the main concepts of strategic management. Moreover, they are capable of being a valuable team player in an international business environment and a multicultural team.</p> <p><u>Applying Knowledge & Understanding</u> The students get a basic understanding of dealing with a problem-oriented situation and how to solve the issue with basic strategic management knowledge, provided in the lectures. They know that a one-dimensional leadership style is not sufficient to become a successful international leader. Selected examples around the Baltic Sea and beyond do confront them with a specific strategic thinking that enables them to react appropriately. They will be able to develop a clear vision, mission, values and strategic goals.</p> <p><u>Making judgments</u> Buildings on the competence gained by lectures, case studies, meetings and discussions with regional and international strategic managers, students are able to analyse a specific strategic situation, reflect the given strength and weaknesses profile in the</p>

	<p>relevant context, and they are able to give recommendations for further discussions.</p> <p><u>Communication</u> Students build a “virtual consultancy team” for the lecture hours in order to develop and provide useful recommendations to solve the problems in case studies’ and examples’ business situation in iterative discussions with the lecturer. They impart their results both orally and in writing.</p> <p><u>Learning skills</u> See entry under heading "Verwendbarkeit".</p>
Inhalte des Moduls / Contents	<ul style="list-style-type: none"> • Managing across borders • New strategic requirements • Characteristics of a global enterprise • New dimensions for competitive strategy • Strategic planning processes • Need for multinational strategic capabilities • Globalisation features of enterprises • International Product Life Cycle Impact on MNCs • Championing and innovation by models of culture • Future challenges and global changes
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Group work, group discussion, case studies, applied projects, presentations

Modul-Nr./ Module-Code	BMSB3200
Modulbezeichnung / Module title	Introduction to Trade
Semester or Trimester	4 th semester
Dauer des Moduls / Duration of the module	1 Semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for	None

attending	
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module is a prerequisite for the course 'International Trade, Advanced Tools'. Furthermore it helps to get a better understanding of the International Baltic Law course as well as the International Company Law course.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtwoad und ihre Zusammensetzung / Workload and its composition	150 hours (78 h self study; 72 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with two small documentations and presentations
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge and Understanding</u> Students learn to understand and analyse international trade phenomena and policies concerning economic globalisation. They get an overview about international trade institutions and trade policies. In addition, they will be introduced to financial issues related to international trade.</p> <p><u>Applying knowledge & understanding</u> Students practice all topics taught in application tasks and prove their understanding while working on their assignments.</p> <p><u>Making judgements</u> Students learn to analyse situations and are encouraged to devise and sustain arguments about basic issues concerning trade.</p> <p><u>Communication</u> Results obtained are discussed and presented in class and in the assignment.</p> <p><u>Learning skills</u> As explained under "Verwendbarkeit", this module provides necessary skills</p>

	needed in order for coping with requirements of later studies.
Inhalte des Moduls / Contents	In this module, theoretical foundations of international trade are analysed. The lectures focus on the role of the market, competitors and inflation. The governmental influence of the economy is also discussed and risks that derive from international trade are as well analysed. In the end of the lectures will be a special focus on financial accounting and international risk management. Here, one deals with net present value calculations as well as with the rate of return analysis. One of the major topics in the first part will be international trade institutions. Aims and tasks of those organisations will be presented with a special emphasis on organisations in the Baltic Sea region. Finally, trade policies are discussed with a special focus on trade barriers and environment.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, articles, group- and project work

Modul-Nr./ Module-Code	BMSB3300
Modulbezeichnung / Module title	Applied Logistics Management / Research
Semester or Trimester	4th semester
Dauer des Moduls / Duration	1 Semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.)/ Type of module	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	BMSB3310 Market Research BMSB3320 Transport Management – Moving goods and people in a sustainable way
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	This module gives the student the ability to develop their independent working skills and the critical evaluation of market situations. The students will also gain additional skills by learning the interaction between market information, transports and

	logistics as well as capacity orientated decisions. Therefore the module 'Applied Logistics Management / Research' is an foundation for modules of the further BMS-study.	
Lehrsprache / Language of Instruction	English	
Zahl der zugeteilten ECTS credits / Number of ECTS credits	2 ECTS credits	5 ECTS-Points
	3 ECTS credits	
Gesamtwockload und ihre Zusammensetzung / Workload and its composition	150 hours (78 self-study; 72 contact time)	
SWS / Contact hours per week	4 SWS (2 + 2)	
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (2 hours)	
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %	
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding</u></p> <p>Students get familiar with the basic instruments used in marketing research. They learn to understand the methods and their functionality on different subjects. The students will also gain additional skills by learning the interaction between market information, transports and logistics as well as capacity orientated decisions.</p> <p><u>Applying Knowledge & Understanding</u></p> <p>Students learn to understand, analyze, optimize the situations of the current markets. The students will apply the knowledge in real case studies.</p> <p><u>Making judgments</u></p> <p>By working in groups, the students will evaluate several test designs which can apply for the specific case studies and decide for the ideal method. Moreover the students will be able to:</p> <ul style="list-style-type: none"> • understand, analyze, optimize and set up state of the art transport networks in the field of passenger and cargo transport. • Outline specific framework conditions, state of the art concepts and methods for transport management. • Elaborate on the relevance of 	

	<p>sustainability as underlying concept for state of the art transport management</p> <p><u>Communication</u></p> <p>Results obtained are discussed in class, a survey will be written and delivered. Furthermore the student have to write an examination at the end.</p> <p><u>Learning skills</u></p> <p>This module shall give the student the ability to use and develop their independent working skills and the critical evaluation of market situations. Furthermore they learn the ability to create solutions in relation to changeable reality. It will be shown the relation between customer needs and product development from a strategic point of view.</p>
<p>Inhalte des Moduls / Contents</p>	<p>Market Research: Market Research provides information about costumer behavior / travel behavior and targetgroup types. The resulting mix of strategic controlling models provides information for further processing in the cargo and passenger transport. Possibilities of adaptation strategies of traffic / transport infrastructure adequate to market performance will be developed.</p> <p>Transport Management – Moving goods and people in a sustainable way:</p> <ul style="list-style-type: none"> • Framework Conditions for Transport Management (such as the need for a sustainable transportation system in times of peak oil, climate change and emissions trading) • Transportation and the spatial structure (starting from a historical perspective the influence of Transportation on spatial organization will be elaborated, furthermore the concepts of

	<p>Mobility and Accessibility will be contrasted)</p> <ul style="list-style-type: none"> • Transportation and the economy (The interrelation of Transportation and economic development will be elaborated. The role of transportation for today's economy, as well as the field of transportation costs and the ways of financing transportation infrastructure will be addressed) • Transportation modes (Beside the diversity of modes also the concept of intermodality will be introduced)
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Market Research: Lecture, running a practical project using relevant subjects out of market research studies; Project team work
	Transport Management – Moving goods and people in a sustainable way: Lectures, case studies, class discussions

Modul-Nr./ Module-Code	BMSB3400
Modulbezeichnung / Module title	International Risk Management and Selected International Financial Tools
Semester or Trimester	5 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	In this module students learn elements of advanced financial tools, so that students that are interested in financial specialties have no problems to continuing their studies in e.g. financial engineering- or banking-masters in specialized schools
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammen-	150 hours (86 h self-study; 64 h contact

setzung / Workload and its composition	time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding:</u> In continuation of the course “International Financial Markets and Institutions” students learn the complex world of international finance and the use of financial markets on an advanced level mainly for the use of financing international activities of non bank corporates – to a limited extent also for investing access cash.</p> <p><u>Applying knowledge & understanding:</u> In a mixture of ex cathedra teaching, case studies and analyses of the reality on the international financial markets students learn to understand the problems, chances and risks in international business.</p> <p><u>Making judgments:</u> By the mix of theory and reality students learn to analyze real situations by using and validating theoretical concepts in different business situations.</p> <p><u>Communication:</u> By presentations of small tasks, weekly market reports, a 3-month forecast (and its result) and an selected advanced topic respectively a comprehensive academic paper students are permanently involved and discussions of their findings in class.</p> <p><u>Learning skills:</u> Students who do not intend to work in finance will be able to understand the financial environment and financial decisions in a company. Students targeting a job in finance will have a solid basis for their work in any financial department of a non bank or financial institution (bank, insurance,</p>

	leasing company ...). Students targeting for a Master degree in Finance, Financial Engineering ... will have a solid knowledge for their post graduate studies.
Inhalte des Moduls / Contents	Risk management: Forecasting exchange rates - Measuring and managing the economic exposure to currency uncertainties - Financing international trade - Short-term financing - Asset and liability management - International cash management - Country risk analysis - International Capital markets - Selected Aspects of International Finance and Banking – Selected advanced financial tools
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Combination of Lecture and Seminar

