Module Catalogue
Bachelor

October 1st 2012 till
September 30th 2013

University of Cologne
Faculty of Management, Economics and Social Sciences

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This course catalogue contains the descriptions of modules taught in English and addiotionally a few English descriptions of modules taught in German.

This Module Catalogue is giving an first overview over the modules and their corresponding courses of the academic year winter term 2012/13 and summer term 2013.
Term specific information you will find in KLIPS: https://klips.uni-koeln.de .

List of Abbreviations

AN	credit points acquired at an university abroad (ECTS)
FS	Case Study (or Business Game)
HA	Paper
KL	Written Exam
CP	Credit Points
max.	Students can obtain at most the number of credit points indicated
min.	Students must obtain at least the number of credit points required
MP	Oral Exam
PO	Examination Regulations
PR	Project
RE	Presentation
so	Other Examination Requirements
ST	Practical Studies

Module descriptions

Modules A

Modul	Applied Econometrics		
Methods and related subjects Economics (4 CP)			
Number	44104	Workload	120 **h**
Leistungspunkte	4 **CP**	Recurrence Frequency	Every Winter Term (WS)
Attendance	45 **h**	Independent Studies	75 **h**
Qualification	Application of Econometric methods		
Module is allocated to	B.Sc. Economics: compulsory module in Methods and related subjects		
Examination requirements	Written exam 60 minutes or oral exam 20 minutes		
Recommended prior knowledge	Statistics A and Statistics B		
Courses	Lectures and exercises with a total of 3 SWS		
Language	German		
Learning Objectives	Students… …apply econometric methods to data …use econometric software		
Contents	• Multiple linear regression • Model selection • Analysis of qualitative data • Analysis of time series • Selected additional topics		
Information about Teaching and Learning Methods	The course contains instructed practical computer exercises.		
Additional Information	Literature and further material can be found on ILIAS		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler Jun.-Prof. Dr. Hans Manner		
Specialisation Qualitative methods in Economics and Social Sciences (6 CP)			
Number	44104	Workload	180 h
Credit Points	6 **CP**	Recurrence Frequency	Every Winter Term (WS)
Attendance	45 **h**	Independent Studies	135 **h**
Qualification	Application of Econometric methods		
Module is allocated to	B.Sc. Business Administration, Economics, Social Sciences, Information Systems: elective Module in the specialisation Qualitative methods in Economics and Social Sciences		
Examination requirements	Combination of 60 minutes written exam *or* 20 minutes oral exam (70%) and Exercises/Tests/Projects (30%)		
Recommended prior knowledge	Statistics A and Statistics B		
Courses	Lectures and exercises with a total of 3 SWS and an empirical project to be done independently		
Language	English		
Learning Objectives	Students… …apply econometric methods to data …use econometric software …plan and perform an empirical project		

Contents	- Multiple linear regression - Model selection - Analysis of qualitative data - Analysis of time series - Selected additional topics
Information about Teaching and Learning Methods	The course contains instructed practical computer exercises.
Additional Information	Literature and further material can be found on ILIAS
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler Jun.-Prof. Dr. Hans Manner

Modules B

Module	Basic Seminar in Theoretical Computer Science		
Number	75101	**Workload**	90 **h**
Credit Points	3 **CP**	**Recurrence Frequency**	Every summer term
Attendance	20 **h**	**Independent Studies**	70 **h**
Qualifications	Best practice of scientific work and independent exploration of a field of knowledge		
Module can be allocated to	B.Sc. Information Systems: compulsory module within the specialisation Theoretical Computer Science		
Examination Requirements	The participant prepares a project report and/or term paper and gives an oral presentation.		
Recommended prior knowledge	Contents of the Programming Course, Foundations of Computer Science 1 and 2 and the Practical Course on Programming		
Courses	Introductory lectures on scientific work, independent work and oral presentations of the participants.		
Learning Objectives	The participants learn fundamentals and best practice of scientific work, are able to expand their knowledge in the area of computer science via independent work and to present their results in a convincing way.		
Contents	The proseminar is an introduction into scientific work. The participants get to know a specific field of computer science by developing a small project or term paper and presenting it to their peers.		
Information about Teaching and Learning Methods			
Additional Information			
Responsible Faculty Member	Institute for Computer Science		

Modules C

Module:	Capital Investment and Financing		
Number:	01004	**Workload**	240 **h**
Credit Points:	6 **CP**	**Recurrency Frequency**	Every term
Attendance:	60 **h**	**Independent Studies**	180 h
Qualifications:	Business activities which require an analysis of capital investment and financing alternatives.		
Module is allocated to:	Bachelor Business Administration: elective module within the main subject Business Administration Bachelor Economics, Social Sciences: elective module within the subsidiary subject Business Administration Bachelor Health Economics: elective module within the subsidiary subject Economic Basics Bachelor Information Systems: elective module within the subject area Business Administration		
Examination Require-ments:	Written exam lasting 60 minutes		
Recommended prior knowledge	None		
Courses:	Lecture and exercise		
Language:	The courses will be held in German.		
Learning Objectives:	Students… ... learn how to evaluate capital budgeting using static and dynamic methods under certainty. ... consider chances and risks when applying different capital budgeting methods in order to analyse fundamental financial decisions. … determine the capital necessary for given investment strategies. … describe the different types of financing. … estimate and discuss selected forms of financing. … enhance their understanding of the concepts and skills. acquired in the lecture by solving problem sets and preparing case studies.		
Contents:	• Conceptual and decision-theoretical key questions • Capital budgeting methods under certainty • Perspective of capital budgeting methods under uncertainty • Debt financing • Self financing • Financial planning • Planning of capital requirements on a cash and balance basis • Risk-return-profile		
Information about Teaching and Learning Methods:	Facultative tutorials can be offered and are recommended to attend for self study purpose		
Additional Information:	Classes may be taught exclusively in the first or the second part of the term (see KLIPS). Required reading will be announced via KLIPS.		
Responsible Faculty Member:	Univ.-Prof. Dr. Thomas Hartmann-Wendels, General Business Administration, Bank Management; Univ.-Prof. Dr. Dieter Hess, General Business Administration, Corporate Finance; Univ.-Prof. Dr. Alexander Kempf, General Business Administration, Finance; Univ.-Prof. Dr. Heinrich Schradin, General Business Administration, Risk Management and Insurance		

Module	Channel Management		
Number	07001	**Workload**	240 h
Credit Points	8 CP	**Recurrence Frequency**	Usually every term
Attendance	60 h	**Independent Studies**	180 h
Qualifications	Management positions in marketing, sales, and distribution of manufacturing-, retailing-, and services companies.		
Module is allocated to	Bachelor Business Administration: elective module within the main subject Business Administration Bachelor Economics, Social Sciences: elective module within the subsidiary subject Business Administration Bachelor Health Economics: elective module within the subsidiary subject Economic Basics Bachelor Information Systems: elective module within the subject area Business Administration		
Examination Requirements	Written exam lasting 60 min		
Recommended prior knowledge	The content of the module Marketing is required.		
Courses	Lecture, Tutorial, Student-led tutorial		
Language	The lectures, tutorials and student-led tutorials will be held in English. The language of the written exam is English.		
Learning Objectives	Students … … discuss the issues of market access using different market and distribution channels. … systematise the options of channel design. … describe the theoretical background of channel management. … analyse channel performance. … discuss the consequences of conflict between channel partners. … systematise new (multiple and technology based) channel options.		
Contents	• Channel design process • Implementation and management of a channel design • Insights into specific channel institutions		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements, including case studies, lectures, and discussions in class. Facultative tutorials can be offered and are recommended to attend for self study purpose		
Additional Information	The courses and exams of this module will potentially be hold only in the first or in the second half of the semester (see KLIPS). Relevant readings will be announced in class.		
Responsible Faculty Member	Univ.-Prof. Dr. Werner Reinartz, General Business Administration, Retailing and Customer Management		