Modul-Nr./ Module-Code	BMSB3500
Modulbezeichnung / Module title	Applied International Marketing
Semester or Trimester	5 th semester
Dauer des Moduls / Duration of the module	1 Semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module is designed to provide students with a sound foundation in the field of international marketing which shall serve as a basis for further business studies.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtwoad und ihre Zusammensetzung / Workload and its composition	150 hours (75 h self-study + 75 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with a documentation and a presentation
Gewichtung der Note in der Gesamtnote /	3 %

Weight in final grade	
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding:</u> The module is designed to provide students with the necessary knowledge and skills in the field of international marketing to understand the international environment thoroughly and work effectively in it. Particular attention is paid to the practice of international marketing in the states of the Baltic sea area.</p> <p><u>Applying knowledge & understanding</u> Lectures, case studies, class discussions, projects</p> <p><u>Making judgements</u> Students are encouraged to devise and sustain arguments about international marketing issues.</p> <p><u>Communication</u> Students are expected to present their arguments independently in written and oral form.</p> <p><u>Learning skills</u> The module provides the necessary skills needed to study further with a high level of individual autonomy.</p>
Inhalte des Moduls / Contents	Creating and implementing a marketing plan – consumer analysis – market analysis –competition analysis – market access and distribution – development of the marketing mix – evaluation of the economics
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, case studies, class discussions

Modul-Nr./ Module-Code	BMSB3600
Modulbezeichnung / Module title	Total Quality Management
Semester / Trimester	5 th semester
Dauer des Moduls / Duration of the Module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / if applicable lectures of the Module	-
Häufigkeit des Angebots des Moduls / Frequency of the module offering	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None

Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other module and degree courses	TQM is a holistic approach to all questions a manager has to deal with. Regardless if customer satisfaction and loyalty or a complaint management system is concerned or the focus is on Kaizen or Six Sigma the ability to understand and apply those techniques is essential for any successful manager, regardless if you work as an engineer or as a marketing assistant.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS-Points
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (78 h self study, 72 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> Students understand that TQM is a holistic approach to all questions related to quality. Furthermore they realize that TQM is a management tool that addresses all partners along the value chain.</p> <p><u>Applying knowledge & understanding</u> Students learn out to and furthermore they develop questionnaire</p> <p><u>Making judgements</u> By presenting a strength and weaknesses profile for selected topics students are confronted with facts that require a solution-oriented approach</p> <p><u>Communication</u> Results of the group work and of case studies will be presented in oral and written form and the students should be ready for a profound discussion based upon good arguments that are related to the practice.</p> <p><u>Learning skills</u> Students learn to think about TQM in a holistic way. They are able to analyse</p>

	a given situation, looking for alternatives and presenting a final solution to matters that are part of TQM (Benchmarking, Kaizen or Customer Satisfaction, ISO 14001 etc).
Inhalte des Moduls / Contents	Total Quality Management – KAIZEN – Just in Time – Benchmarking – ISO 9000 Series – Empowerment – Time-based Competition – Coaching and Criteria for International Assignments – Chance Management – International Management Horizon – Environmental Management Systems - Case studies
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lecture, Group work, case studies

Modul-Nr./ Module-Code	BMSB3700
Modulbezeichnung / Module title	International Trade, Advanced Tools
Semester or Trimester	5 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module is a prerequisite for the course 'International and Baltic Trade, Case Study'. It also helps to get a better understanding of the International and Baltic Law course as well as the International Company Law course.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (78 h self-study; 72 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with two documentations and presentations
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %

<p>Qualifikationsziele des Moduls / Learning outcomes of the module</p>	<p><u>Knowledge and Understanding</u> Students learn to understand and analyse international trade phenomena and policies concerning economic globalisation. They get an overview about international trade institutions and trade policies. In addition, they will be introduced to financial issues related to international trade.</p> <p><u>Applying knowledge & understanding</u> Students practice all topics taught in application tasks and prove their understanding while working on their assignments.</p> <p><u>Making judgements</u> Students learn to analyse situations and are encouraged to devise and sustain arguments about basic issues concerning trade.</p> <p><u>Communication</u> Results obtained are discussed and presented in class and in the assignment.</p> <p><u>Learning skills</u> As explained under “Verwendbarkeit”, this module provides necessary skills needed in order for coping with requirements of later studies.</p>
<p>Inhalte des Moduls / Contents</p>	<p>During this course different procedures of typical trade deals are analysed. Furthermore, the risks involved in international trade will be discussed and one will find out how to hedge these risks. A special focus on the letter of credit when dealing with payment methods is also given. At the end of the course, several practical-oriented issues related to international trade like transportation, energy and other environmental issues will be discussed.</p>
<p>Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module</p>	<p>Lectures, articles, group- and project work, exam</p>

<p>Modul-Nr./ Module-Code</p>	<p>BMSB3800</p>
<p>Modulbezeichnung / Module title</p>	<p>International Leadership and Teamwork</p>
<p>Semester or Trimester</p>	<p>6th semester</p>
<p>Dauer des Moduls / Duration of the module</p>	<p>1 semester</p>

Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	This course is an interactive course designed to provide students with an understanding of the complexity and dynamics of leadership and teamwork. It is a constitutive part of the course because it provides core competencies that are essential for a leader, regardless of the underlying qualification. Both the strategic thinking and the necessary tools, including communication and knowledge of the correct and corresponding motivational strategies to operate in an international environment as a successful leader are transferable to all other functional teachings.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammen- setzung / Workload and its composition	150 hours (86 self-study; 64 contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with a documentation and presentation
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding</u> Students learn to understand the concept of effective leadership, its utility and relevance to managing daily business. Moreover they are capable of being a valuable team player in a multicultural team.</p> <p><u>Applying Knowledge & Understanding</u> The students learn how to solve a problem-oriented situation, regardless if this is related to problems that occur in teams or as his skills as a leader are concerned. They know that a one-dimensional leadership style is not</p>

	<p>sufficient to become a successful international leader. Selected examples around the Baltic Sea do confront them with a specific intercultural thinking that enables them to react appropriately. They will be able to form teams and provide them with clear vision, mission, values and strategic goals.</p> <p><u>Making judgments</u> Students will be able to analyse leadership styles and reflect the given strength and weaknesses profile in the relevant context. They will be able to recognise and think in terms of real value and transform it into a sustainable growth of a company value by way of one's leadership. Furthermore they are able to give recommendations for further discussions. The competence gained by case studies, interviews, practical trainings, lectures.</p> <p><u>Communication</u> Students acquire basic skill of public communication and will be able to present oneself. Students impart their results both orally and in writing.</p> <p><u>Learning skills</u> See entry under heading "Verwendbarkeit".</p>
<p>Inhalte des Moduls / Contents</p>	<p>Leadership</p> <ul style="list-style-type: none"> • Foundation for Leadership • The Nature of Motivation • The Decision – Making Process • Leader Behaviour and Leader Effectiveness • Leadership in the International Context with specific focus on the Baltic Sea Counties <p>Teamwork</p> <ul style="list-style-type: none"> • Fundamental Group Dynamics • Group Development • Conformity and Groupthink • Team, Teamwork and Trust with a specific focus on the Baltic Sea Area
<p>Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module</p>	<p>Group work, group discussion, case studies, applied projects, presentation</p>