Module	Competition Policy		
Number	15102	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every or every second term
Attendance	30 h	**Independent Studies**	150 h
Qualifications	Development of economic theory concepts		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: selectable in specialization "Managerial Economics"		
Examination Requirements	Presentation (50%) and term paper (50%)		
Recommended prior knowledge	Principles of Microeconomics (Grundzüge der Mikroökonomik) Principles of Macroeconomics (Grundzüge der Makroökonomik)		
Courses	Block seminar		
Languages	English or German		
Learning Objectives	Students… … learn selected concepts of economic theory … are introduced to current research in economic theory, … present and discuss the insights they have gained		
Contents	• Concepts of economic theory • Current research in economic theory		
Information about Teaching and Learning Methods			
Additional Information	Compulsory reading will be announced at the beginning of the course		
Responsible Faculty Member	Univ.-Prof. Achim Wambach, Ph.D., Economics		

Module	Computer Science I		
Number	73002	Workload	270 h
Credit Points	9 CP	Recurrence Frequency	every summer term
Attendance	90 h	Independent Studies	180 h
Qualifications	Conceptual design, analysis and implementation of algorithms		
Module is allocated to	Bachelor Information Systems: compulsory module within the subject area Mathematics and Computer Science		
Examination Requirements	The examination takes place in written form and lasts two hours. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Recommended prior knowledge	Contents of the Programming Course		
Courses	Lectures and exercises		
Language	German		
Learning Objectives	The participants are able to design and implement elementary algorithms. Further, the know how to analyze their correctness and running time with respect to the underlying data structures..		
Contents	First, the course provides an introduction to the field of computer science and the construction and functionality of computers. Then, fundamental knowledge about algorithms and data structures is presented. The general design and analysis of algorithms is exemplified by sorting and searching techniques as well as elementary graph algorithms. The elementary data structures introduced cover, e.g., trees, graphs and union-find structures. It is also possible that preliminary graph algorithms are considered in the course.		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and self-responsible preparation of the exercises is mandatory.		
Additional Information			
Responsible Faculty Member	Institute for Computer Science		

Module	Computer Science II		
Number	73003	Workload	270 h
Credit Points	9 CP	Recurrence Frequency	every winter term
Attendance	90 h	Independent Studies	180 h
Qualifications	Knowledge of the logical basis of computations and their electronic realization as well as the theoretical foundations of computability and complexity		
Module is allocated to	Bachelor Information Systems: compulsory module within the subject area Mathematics and Computer Science		
Examination Requirements	The examination takes place in written form and lasts two hours. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Recommended prior knowledge	Contents of the Programming Course and Computer Science 1		
Courses	Lectures and exercises		
Language	German		
Learning Objectives	The participants earn profound background and application knowledge on fundamental topics of computer science, especially concerning its logical and theoretical basis.		
Contents	The first part of the lecture deals with encoding and decoding, Boolean functions and combinatorial/sequential circuits as the basis of computer architectures, followed by introductions to formal languages and their translation via compilers, as well as operating systems and computer networks. The concluding theoretical part provides an introduction to the foundations of computability and complexity theory.		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and self-responsible preparation of the exercises is mandatory.		
Additional Information			
Responsible Faculty Member	Institute for Computer Science		

Module	**Concepts of Marketing Mix Management**		
Number	24105	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Usually every second to fourth term
Attendance	60 h	**Independent Studies**	120 h
Qualification	Management activities in marketing and sales in manufacturing, retailing, and service companies		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: compulsory module within the specialisation Marketing		
Examination requirements	Written exam lasting 60 min. (+ 10 min. for reading) Mid-term-exam possible		
Recommended prior knowledge	Contents of the modules Marketing and Channel Management are expected.		
Courses	Lecture and exercise (usually summer term)		
Language	The course is held in English.		
Learning Objectives	Students … identify decision problems of product innovation, pricing, and communication … develop and analyse strategies for brand management and new product introductions … discuss pricing strategies and behavioral aspects of pricing … evaluate the applicability of different communication tools … apply theories in order to derive implications for the effects of pricing and communication … learn different methods to determine optimal prices and marketing budgets		
Contents	• Brand Management • Product Innovation • Pricing • Communication		
Information about Teaching and Learning Methods			
Additional Information	Block courses are possible. The course is complemented by regular guest lectures. Required and voluntary reading will be announced for every term in KLIPS.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Fischer, General Business Administration, Marketing and Market Research		

Module	Constitutional Politics for the health care sector		
Number	38001	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term (Summer term)
Attendance	45 h	**Independent Studies**	135 h
Qualifications	Working in the economic policy consulting field (ministries, research institutes, public institutions), media, associations, foundations, health insurances, institutions in the health sector		
Module is allocated to	Bachelor Economics, Bachelor Business Administration, Bachelor Social Sciences: elective module within the specialisation „Constitutional Economics and Economic Political Consulting". Bachelor Health Economics: elective module within major subject: Basics in health Economics and Medicine		
Examination Requirements	Written exam		
Recommended prior knowledge	None. It is highly recommended to have studied "Principles of Microeconomics" (Grundzüge der Mikroökonomik) and "Principles of Macroeconomics" (Grundzüge der Makroökonomik).		
Courses	Lecture and exercise sessions (Summer term)		
Language	German		
Learning Objectives	Students… … identify problems in the health care system and work out the need for regulation. …develop criteria to evaluate different reform options. …analyse the interaction between public and private insurances and the health care providers. …analyse current political debates about reform options for the German health care system. …discuss about these reform options and enhance their ability to take part in public discussions and reform debates. …discuss objective and problem-oriented		
Contents	▪ Theoretical analysis of the health insurance market ▪ Institutional setting of the German health insurance market ▪ Theoretical analysis of the health care provision market ▪ Institutional setting of the German health care provision market ▪ Instruments of health policy ▪ Comparison of possible options for the organisation of a health care system		
Information about Teaching and Learning Methods	Lecture and two-week exercise sessions		
Additional Information	This module is also module within the Bachelor Health Economics.		
Responsible Faculty Member	Dr. Steffen J. Roth & Prof. Achim Wambach, Ph.D. Accomplishment: Dr. Steffen J. Roth and academic staff of iwp.		

Module	Corporate Finance		
Number	21101	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term
Attendance	60 h	**Independent Studies**	120 h
Qualifications	Professional occupation in quantitatively-oriented departments of companies, banks and insurance companies, in particular in the field of finance and investment.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the Specialisation Finance I and II Bachelor Health Economics, Information Systems: elective module within the Specialisation Finance		
Examination Requirements	Written exam: 60 min		
Recommended prior knowledge	none		
Courses	Lecture and exercise (Summer term)		
Language	English		
Learning Objectives	Students… … discuss the applicability of financial statement analysis in financial valuations, e.g. liquidity analysis. … examine the effects of capital spending and financial decisions on financial ratios and cost of capital. … apply techniques of financial planning to generate cash flow forecasts as an input for company valuation. … identify different company valuation models and analyze their applicability under real world conditions.		
Contents	• Financial management • Valuation of a company • Financing strategy • Cost of capital • Value-based capital spending policy		
Information about Teaching and Learning Methods	Lecture, tutorial		
Additional Information	Classes may be given exclusively during the first or the second part of the term (refer to KLIPS). Class dates may be announced via KLIPS shortly before the start of the term. Required reading will be announced via KLIPS.		
Responsible Faculty Member	Univ.- Prof. Dr. Dieter Hess, General Business Administration, Corporate Finance		