Modul-Nr./ Module-Code	BMSB3900	
Modulbezeichnung / Module title	Practical Insights into the Global Business	
Semester / Trimester	6 th semester	
Dauer des Moduls / Duration of the module	1 semester	
Art der Lehrveranstaltung (Pflicht, Wahl, etc.)/ Type of module (Compulsory , Elective etc.)	Compulsory subject	
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-Modules	BMSB3910 International Excursion	
	BMSB3920 Company Roundtable	
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually	
Zugangsvoraussetzungen / Prerequisites for attending	Part I studies	
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other module and degree courses	In the sub-module 'International Excursion' students will significantly improve their international and cross-cultural competence In the sub-module 'Company Roundtable' the students will deepen their theoretical knowledge acquired in Part I of their studies. They will see how real business is run and how theoretical models are applied.	
Lehrsprache / Language of Instruction	English or German (depending on the visited company)	
Zahl der zugeteilten ECTS credits / Number of ECTS credits	3 ECTS credits	5 ECTS credits
	2 ECTS credits	
Gesamtwockload und ihre Zusammensetzung / Workload and its composition	150 hours (86 self-study; 64 contact time)	
SWS / Contact hours per week	4 SWS (2+2)	
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for earning credit points)	Project work with a documentation and a presentation	
Gewichtung der Note in der Gesamtnote / Weight in final grade	-	
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> Students acquaint themselves with destinations they learnt about in earlier modules. They enhance their international and cross-cultural competence. Furthermore the students acquaint themselves with a variety of companies.</p> <p><u>Applying Knowledge & Understanding</u> Under the tutelage of the professor in charge, students prepare the excursion and contribute to the final report. Moreover this module is particularly designed to establish the link between</p>	

	<p>theoretical knowledge gained and the requirements of day-to-day business processes.</p> <p><u>Making judgments</u> Students learn to see and take into account the differences between countries, destinations, and institutions. Students learn to assess the validity of theoretical concepts in current business life.</p> <p><u>Communication</u> Results of (group) work are presented in oral and written form (reports, minutes, excursion report)</p> <p><u>Learning skills</u> This module prepares students for the organisation of further excursions. Students learn to interact with other stakeholders in event organisation within their university. Furthermore this module is a linking step between theoretical modules, internship and work after graduation</p>
Inhalte des Moduls / Contents	<p>The topic changes from year to year depending on the academic profile of the professor in charge.</p> <p>But the general structure is:</p> <ul style="list-style-type: none"> • a preparation phase, in which the students acquaint themselves with the companies / universities to be visited • the preparation of questions for the visit • visiting the company / university themselves and • the preparation of the written report.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Individual data pooling, group work, group discussion, preparation of a field trip report, preparation of a video spot

Modul-Nr./ Module-Code	BMSB4000
Modulbezeichnung / Module title	Internship Semester
Semester or Trimester	7 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject

Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester
Zugangsvoraussetzungen / Prerequisites for attending	Pre-study practical and 60 ECTS credits
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module serves to deepen all previously acquired knowledge and skills. Especially the practical application in the company.
Lehrsprache / Language of Instruction	English or German (depending on the company)
Zahl der zugeteilten ECTS credits / Number of ECTS credits	28 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	840 hours
SWS / Contact hours per week	At least 20 weeks
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written report
Gewichtung der Note in der Gesamtnote / Weight in final grade	-
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding</u> During the internship students get in contact with the real business world for example in the field Marketing, Human Resource Management, Finance, Project Management, Trade, Controlling etc.</p> <p><u>Applying Knowledge & Understanding</u> Knowledge of the studies are applied and deepened during the internship semester. (expertise, soft skills ...)</p> <p><u>Making judgments</u> Students are involved in the real business world during their whole internship semester. They work on their own projects or field of work.</p> <p><u>Communication</u> The results of the internship semester are presented in a report.</p> <p><u>Learning skills</u> The internship should show the students the connection between the theoretical knowledge and its application in daily business. Furthermore it's a help to decide on the</p>

	own future professional activities
Inhalte des Moduls / Contents	Internship of 20-weeks
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Field study

Modul-Nr./ Module-Code	BMSB4100
Modulbezeichnung / Module title	Internship Evaluation
Semester or Trimester	7 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester
Zugangsvoraussetzungen / Prerequisites for attending	BMSB4000 Internship semester
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module serves to deepen all previously acquired knowledge and skills. Especially the practical application in the company.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	2 ECTS-Points
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	60 hours (40 self-study; 20 contact time)
SWS / Contact hours per week	2 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written report
Gewichtung der Note in der Gesamtnote / Weight in final grade	-
Qualifikationsziele des Moduls / Learning outcomes of the module	<p>Knowledge & Understanding Students having done their internship are encouraged to:</p> <ul style="list-style-type: none"> • Reflect their internship semester • Present tasks and projects they worked on during the internship semester • Express and show advantages and disadvantages of their Internship semester • Students planning an internship learn from the experience of their fellow students <p>Applying Knowledge & Understanding The students' knowledge is applied and</p>

	<p>deepened during the internship, this process is reflected in the evaluation, presented to and discussed with students planning their internship.</p> <p><u>Making judgments</u> Students will get an insight into the process of acquiring an intern place as well as into the practical work during the internship. They get a reasonable understanding of different industries and companies and their current projects during the presentation. They also get ideas for their own internship.</p> <p><u>Communication</u> The results of the internship semester are presented in a report.</p> <p><u>Learning skills</u> The internship will offer the student the opportunity to apply their theoretical knowledge in the daily business and/or to acquire specific practical skills and knowledge necessary for future professional activities. Students planning their internship get an overview over different internship possibilities.</p>
Inhalte des Moduls / Contents	Systematic analysis of the internship (written report): project / Strengths / Weaknesses conclusions for studying – conclusions for future career – intercultural aspects – social aspects
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Field study

Modul-Nr./ Module-Code	BMSB4200
Modulbezeichnung / Module title	Investment Strategies in the BSR
Semester or Trimester	8 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester
Zugangsvoraussetzungen / Prerequisites for attending	-
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of	It helps to get a better understanding of the International Trade module.

the module for other modules and degree courses	
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (86 h self study; 64 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with a documentation and Presentation
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge and Understanding</u> Students learn different investment strategies while working on their own investment case.</p> <p><u>Applying knowledge and understanding</u> Students practice all topics taught in application tasks and prove their understanding while working on their assignments and presentations.</p> <p><u>Making judgements</u> Students learn to analyse situations and are encouraged to devise and sustain arguments about certain investments and their strategies.</p> <p><u>Communication</u> Results obtained through reading of articles and cases are discussed and presented in class as well as in the assignment.</p> <p><u>Learning skills</u> As explained under “Verwendbarkeit”, this module provides necessary skills needed in order for coping with the requirements of Int. & Baltic Trade as wells as Int. & Baltic Trade Case Studies.</p>
Inhalte des Moduls / Contents	Examine investment strategies and Foreign Direct Investment trends in Central European Countries.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, Project work, Case studies

Modul-Nr./ Module-Code	BMSB4300
Modulbezeichnung / Module title	Law of States in the Baltic Sea Region
Semester or Trimester	8 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester
Zugangsvoraussetzungen / Prerequisites for attending	-
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The participants of the module will have a better understanding of Int. & Baltic Trade, Investment Strategies and Int. & Baltic Trade Cases Studies. The lectures explain the different law systems in the Baltic Sea States and compare them. The students will be introduced to the legal contract of democratic countries as well as the company forms.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtwockload und ihre Zusammensetzung / Workload and its composition	150 hours (75 h self study; 75 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with two small documentations and presentations
Gewichtung der Note in der Gesamtnote / Weight in final grade	3 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge and Understanding</u> Students learn fundamentals of the legal systems in the Baltic Sea states and therewith understand their constitutions. Furthermore, they study how to differentiate between the diverse company forms of each country.</p> <p><u>Applying knowledge and understanding</u> Students practice all topics taught in application tasks and prove their understanding while working on their assignments and presentations.</p> <p><u>Making judgements</u> Students learn to analyse situations</p>

	<p>and are encouraged to devise and sustain arguments about basic cases concerning international law.</p> <p><u>Communication</u> Results obtained are discussed and presented in class and in the assignment.</p> <p><u>Learning skills</u> As explained under “Verwendbarkeit”, this module provides necessary skills needed in order for coping with the requirements of later studies.</p>
Inhalte des Moduls / Contents	<p><u>Part ‘Baltic Law’:</u> Analyses the legal systems of the Baltic States and compares the constitutions of the three Baltic countries.</p> <p><u>Part ‘Company Law in Estonia, Latvia and Lithuania’:</u> Focuses on the different company forms and explains the differences between the Baltic countries and analyses them. The course also deals with privatisation law and tax law.</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures; Group- and project work; 2 small Assignments and Presentations