Module	**Current Issues in Business Taxation**		
Number	19201	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Irregular
Attendance	30-60 h	**Independent Studies**	120-150 h
Qualifications	Insight into current business taxation topics and problems		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Business Taxation		
Examination Requirements	Written exam *or* other examination		
Recommended prior knowledge	None		
Courses	Lecture, exercise and/or seminar		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students … … describe, interpret and analyse selected issues and topics in business taxation.		
Contents	• Alternate contents relevant to current and selected topics and problems in business taxation		
Information about Teaching and Learning Methods			
Additional Information	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module can be held by a lecturer and can take place as block course. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Winter term: Univ.-Prof. Dr. Norbert Herzig, General Business Administration, Business Taxation summer term: to be announced		

Module	Current Issues in Cooperative Economics		
Number	37102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Advanced knowledge about selected forms of cooperative self-help in selected fields. Competence regarding activities in cooperative and quasi-cooperative organisations and organisations in the field of international development cooperation.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics: elective module within the specialisation Cooperative Economics Bachelor Regional Studies East and Central Europe, Latin America: elective module within the subsidiary subject Social Sciences		
Examination Requirements	Written exam lasting 60 min *or* other examination		
Recommended prior knowledge	None		
Courses	Lecture and exercise or seminar		
Languages	German or in English		
Learning Objectives	Students … … Elaborate selected questions in Cooperative Economics … Discuss different approachs in Cooperative Economics … Discuss methods and operational sequences in Cooperative Economics …		
Contents	• Alternate contents relevant to current and selected topics and problems in cooperative economics		
Information about Teaching and Learning Methods			
Additional Information	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). Courses can be held in English (see KLIPS)		
Responsible Faculty Member	Univ.-Prof. Dr. Frank Schulz-Nieswandt, Cooperative Studies		

Module	Current Issues in Corporate Development, Organisation and Human Resources		
Number	29101	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Irregular
Attendance	30-60 h	**Independent Studies**	120-150 h
Qualifications	Insight into current corporate development, organisation and human resources topics and problems		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Corporate Development, Organisation and Human Resources		
Examination Requirements	Written exam *or* other examination		
Recommended prior knowledge	None		
Courses	Lecture, exercise and/or seminar		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students … … elaborate selected questions in Corporate Development, Organisation and Human Resources … discuss methods and operational sequences in Corporate Development … systematise methods and design parameter n Human Resource Management		
Contents	• Alternate contents relevant to current and selected topics and problems in corporate development, organisation and human resources		
Information about Teaching and Learning Methods			
Additional Information	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module can be held by a lecturer and can take place as block course. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Jun.-Prof. Dr. Torsten Biemann, General Business Administration, Human Resource Management; Univ.-Prof. Dr. Mark Ebers, General Business Administration, Corporate Development and Organization; Univ.-Prof. Dr. Bernd Irlenbusch, General Business Administration, Corporate Development and Business Ethics		

Module	Current Issues in Energy Economics		
Number	35102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Insight into current energy economic topics and first preparation for activities in companies, consultancies, associations, public authorities and in the area of energy industry.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the specialisation Energy Economics		
Examination Requirements	Written exam: 60 min or oral exam: 15-45 min or presentation (1/3) and paper (making up 2/3 of the final mark		
Recommended prior knowledge	None		
Courses	Lecture: Current Issues in Energy Economics Exercise: Current Issues in Energy Economics or Seminar: Current Issues in Energy Economics		
Languages	The course can be held in English		
Learning Objectives	Students … … understand and analyse the relevant questions and problems of energy economics and energy policy. … Explain implications of decisions in the area of energy Economics related to the corporate as well as the political environment and are able to reflect them critically … Contrast the interests of different Stakeholders … Examin the transmission of Economic theories to current issues in Energy Economics and Energy Politics		
Contents	• Current questions in energy economics • Important topics of energy policy		
Information about Teaching and Learning Methods			
Additional Information	The courses will be held every week during the lecture period or takes place as block course.Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge, Department of Economics; PD Dr. Dietmar Lindenberger, Institute of Energy Economics at the University of Cologne		

Module	Current Issues in Finance I		
Number	21104	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Irregular
Attendance	30-60 h	**Independent Studies**	120-150 h
Qualifications	On successful completion, students will have acquired the conceptual foundations and analytical skills to pursue a career in corporate treasury, banking, and insurance.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the Specialisation Finance I Bachelor Health Economics, Information Systems: elective module within the Specialisation Finance		
Examination Requirements	Written exam lasting 60 min *or* other examination form		
Recommended prior knowledge	None		
Courses	Lecture and exercise or seminar		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students ... … describe basic connections in financial issues of enterprises in the context of comprehensive economic and financial systems … learn to make qualified contributions to current issues in finance. … discuss different approaches to evaluate financial supplies		
Contents	• Current issues in the area of financial markets, corporate finance, and financial institutions		
Information about Teaching and Learning Methods			
Additional Information	Class dates will be announced via KLIPS shortly before the start of the term. Required reading will be announced via KLIPS. Classes may be taught exclusively in the first or the second part of the term (refer to KLIPS).		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, General Business Administration, Bank Management; Univ.-Prof. Dr. Dieter Hess, General Business Administration, Corporate Finance; Univ.-Prof. Dr. Alexander Kempf, General Business Administration, Finance; Univ.-Prof. Dr. Heinrich Schradin, General Business Administration, Risk Management and Insurance		

Module	Current Issues in Finance II		
Number	21201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	On successful completion, students will have acquired the conceptual foundations and analytical skills to pursue a career in corporate treasury, banking, and insurance.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the Specialisation Finance I Bachelor Health Economics, Information Systems: elective module within the Specialisation Finance		
Examination Requirements	Written exam lasting 60 min *or* other examination form		
Recommended prior knowledge	None		
Courses	Lecture and exercise or seminar		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students ... … make qualified contributions to current issues in finance. … Discuss methods and operational sequences in Finance		
Contents	• Current issues in the area of financial markets, corporate finance, and financial institutions		
Information about Teaching and Learning Methods			
Additional Information	Class dates will be announced via KLIPS shortly before the start of the term. Required reading will be announced via KLIPS. Classes may be taught exclusively in the first or the second part of the term (refer to KLIPS).		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, General Business Administration, Bank Management; Univ.-Prof. Dr. Dieter Hess, General Business Administration, Corporate Finance; Univ.-Prof. Dr. Alexander Kempf, General Business Administration, Finance; Univ.-Prof. Dr. Heinrich Schradin, General Business Administration, Risk Management and Insurance		

Module	Current Issues in Information Systems		
Number	71105	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Insight into current information systems topics and problems		
Module is allocated to	Bachelor Information Systems: elective module within the main subject Information Systems		
Examination Requirements	Written exam *or* oral exam		
Recommended prior knowledge	None		
Courses	Lecture, exercise and/or seminar by a lecturer		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students … … describe, interpret and analyse selected issues and topics in information systems.		
Contents	• Current and selected topics and problems in information systems		
Information about Teaching and Learning Methods			
Additional Information	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module will be held by a lecturer and can take place as block course. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	The Areas or Information Systems		

Module	Current Issues in Marketing		
Number	24103	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	60 h	Independent Studies	120h
Qualifications	Insight into current marketing topics and problems		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Marketing		
Examination Requirements	Written exam 60 min. (+10 min reading time), mid-term exam possible		
Recommended prior knowledge	knowledge of the content of the Module "Marketing" and "Channel Management"		
Courses	Lecture, exercise		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students … … interpret and analyse selected issues and topics in marketing. … describe methods and operational sequences in marketing … systematise selected instruments of Marketing-Mix and explain theories and methods		
Contents	Current Issues in Marketing		
Information about Teaching and Learning Methods			
Additional Information	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module can be held by a lecturer and can take place as block course. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Fischer, General Business Administration, Marketing and Marketing Research		