Modul-Nr./ Module-Code	BMSB4400
Modulbezeichnung / Module title	Scientific Circle for Bachelor Thesis
Semester / Trimester	8 th semester
Dauer des Moduls / Duration of the module	1 Semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls /If applicable: Sub-Modules	-
Häufigkeit des Angebots des Moduls / The Module is offered ...	Each semester
Zugangsvoraussetzungen / Prerequisites for attending	
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The Scientific Circle is an essential part of working on the Bachelor Thesis and the corresponding colloquium.
Lehrsprache / Language of Instruction	English or German (depending on the company for which the bachelor thesis is written)
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre	150 hours (100 h self-study; 50 h contact time)

Zusammensetzung / Workload and its composition	
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for earning credit points)	Completing the procedure set by the degree course (see separate document- Evaluation sheet)
Gewichtung der Note in der Gesamtnote / Weight in final grade	-
Qualifikationsziele des Moduls / Learning outcomes of the Module	Students show that – on the basis of the theoretical and practical knowledge gained during their studies – they are able to independently resolve a scientifically and commercially relevant problem by studying the facts, providing new insights, drawing conclusions and giving recommendations..
Inhalte des Moduls / Contents	The module is the preparation period, in which the students are acquainted with the requirements for the bachelor thesis.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Independent work, consultations

Modul-Nr./ Module-Code	BMSB4500
Modulbezeichnung / Module title	Bachelor Thesis
Semester / Trimester	8 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-Modules	BMSB4510 Written Bachelor Thesis BMSB4520 Colloquium
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester
Zugangsvoraussetzungen / Prerequisites for attending	BMSB4510 Written Bachelor Thesis: BMSB4400 Scientific Circle for Bachelor-Thesis und 205 ECTS-Punkte BMSB4520 Colloquium: BMSB4510 Written Bachelor-Thesis
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The module is the final element of the studies, with students having to bring together all theoretical and practical skills gained in the course of 7 semesters.
Lehrsprache / Language of Instruction	English or German (depending on the company for which the bachelor thesis is written)

Zahl der zugeteilten ECTS credits / Number of ECTS credits	12 ECTS credits	15 ECTS credits
	3 ECTS credits	
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	450 hours (350 self-study; 150 h contact time)	
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written Bachelor-Thesis with subsequently presentation (colloquium) of the Bachelor-Thesis	
Gewichtung der Note in der Gesamtnote / Weight in final grade	25 %	
Qualifikationsziele des Moduls / Learning outcomes of the module	Students show that – on the basis of the theoretical and practical knowledge gained during their studies – they are able to independently resolve a scientifically and commercially relevant problem by studying the facts, providing new insights, drawing conclusions and giving recommendations..	
Inhalte des Moduls / Contents	The Module consists of two parts: 1) The preparation of the bachelor thesis under the guidance of the supervisor 2) Viva (defense of the bachelor thesis)	
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Independent work, consultations; presentation (colloquium)	

Wahlpflichtfächer/Electives:

Modul-Nr./ Module-Code	BMSB4600
Modulbezeichnung / Module title	Business Taxation I (held in German)
Semester / Trimester	5. Semester oder 6. Semester
Dauer des Moduls / Duration of the module	1 Semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / if applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered	annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other module and degree courses	Dieses Modul befähigt die Studierenden zum Verständnis des steuerrechtlichen Rahmens im Unternehmensbereich
Lehrsprache / Language of Instruction	German
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre	150 Stunden (78 h Selbststudium; 72 h

Zusammensetzung / Workload and its composition	Kontaktzeit)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Klausur (2 Stunden)
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge and Understanding</u> Die Studierenden bekommen einen Einblick in die grundsätzlichen Mechanismen der Unternehmensbesteuerung, insbesondere der Ertragsteuern.</p> <p><u>Applying knowledge & understanding</u> Die Studierenden wenden alle steuerlichen Themen in Übungsaufgaben an und beweisen ihr Verständnis an realen Fallstudien.</p> <p><u>Making judgments</u> Die Studierenden lernen, steuerliche Situationen zu analysieren, und entwickeln ihre Fähigkeiten und Kenntnisse in der Unternehmensbesteuerung.</p> <p><u>Communication</u> Die Ergebnisse der Fallbeispiele werden in der Vorlesung analysiert und diskutiert. Ferner schreiben die Studierenden eine schriftliche Prüfung am Ende des Semesters.</p> <p><u>Learning skills</u> Studierende können steuerliche Rechtsquellen sowie die diesbezügliche Fachliteratur lesen und verstehen. Ferner kennen sie die Methoden, um steuerliche Sachverhalte zu subsumieren.</p>
Inhalte des Moduls / Contents	Ertragsteuern: Einkommensteuer, Körperschaftsteuer, Gewerbesteuer
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Vorlesungen mit Gruppenarbeit, aktuelle Fallstudien

Modul-Nr./ Module-Code	BMSB4700
Modulbezeichnung / Module title	Business Taxation II (held in German)
Semester / Trimester	5. Semester oder 6. Semester
Dauer des Moduls / Duration of the module	1 Semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / if applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other module and degree courses	Dieses Modul befähigt die Studierenden zum wesentlichen Verständnis der Steuerlehre. Es vertieft die Kenntnisse und Fähigkeiten der Studierenden aus weiteren Kursen und Studiengängen in der Steuerlehre.
Lehrsprache / Language of Instruction	German
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtwoad und ihre Zusammensetzung / Workload and its composition	150 Stunden (78 h Selbststudium; 72 h Kontaktzeit)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Klausur (2 Stunden)
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge and Understanding</u> Die Studierenden bekommen einen Einblick in die grundsätzlichen Mechanismen der Unternehmensbesteuerung, insbesondere der Umsatzsteuer und des Internationalen Steuerrechts.</p> <p><u>Applying knowledge and understanding</u> Die Studierenden wenden alle steuerlichen Themen in Übungsaufgaben an und beweisen ihr Verständnis an realen Fallstudien.</p> <p><u>Making judgments</u> Die Studierenden lernen, steuerliche Situationen zu analysieren und vertiefen ihre bisherigen Fähigkeiten und Kenntnisse in der Unter-</p>

	nehmensbesteuerung. <u>Communication</u> Die Ergebnisse der Fallbeispiele werden in der Vorlesung analysiert und diskutiert. Ferner schreiben die Studierenden eine schriftliche Prüfung am Ende des Semesters. <u>Learning skills</u> Studierende können steuerliche Rechtsquellen sowie die diesbezügliche Fachliteratur lesen und verstehen. Ferner kennen die Studierenden die Methoden um steuerliche Sachverhalte zu subsumieren.
Inhalte des Moduls / Contents	Verkehrssteuern: Umsatzsteuer – Grundzüge der internationalen Steuerlehre für die Länder im baltischen Raum
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Vorlesungen mit Gruppenarbeit, aktuelle Fallstudien

Modul-Nr./ Module-Code	BMSB4800
Modulbezeichnung / Module title	e-Marketing
Semester or Trimester	5 th or 6 th semester
Dauer des Moduls / Duration of the module	1 Semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Basics of the BMS-study
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module is designed to provide students with a sound understanding of current marketing trends on the internet and selected other innovative forms (e.g. mobile marketing).
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (110 h self-study + 40 h contact time)
SWS / Contact hours per week	2 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with a documentation (70 %) and a presentation (30 %)

Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding:</u> The module is designed to provide students with the necessary knowledge and skills in the field of electronic marketing to understand the current trends thoroughly and work effectively with them. Particular attention is paid to the practice of usability of internet portals and online advertising.</p> <p><u>Applying knowledge & understanding</u> Lectures, case studies, class discussions, projects</p> <p><u>Making judgements</u> Students are encouraged to devise and sustain arguments about e marketing issues.</p> <p><u>Communication</u> Students are expected to present their arguments independently in written and oral form.</p> <p><u>Learning skills</u> The module provides the necessary skills needed to study further with a high level of individual autonomy.</p>
Inhalte des Moduls / Contents	Basic forms of e-marketing – technological developments – current developments – usability on the internet – online advertising – mobile marketing.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, case studies, class discussions, projects.