Module	Current Issues in Media Economics		
Number	15202	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Insight into current media economics topics and and problems		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Media Economics Bachelor Media Sciences: compulsory module within Economy and Sociology of Media		
Examination Requirements	Written exam *or* other examination		
Recommended prior knowledge	None		
Courses	Lecture, exercise and/or seminar		
Languages	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students … … recognise selected issues and topics in media economics. … analyse economic coherences and problems in Media Economic … contrast the interests of different Stakeholders … examine the transfer of economic theories to issues in media economics		
Contents	• Alternate contents relevant to current and selected topics and problems in media economics		
Information about Teaching and Learning Methods			
Additional Information	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module can be held by a lecturer and can take place as block course. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	N.N., Economics		

Module	**Current Issues in Political Science**		
Number	05109	**Workload**	180 h
Credit Points	4 CP	**Recurrence Frequency**	Irregular
Attendance	30 h	**Independent Studies**	150 h
Qualifications	Students will acquire skills and capabilities to analyse key issues and problems of political science on the basis of sound theoretical and methodological knowledge.		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences, group Sociology Bachelor Economics: elective module within the subsidiary subject Social Sciences, group Sociology Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subject Social Sciences		
Examination Requirements	Written exam lasting 90 min *or* presentation (passed/failed) and seminar paper (graded) *or* oral exam lasting 20 min *or* case study *or* other form of examination		
Recommended prior knowledge	None		
Courses	Lecture or seminar		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students … … identify and understand relevant issues and problems of political science and analyse them in theoretically and methodologically adequate ways. … apply theories and methods of political science in empirical investigations and scrutinize them critically. … discuss and critically reflect their research results.		
Contents	• Political Theory and History of Political Ideas • Comparative Politics • European Politics • International Relations		
Information about Teaching and Learning Methods	E-Learning material may be made available (in ILIAS).		
Additional Information	The courses of this module can be announced on short term notice before the start of the semester (see KLIPS). Required readings will be announced in KLIPS. The courses of this module will potentially be hold only in the first or in the second half of the semester (see KLIPS).		
Responsible Faculty Member	Prof. Dr. André Kaiser, Prof. Dr. Thomas Jäger, Prof. Dr. Wolfgang Leidhold, Prof. Dr. Christine Trampusch, Prof. Dr. Wolfgang Wessels, Political Science		

Module	Current Issues in Social Policy		
Number	41102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Advanced knowledge about selected fields of social protection. Competence regarding activities in national and international institutions of social security.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics: elective module within the specialisation Social Policy Bachelor Regional Studies East and Central Europe, Latin America: elective module within the subsidiary subject Social Sciences		
Examination Requirements	Written exam lasting 60 min *or* other examination		
Recommended prior knowledge	None		
Courses	Lecture and exercise or seminar		
Languages	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students … … analyse current issues and topics in the field of social policy. … discuss different approaches of Social Policy and Social Security … identify problems in Social Policy and Social Security		
Contents	• Alternate contents relevant to current and selected topics and problems in social policy		
Information about Teaching and Learning Methods			
Additional Information	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS).		
Responsible Faculty Member	Univ.-Prof. Dr. Frank Schulz-Nieswandt, Department of Cooperative System Studies		

Module	Current Issues in Sociology		
Number	06008	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Irregular
Attendance	30 h	**Independent Studies**	150 h
Qualifications	Ability to analyse current issues and problems of social inequality and social change on the basis of sociological theories and methods		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences, group Sociology Bachelor Economics: elective module within the subsidiary subject Social Sciences, group Sociology Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subject Social Sciences		
Examination Requirements	Written exam lasting 90 min *or* presentation and paper		
Recommended prior knowledge	None		
Courses	Lecture or exercise or seminar		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students … … recognise and understand sociologically relevant questions and problems and adequately solve them. … use sociological theories and methods as instruments for diagnoses of the present. … recognise and understand the complexities of social dependencies and learn to assess the direct and indirect consequences of social events and interventions.		
Contents	• Social change • Social inequality • Sociological theories • Methods of empirical social research		
Information about Teaching and Learning Methods	Lecture with integrated group work and discussion or Student presentations, discussion and interpretation of readings in class		
Additional Information	The module session(s) may be announced on short notice prior to the beginning of the course (see KLIPS). Registration for the course is possible on KLIPS only. The registration for the exam must take place at the respective examination office. Required readings will be announced on KLIPS or the first session. The sessions may be held in the first or second half of the semester only (see KLIPS). A prepared reader will be made available for independent studies.		
Responsible Faculty Member	Prof. Dr. Karsten Hank,, Sociology		