Modul-Nr./ Module-Code	BMSB4900
Modulbezeichnung / Module title	Business Plan
Semester or Trimester	5 th or 6 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Basics of the BMS- study
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of	The Module "Business Plan" builds on the knowledge acquired in previous

the module for other modules and degree courses	studies in all relevant fields, ranging from research, planning, marketing, personnel, management, organization, to cost accounting and financing. By applying the acquired skills to a practical example, students are encouraged to see the interrelatedness and the interdependencies between all the subjects.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (110 h self-study + 40 h contact time)
SWS / Contact hours per week	2 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with a documentation (70 %) and a presentation (30 %)
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding:</u> By writing a professional business plan in a real-life scenario and presenting and defending it to a critical audience, previous theoretical knowledge should be transferred firmly to practical skills.</p> <p><u>Applying knowledge and understanding</u> Students have to come to terms with situations where they have to make decisions with limited resources and information but still plan a future path that leads to sound business development.</p> <p><u>Making judgements</u> Lectures, case studies, class discussions, projects</p> <p><u>Communication</u> Presenting and defending a business plan is an indispensable skill to be acquired in the course</p> <p><u>Learning skills</u> The course prepares students to make business decisions in a dynamic environment, by analyzing situations thoroughly, often on the basis of limited</p>

	information, making sound decisions and implementing those in a competitive setting.
Inhalte des Moduls / Contents	Products and Services - Sustainable Competitive Advantage - Creating Customer Value - Market Analysis - Distribution Management – Communication Management - Pricing and Revenues - Financial Planning - Cost Accounting - Organization and Management.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, case studies, class discussions, projects.

Modul-Nr./ Module-Code	BMSB5000
Modulbezeichnung / Module title	Intercultural Media Analysis
Semester or Trimester	5 th or 6 th semester
Dauer des Moduls / Duration of the module	1 Semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Basics of the BMS-study
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Advertising and other communication media used by companies form an integral part of consumers lives. Understanding the processes is not only essential to sound business management. In an international business setting, it is also important to understand the influence of culture and other factors on communication decisions, and how these challenges can be dealt with in practice.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (110 h self-study + 40 h contact time))
SWS / Contact hours per week	2 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with a documentation (70 %) and a presentation (30 %)
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %

<p>Qualifikationsziele des Moduls / Learning outcomes of the module</p>	<p><u>Knowledge & Understanding:</u> Students are supplied with the necessary theoretical background to understand the processes involved in media decisions, with a particular emphasis on how practical decisions are reached. On this basis, the influence of culture on company communications is analyzed. A suitable culture model is offered in order to reach a structured understanding of the challenges involved. By analyzing a particular country and writing a structured analysis, students gain a thorough understanding of how these challenges can be dealt with in practice.</p> <p><u>Applying knowledge and understanding</u> Lectures, case studies, class discussions</p> <p><u>Making judgements</u> Students are encouraged to devise and sustain arguments about issues related to international communication management.</p> <p><u>Communication</u> Students are expected to present their arguments independently in written and oral form</p> <p><u>Learning skills</u> The module provides essential skills needed to pursue further studies with a high level of confidence and autonomy</p>
<p>Inhalte des Moduls / Contents</p>	<p>The media landscape in different countries – communication processes - political, economic, social, technological and legal influences - appealing to consumers - cultural influences - culture models - efficiency and effectiveness - global and local communication - strategic choices.</p>
<p>Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module</p>	<p>Lectures, case studies, class discussions, projects.</p>

Modul-Nr./ Module-Code	BMSB5100
Modulbezeichnung / Module Title	Capital Markets in the Baltic Sea Region
Semester or Trimester	5 th semester or 6 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually - In exchange with International Financial Engineering and International Banking
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Basics of the BMS-study
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	Together with the mandatory module 'International Financial Markets and Institutions' and 'International Risk Management and selected International Financial Tools', this module is a solid basis for a master in finance, asset management or portfolio management
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and their composition	150 hours (110 h self-study + 40 h contact time)
SWS / Contact hours per week	2 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for earning credit points)	Project work with a documentation and a presentation
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> Understanding of international capital markets, their chances and risks as place for financial investments, fundamental knowledge on portfolio theory and asset management.</p> <p><u>Applying Knowledge & Understanding</u> After an ex cathedra short introduction into the theory and reality of international capital markets, portfolio theory and asset management (which is deepened during the semester) the students manage an own portfolio</p> <p><u>Making judgments</u> Students learn to use international</p>

	<p>capital markets for investing, they learn about chances and risks and possibilities to hedge against these risks</p> <p><u>Communication</u> Weekly reports on the international capital markets, the presentation of the development of their portfolio and in general the presentation of two analyses of selected theoretical or practical aspects of investing</p> <p><u>Learning skills</u> This module enables the students to use the international capital markets either for financial investing in a non financial company, a bank, fund company or insurance – and for their private wealth management and retirement provision</p>
Inhalte des Moduls / Contents	Money markets and capital markets, investing in shares, bonds and other capital market tools, portfolio theory, strategies in investing, a term investment game
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Seminar with some lecture elements development and management of a “Baltic Sea Investment Fund” or other theme-funds as a 3 month investment game

Modul-Nr./ Module-Code	BMSB5200
Modulbezeichnung / Module Title	International Financial Engineering
Semester or Trimester	5 th or 6 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.)/ Type of Module (Compulsory, elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually - In exchange with Capital Markets and International Banking
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Basics of the BMS-study
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	Together with the mandatory module ‘International Financial Markets and Institutions’ and ‘International Risk Management and selected International Financial Tools’, this module is a solid basis for a master in finance, esp. financial engineering
Lehrsprache / Language of Instruction	English

Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and their composition	150 hours (110 h self-study + 40 h contact time)
SWS / Contact hours per week	2 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for earning credit points)	Project work with a documentation and a presentation
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> The students learn how to structure financial tools either as investment or for financing complex projects, how to include derivatives in such structured elements and how to manage the risks of derivatives and structured products</p> <p><u>Applying Knowledge & Understanding</u> Under the tutorship of the professor the students basically acquaint themselves with the specialities of financial engineering after the introduction into elements of financial engineering in the first weeks. Different aspects of financial engineering are selected and worked on over the term. In regular meeting selected problems that occur are discussed.</p> <p><u>Making judgments</u> The students learn to evaluate different elements in financial structuring to create either complex or to use plain vanilla tools and to assess the corresponding risks. It is desired that students get in contact with banks to learn from reality how banks design structured products and hedge their risks – esp. since these aspects have gained great relevance after 2007/08.</p> <p><u>Communication</u> The progress on the analyses of the students is discussed in regular meetings, the final results are presented written and orally</p> <p><u>Learning skills</u> Prepare the students to use structured financial products tailored to the</p>

	individual requirements and to be aware of the risks of these products
Inhalte des Moduls / Contents	Introduction – Investment Calculation – Portfolio Decisions – International Financial Planning – Financial Management – International Risk Management - Derivatives, Structured Finance
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Seminar with few introductory lecture elements

Modul-Nr./ Module-Code	BMSB5300
Modulbezeichnung / Module title	International Banking
Semester or Trimester	5 th semester or 6 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Electives
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually - In exchange with Capital Markets and International Financial Engineering
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Basics of the BMS-study
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Together with the mandatory module 'International Financial Markets and Institutions' and 'International Risk Management and selected International Financial Tools', this module is a solid basis for a master in finance, esp. International Banking
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtwoadload und ihre Zusammensetzung / Workload and its composition	150 hours (110 h self-study + 40 h contact time)
SWS / Contact hours per week	2 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with a documentation and a presentation
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %

<p>Qualifikationsziele des Moduls / Learning outcomes of the module</p>	<p><u>Knowledge & Understanding:</u> Students learn the complex world of international banking, the structure and the necessities of the more and more complex international banking regulations. But we shall also discuss the limitations of these rules leading away from our basic economic principles of liberal market economy.</p> <p><u>Applying knowledge & understanding:</u> In a mixture of ex cathedra teaching, case studies and analyses of the reality in international banking and international banking regulations. Students learn to understand the problems, chances and risks in international banking.</p> <p><u>Making judgments:</u> By the mix of theory and reality, students learn to analyze the market situation for internationally operating banks with all the problems connected to the business.</p> <p><u>Communication:</u> The progress on the analyses of the students is discussed in regular meetings. The different situation of banks in the EU, the US or GB, special bank centres like Singapore, Switzerland or “bank-heavens” are discussed in regular meetings. The final results will be presented written and orally.</p> <p><u>Learning skills:</u> Learn about the different banking structures in different countries, how banks and customers can benefit from these structures, why bank regulations try to harmonise these developments and the relationship between these attempts and free market structures</p>
<p>Inhalte des Moduls / Contents</p>	<p>Banking and financial intermediation – Commercial vs. investment banking / Universal vs. Specialized banks / State owned vs. Private banks etc. – Banking regulations – The future of banking</p>
<p>Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module</p>	<p>Combination of Lecture and Seminar</p>

Modul-Nr./ Module-Code	BMSB5400
Modulbezeichnung / Module title	Applied Project Management in the Baltic Sea Region
Semester or Trimester	5 th semester or 6 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modulese	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester
Zugangsvoraussetzungen / Prerequisites for attending	BMSB1900 Introduction to Project Management
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The module builds on capabilities acquired in earlier modules, it allows students to specialise in the topics dealt with and thus prepares them for further study. – ‘The module is furthermore suitable for students from other departments.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (110 h self-study + 40 h contact time)
SWS / Contact hours per week	2 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for gaining credit points)	Project work with a documentation and a presentation
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> The thematic work in this module is supported by sources at the forefront of their field of study.</p> <p><u>Applying Knowledge & Understanding</u> Students are required to substantially devise and sustain arguments.</p> <p><u>Making judgments</u> Building on the competence gained in part I of their studies, students increasingly gather and interpret relevant data.</p> <p><u>Communication</u></p>

	Students impart their results both orally and in writing. <u>Learning skills</u> See entry under heading "Applicability"
Inhalte des Moduls / Curriculum of the Module	In this module students work independently on different projects guided by the respective lecturer.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Project work; group work, presentation

Modul-Nr./ Module-Code	BMSB5500
Modulbezeichnung / Module Title	Selected Aspects of Management
Semester or Trimester	5 th semester or 6 th semester
Dauer des Moduls / Duration of the module	1 Semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester
Zugangsvoraussetzungen / Prerequisites for attending	BMSB1900 Introduction to Project Management
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The module builds on capabilities acquired in earlier modules, it allows students to specialise in the topics dealt with and thus prepares them for further study. The module is furthermore suitable for students from other departments.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtwoad und ihre Zusammensetzung / Workload and their composition	150 hours (110 h self-study + 40 h contact time)
SWS / Contact hours per week	2 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for earning credit points)	Project work with a documentation and a presentation
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<u>Knowledge & Understanding</u> The thematic work in this module is supported by sources at the forefront of their field of study. <u>Applying Knowledge & Understanding</u> Students are required to substantially devise and sustain arguments.

	<p><u>Making judgments</u> Building on the competence gained in part I of their studies, students increasingly gather and interpret relevant data.</p> <p><u>Communication</u> Students impart their results both orally and in writing.</p> <p><u>Learning skills</u> The module prepares students for the more advanced work of further study.“</p>
Inhalte des Moduls / Contents	Students will be introduced to the latest developments in different areas of management, e.g. Financial management, Human resource management, Risk management, Strategic management, Sustainability, for the comprehensive treatment of which there is no room in other modules
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Project work; group work, presentation

Modul-Nr./ Module-Code	BMSB5600
Modulbezeichnung / Module title	International and Baltic Trade - Case Studies
Semester or Trimester	5 th semester or 6 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Basics of the BMS-study
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	It helps to get a better understanding of the module 'International Trade – Advanced Tools'. Furthermore this module provides necessary skills needed in order for coping with the requirements of other trade courses and later studies.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtwockload und ihre Zusammensetzung / Workload and its composition	150 hours (110 h self-study + 40 h contact time)
SWS / Contact hours per week	2 SWS

Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with a documentation and a presentation
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge and Understanding</u> Students learn to deal with different problems and success criteria in international trade actions described through up-to-date business cases.</p> <p><u>Applying knowledge and understanding</u> Students practice all topics taught in application tasks and prove their understanding while working on their assignments and presentations.</p> <p><u>Making judgements</u> Students learn to analyse situations and are encouraged to devise and sustain arguments about certain cases concerning international trade.</p> <p><u>Communication</u> Results obtained are discussed and presented in class as well as in the assignment.</p> <p><u>Learning skills</u> As explained under “Verwendbarkeit”, this module provides necessary skills needed in order for coping with the requirements of other trade courses and later studies.</p>
Inhalte des Moduls / Contents	Preparation of a case (The topic of the case study deals with different problems and success criteria in international trade actions.)
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures; project work; discussions in class

Modul-Nr./ Module-Code	BMSB5700
Modulbezeichnung / Module title	Trade Policy and Imperfect Competition
Semester or Trimester	5 th semester or 6 th semester
Dauer des Moduls / Duration of the Module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The	Annually

module is offered ...	
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Basics of the BMS-study
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other module and degree courses	It helps to get a better understanding of the module 'International Trade – Advanced Tools'. Furthermore this module provides necessary skills needed in order for coping with the requirements of other trade courses and later studies.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS-Points
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (110 h self-study + 40 h contact time)
SWS / Contact hours per week	2 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with a documentation and a presentation
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge and Understanding</u> Students learn to deal with different problems and success criteria in international trade actions described through up-to-date business cases.</p> <p><u>Applying knowledge and understanding</u> Students practice all topics taught in application tasks and prove their understanding while working on their assignments and presentations.</p> <p><u>Making judgements</u> Students learn to analyse situations and are encouraged to devise and sustain arguments about certain cases concerning international trade.</p> <p><u>Communication</u> Results obtained are discussed and presented in class as well as in the assignment.</p> <p><u>Learning skills</u> As explained under "Verwendbarkeit", this module provides necessary skills needed in order for coping with the requirements of other trade courses and later studies.</p>

Inhalte des Moduls / Contens	Preparation of a case (The topic of the case study deals with different problems and success criteria in international trade actions.)
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures; project work; discussions in class

Modul-Nr./ Module-Code	BMSB5800
Modulbezeichnung / Module title	International Institutions and Trade
Semester / Trimester	5 th semester or 6 th semester
Dauer des Moduls / Duration of the Module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Basics of the BMS-study
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other module and degree courses	The module helps to get a better understanding of the International and Baltic Law course as well as the International Company Law course.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS-Points
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (110 h self-study + 40 h contact time)
SWS / Contact hours per week	2 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with two small documentation and presentations
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge and Understanding</u> Students learn to understand and analyse international trade phenomena and policies concerning economic globalisation. They get an overview about international trade institutions and trade policies. In addition, they will be introduced to financial issues related to international trade.</p> <p><u>Applying knowledge and understanding</u> Students practice all topics taught in application tasks and prove their understanding while working on their assignments.</p>

	<p><u>Making judgements</u> Students learn to analyse situations and are encouraged to devise and sustain arguments about basic issues concerning trade.</p> <p><u>Communication</u> Results obtained are discussed and presented in class and in the assignment.</p> <p><u>Learning skills</u> As explained under “Verwendbarkeit”, this module provides necessary skills needed in order for coping with requirements of other trade courses.</p>
Inhalte des Moduls / Contents	<p>There are a large number of international trade institutions and regional trading blocs which play an increasing role in the global economy. The course will acquaint you with the major institutions dealing with international trade, like the World Trade Organisation, Organisation for Economic Cooperation and Development, International Monetary Fund and International Bank for Reconstruction and Development.</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, articles, group- and project work

Modul-Nr./ Module-Code	BMSB5900
Modulbezeichnung / Module Title	Creativity and Innovation
Semester or Trimester	5 th semester or 6 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.)/ Type of Module (Compulsory, elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Basics of the BMS-study
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	<p>Creativity and innovation are central abilities societies and their members must possess for resolving future challenges. They are needed both for individual and group activities and are thus an essential prerequisite for other modules and degree courses.</p> <p>What our society currently lacks is a</p>

	proper understanding for harmonising the development of every person's individual strengths and the requirements of the group / society as a whole
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and their composition	150 hours (110h self-study; 40h contact time)
SWS / Contact hours per week	2 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for earning credit points)	Project work with a documentation and a presentation
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> Students acquire the essential understanding of the essence of creativity and of what is needed to develop it in every member of society. They also learn about the drivers, critical success factors and preconditions of innovation.</p> <p><u>Applying Knowledge & Understanding</u> All theoretical knowledge gained is applied in exercises and practical tasks, which cumulates in a practical project to solve real-life tasks.</p> <p><u>Making judgments</u> Students learn to analyse situations as to what steps are necessary to foster creativity and innovation.</p> <p><u>Communication</u> Results obtained are communicated in both oral presentations and readers.</p> <p><u>Learning skills</u> The module prepares students for further situations where creativity is required and where innovation processes need to be organised.</p>
Inhalte des Moduls / Contents	Defining Creativity – The Creative Process – Testing and Assessing Human Creative Potential – Creative Methods - Principles of Communication - Communicative Problems & Solutions – Kinds of Innovation – Product

	Innovation versus Process Innovation – Detecting Challenges and Creating Solutions – Implementation – Innovation at work
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lecture, exercises, group work, presentations, discussions

Modul-Nr./ Module-Code	BMSB6000
Modulbezeichnung / Module title	Psychology for Managers
Semester or Trimester	5 th semester or 6 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls /If applicable: Sub-Modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	Understanding the personal peculiarities and feelings of others is the prerequisite for successful comm.-unication and management. Thus, this module is the ideal prerequisite for any group-based activity, be it in an academic, a commercial or a personal setting.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (90 h self-study; 60 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Written exam (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	6%
Qualifikationsziele des Moduls / Learning outcomes of the Module	<u>Knowledge & Understanding</u> Students acquire basic understanding of the science of psychology, the different approaches developed in the course of history, the interplay between reason and emotion, consciousness and subconscious-ness, group and individual(s), human typology, psychological aspects of leadership, and the road and obstacles to peak

	<p>performance</p> <p><u>Applying Knowledge & Understanding</u> The discussion of theory/theories is accompanied by numerous experiments.</p> <p><u>Making judgments</u> The experiments carried out in class will ensure that students can obtain a first evaluation of the validity & usefulness of theories discussed.</p> <p><u>Communication</u> Results obtained are communicated in both oral presentations and readers.</p> <p><u>Learning skills</u> The module prepares students for understanding themselves and others better, for communicating more effectively, for enhancing their leadership skills and for achieving peak performance even in difficult settings.</p>
<p>Inhalte des Moduls / Contents</p>	<ol style="list-style-type: none"> 1) The reasons of human behaviour Social, behavioural & cognitive aspects - Physiological & neurobiological aspects 2) History of Psychology Structuralism – Functionalism – Psychoanalysis – Behaviourism – Humanism – Gestalt – Existentialism – Cognitivism) 3) Perception The senses – Consciousness – Subconscious-ness) 4) Reasoning & Feeling Processing information – Memory – Intelligence - Motivation & Emotion 5) Learning Conditioning stimuli & reactions - Erasing conditionings - Generalising & Discriminating 6) Social psychology greats S. FREUD - H. HARTMANN - R. WHITE - A. ADLER - C.G. JUNG 7) Human Typology 8) Group & Individual 9) Observing & Perception 10) Achieving peak performance (Hypno)-Systemic empowerment - Energy- based Psychology (EFT) - SILVA Mind control - Trances & Hypnosis 11) Principles of Leadership 12) Body & Mind
<p>Lehr- und Lernmethoden des Moduls /</p>	<p>Lecture, exercises, group work,</p>

Teaching Methods of the Module	presentations, discussions
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Modul-Nr./ Module-Code	BMSB6100
Modulbezeichnung / Module title	Intercultural Project
Semester or Trimester	5 th semester or 6 th semester
Dauer des Moduls / Duration of the Module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Electives
Ggfs. Lehrveranstaltungen des Moduls If applicable: Sub-Modules	-
Häufigkeit des Angebots des Moduls / The module is offered	Annually
Zugangsvoraussetzungen / Prerequisites for attending	BMSB1100 Intercultural Management
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other module and degree courses	All students can participate in projects related to Intercultural Management. Regardless if the focus is on multicultural teams or intercultural leadership the variety of participants opens new insights and enables students to get a better intercultural understanding.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammen- setzung / Workload and its composition	150 hours (110 h self-study + 40 h contact time)
SWS / Contact hours per week	2 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Presentation
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding:</u> Students understand the importance of being intercultural able to respond to different cultural challenges (values, norms, attitudes, etc) in a worldwide context.</p> <p><u>Applying Knowledge & Understanding:</u> The students use play roles and case studies to dive into different cultural topics in order to understand the variety of intercultural determined behaviors. Moreover the students have the opportunity to get in contact with companies and institutions to enlarge their knowledge about subjects that are</p>

	<p>part of ICM.</p> <p><u>Making judgments:</u> By developing questionnaires and evaluating them the students learn to see and take into account the differences that will occur in multicultural teams. Furthermore they learn that one leadership style is not sufficient to meet the standards of intercultural management.</p> <p><u>Communication:</u> Results of group work, interviews, or surveys are presented in oral form.</p> <p><u>Learning skills:</u> This module enables students</p> <ul style="list-style-type: none"> • to intercultural interact and to behave correctly in an international setting • to broaden their intercultural skills by interacting with other international students on different levels.
Inhalte des Moduls / Contens	The projects deal all with questions directly related to Intercultural Management. Regard-less if students take a closer look at the culture of different countries by applying Hofstede`s 5-D-model or they try to find out the strengths and weaknesses working in a multicultural team, respectively being a leader in this intercultural context. All projects are aimed at improving the theoretical background by getting a lot of practical experiences done by interviews, question-nares and other methods.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lecture, Group work, Case studies, Role play, presentation

Modul-Nr./ Module code	BMSB6200
Modulbezeichnung / Module title	Business Language Project
Semester / Trisemester	5 th semester or 6 th semester
Dauer des Moduls / Duration of the Module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.)/ Type of Module (Compulsory, elective etc.)	Compulsory subject (The students can choose one of the following languages: German as a foreign language, Norwegian, Polish, Russian, Swedish)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	German as a foreign language V Norwegian V

	Polish V
	Russian V
	Swedish V
Häufigkeit des Angebots des Moduls / The module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	BMSB2800
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The language courses prepare the students for their internship or future professional employment in the relevant countries.
Lehrsprache / Language of Instruction	English/German and the language taught
Zahl der zugeteilten ECTS credits / Number of ECTS credit points	5 ECTS points
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (90 h self-study + 60 h contact time)
SWS / Contact hours per week	4 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Oral examination or written examination (K 1,0) or project work (depending on the kind of project)
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	The module focuses on the development of special business communication skills in both writing and speaking on the level B1/B2 of the CEFR based on the required business vocabulary, advanced grammar and pronunciation. The module enables the students to communicate in the business environment of a particular country, depending in the language taught, for example when they do their internship abroad. The students also acquire intercultural competence.

Inhalte des Moduls / Contents	<p>The students acquire and practise language functions, business vocabulary and advanced grammar structures that enable them to communicate effectively in specific business situations. Oral communication skills focus on presenting, applying for a job, negotiating, holding meetings or business talks with customers. Written communication skills focus on the different styles for writing reports, memos, e-mails and business letters when dealing with customers. The students learn to adopt different styles and registers, e.g. formal vs informal. Language functions include for example agreeing/disagreeing, making suggestions, apologizing, meeting people, describing change etc. The students will also deal with intercultural aspects of the countries the language of which is taught. This includes for example different styles when presenting or negotiating (degree of formality, politeness etc.)</p>
Lehr- und Lernmethoden des Moduls / Teaching methods of the module	Practice of communicative tasks, e.g. class discussion, individual, pair and group work, presentations, peer corrections

Modul-Nr./ Module-Code	BMSB6300
Modulbezeichnung / Module title	International Symposium
Semester or Trimester	5 th semester or 6 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modulese	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	Conferences are an important tool of exchange with experts, independent of the working field. Students gain the basic theoretical understanding and an overview of the practical tools.
Lehrsprache / Language of Instruction	English or German (Varies from topic to topic)

Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammen- setzung / Workload and its composition	150 hours (110 self-study; 40 contact hour)
SWS / Contact hours per week	2 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for gaining credit points)	Conference proceedings
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> Students gain essential insight into the purpose and nature of academic conferences.</p> <p><u>Applying Knowledge & Understanding</u> Students prepare and carry out each step in the preparation of an academic conference (specifying the topic, devising workshops, choosing presenters, defining the target audience, inviting guests etc.)</p> <p><u>Making judgments</u> Students learn to understand the interplay of objectives and real framework</p> <p><u>Communication</u> Results of (group) work are presented in oral and written form (reports, minutes, conference proceedings)</p> <p><u>Learning skills</u> This module prepares students for the organisation of further events. Students learn to interact with other stakeholders in event organisation within their university.</p>
Inhalte des Moduls / Curriculum of the Module	The topic changes from year to year depending on the academic profile of the professor in charge.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Individual data collection, group work, group discussion, Conference proceedings

Modul-Nr./ Module-Code	BMSB6400
Modulbezeichnung / Module title	Business Ethics
Semester or Trimester	5 th semester or 6 th emester
Dauer des Moduls / Duration of the module	1 semester

Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Basics of the BMS- study
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Questions related to BE are vital for any company and for any student, regardless in which course he is enrolled . The seminar tries to give answers to questions like: what are the guiding ethical principles in my company or do I have a code of BE or do I apply SA 8000 or DIN 24000? Moreover the internationalization of companies requires a different understanding with a specific focus on how to ethically behave in globalized world.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtwockload und ihre Zusammen- setzung / Workload and its composition	150 hours (110 h self-study; 40 h contact time)
SWS / Contact hours per week	2 SWS
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with a documentation and a presentation
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding</u> Students understand that questions related to an ethical commitment is an essential part of any business. Furthermore they learn how ethical norms and values determine the success of a company.</p> <p><u>Applying Knowledge & Understanding</u> The students develop a questionnaire based upon the ethic norm 26000 and distribute it to companies.</p> <p><u>Making judgments</u> By evaluating the questionnaire the students learn in which way ethical standards are applied on a worldwide level. Moreover the learn about best</p>

	<p>practices in this context.</p> <p><u>Communication</u> Results of group work are presented in oral and written forms</p> <p><u>Learning skills</u> This module prepares students to get a sensitive approach to all questions that are related to business ethics. Moreover they know to handle how ethical standards can be applied in any given company.</p>
Inhalte des Moduls / Contents	<p>Ethics in the World of Business - Corporate Culture and Ethical Principles in Business - Ethics and Management/ Environment - Corporate Citizenship and Corporate Governance - Moral Issues in Int. Business - The Global Corruption Report: - Global Ethics (UN Millennium Declaration, UNESCO) - Code of Ethics - The New Moral Imperative for Business - Global Case Studies</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	<p>Case studies, Group work, Lecture, Project work</p>

Modul-Nr./ Module-Code	BMSB6500
Modulbezeichnung / Module title	Current Trends in Science and Technology
Semester or Trimester	5 th semester or 6 th semester
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	--
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Basics of the BMS-study
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module enhances and deepens the interdisciplinary understanding of the participants beyond their study course
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (110 self-study; 40 contact hours)
SWS / Contact hours per week	2 SWS

Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with a documentation and presentation
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding</u> Students acquire a grounding in current technologies (e.g. nano-technology, artificial intelligence, renewable energies)</p> <p><u>Applying Knowledge & Understanding</u> The knowledge acquired is combined with knowledge gained in business-related modules.</p> <p><u>Making judgments</u> Students learn to assess technological policies</p> <p><u>Communication</u> The results of independent study are presented orally.</p> <p><u>Learning skills</u> The module prepares students for further independent study of the topics dealt with</p>
Inhalte des Moduls / Contents	Depend on concrete topic chosen – will be made available at the beginning of semester
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures interspersed with seminar-like periods; student presentations, simulations

Modul-Nr./ Module-Code	BMSB6600
Modulbezeichnung / Module title	Selected IT - Topics for Business (held in German)
Semester or Trimester	5. Semester oder 6. Semester
Dauer des Moduls / Duration of the module	1 Semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Elective
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	BMSB6610 Enterprise Resource Planning BMSB6620 Informationsmanagement
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere	Dieses Modul gibt den Studierenden

Module und Studiengänge / Applicability of the module for other modules and degree courses	Einblick in die grundlegenden Methoden des Informationsmanagements und des IT-Consulting. Ferner erlangen sie Grundkenntnisse in die Funktionen betrieblicher Standardsoftwaresysteme im Bereich des Enterprise Resource Planning	
Lehrsprache / Language of Instruction	German or English	
Zahl der zugeteilten ECTS credits / Number of ECTS credits	2 ECTS credits	5 ECTS credits
	3 ECTS credits	
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 Stunden (86 h Selbststudium + 64 h Kontaktzeit)	
SWS / Contact hours per week	4 SWS (2+2)	
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Klausur (2 Stunden)	
Gewichtung der Note in der Gesamtnote / Weight in final grade	6 %	
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding:</u> Studierenden lernen unterschiedliche Formen der Organisation der IT-Funktion in Unternehmen kennen und IT-Sourcing Entscheidungen zu unterstützen. Ferner erlernen die Studierenden die Grundlagen betriebswirtschaftlicher Standardsoftwaresysteme und werden damit in die Lage versetzt, die Funktionalität von ERP-Systemen zu beurteilen und bei der Auswahl und Einführung geeigneter Systeme mitwirken zu können.</p> <p><u>Applying knowledge & understanding</u> Sie kennen die Bedeutung und die Methoden zur strategischen Ausrichtung der IT Geschäftsstrategie. Sie kennen das Aufgabengebiet des IT-Consulting und können grundlegende Methoden der Strategie-, Prozess und IT-Analyse auf ein komplexes Fallbeispiel im Informationsmanagement anwenden.</p> <p>Darüber hinaus erlernen sie die Grundzüge der Aufgaben und Funktionen betrieblicher Standardsoftwaresysteme im Bereich des Enterprise Resource Planning (ERP). In praktischen Übungen anhand</p>	

verschiedener Fallstudien wird das gewonnene Wissen auf der Basis von SAP ERP umgesetzt.

Making judgements

Bei der Bearbeitung von Fallstudien müssen geeignete Funktionen des SAP ERP-Systems im praktischen Betrieb eingesetzt werden sowie strategische Potenziale der IT für Geschäftsherausforderungen identifiziert und bewertet werden.

Communication

Die Studierenden bearbeiten verschiedene Fallstudien und müssen ihre Arbeitsergebnisse praktisch am SAP ERP-System dokumentieren. Ferner werden Ergebnisse der Anwendung ausgewählter Methoden des Informationsmanagement und des IT-Consultings in der Bearbeitung von Fallstudien in Form von Diagrammen, Prozessmodellen und Berichten dokumentiert.

Learning skills

Das Ziel der Lehrveranstaltung ist es, die Aufgabenbereiche und grundlegende Methoden des Informationsmanagements und des IT-Consulting zu vermitteln. Dabei lernen die Studierenden insbesondere Fallstudien als Lernmittel zum Verständnis komplexer Probleme aus der Praxis und zur Anwendung theoretischen Wissens einzusetzen. Die Unterstützung betrieblicher Funktionen durch Informationstechnik ist in nahezu allen Unternehmen steigend. Die Studierenden sollen daher Grundkenntnisse der Aufgaben und Funktionen betrieblicher Standardsoftwaresysteme im Bereich des Enterprise Resource Planning (ERP) erlangen. Sie werden dabei praktische Erfahrungen bei der Unterstützung ausgewählter Geschäftsprozesse durch ein ERP-System gewinnen.

Inhalte des Moduls / Contents	<p>Grundlagen betriebswirtschaftlicher Standardsoftwaresysteme</p> <ul style="list-style-type: none"> - Einführung in den Aufbau und die Funktionalität des Systems SAP ERP® - Unterstützung wesentlicher Geschäftsprozesse durch SAP ERP® - Praktische Übungen mit SAP ERP® auf der Basis verschiedener Fallstudien für ausgewählte Geschäftsprozesse
	<p><u>Gliederungsübersicht:</u></p> <ul style="list-style-type: none"> • Entwicklung und Definition des IM <ul style="list-style-type: none"> ○ Ziele, Aufgabenbereiche, Modelle / Ansätze des IM • Organisation des IM <ul style="list-style-type: none"> ○ IT-Organisationsformen, IT-Sourcing, CIO-Rolle • Informationsmanagement und IT-Strategie • Grundlagen des Geschäftsprozessmanagements/-modellierung • IT-Consulting im Informationsmanagement <ul style="list-style-type: none"> ○ Methoden der Problemidentifikation und -Strukturierung ○ Methoden für Strategie-, Prozess- und IT-Analyse • Fallstudie IT-Consulting
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Vorlesung, praktische Übungen im PC-Labor und Fallstudien