Module	Current questions of Economic Policy		
Number	15301	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every term
Attendance	30 h	**Independent Studies**	150 h
Qualifications	Working in the economic policy consulting field (ministries, research institutes, public institutions), media, associations, foundations		
Module is allocated to	Bachelor Economics, Bachelor Business Administration, Bachelor Social Sciences: elective module within the specialisation "Constitutional Economics and Economic Political Consulting".		
Examination Requirements	Essay /Presentation/ other (see announcement)		
Recommended prior knowledge	"Principles of Microeconomics" (Grundzüge der Mikroökonomik), "Principles of Macroeconomics" (Grundzüge der Makroökonomik), "Economic Policy" (Allgemeine Wirtschaftspolitik).		
Courses	Seminar		
Language	German		
Learning Objectives	Students… … analyse an area of economic policy, learn to develop an independent academic analysis. … study the relevant literature. … apply their knowledge to a current problem of economic policy. … evaluate different reform options. … reflect critically and independently the relevant literature. … acquire experience in researching literature, enhance their ability to work methodically. … conceive and write an essay. … analyse current reform options. … prepare and hold independently a presentation and discuss the relevant questions in the group.		
Contents	Depending on the current relevant questions in the field of economic policy.		
Information about Teaching and Learning Methods	Students interested in writing their final thesis about an issue of economic policy are recommended to take part in the seminar.		
Additional Information	Please pay attention to the announcements on the homepage of the Institute for Economic Policy: http://www.iwp.uni-koeln.de/		
Responsible Faculty Member	Dr. Steffen J. Roth & Prof. Achim Wambach, Ph.D. Accomplishment: Dr. Steffen J. Roth and academic staff of iwp / guest scientists.		

Module	Current Topics in Media Management		
Number	25102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	In-depth insights into selected, current media and technology management topics		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Media Management		
Examination Requirements	KL/MP/RE/sp (weights vary in the final mark)		
Recommended prior knowledge	None		
Courses	Seminar		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	Students… … analyse current issues and topics in the field Media Management. … discuss different approaches of Media Management … identify problems in Media Management		
Contents	• Details differ from semester to semester		
Information about Teaching and Learning Methods	A mixture of lecturing, group work, and interactive elements.		
Additional Information	www.mtm.uni-koeln.de		
Responsible Faculty Member	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., Media and Technology Management		

Name	**Current Topics in Supply Chain Management**		
Number	27104	Workload	180 h
Credit Points	6 CP	Cycle	Winter term (Block)
Presence	60 h	Independent Studies	120 h
Qualification	The ability to plan, optimize and manage complex supply chains.		
Course is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Supply Chain Management		
Exam modalities	Written exam: 60-90 minutes, short presentation on a selected SCM topic in class and class participation		
Recommended prior knowledge	Successful completion of the course "Operations Management"		
Courses	Lecture and tutorial Supply Chain Academy (winter term)		
Language	English		
Skills	The students … … apply concepts to plan, steer and optimize global supply chains … identify common problems in a supply chain (such as the bullwhip effect) and develop counter measures … critically reflect modern collaboration concepts and assess their feasibility and implementation hurdles … get familiar with the success factors of a supply chain transformation … get to know the dynamics of a supply chain by taking the role of a supply chain manager in a touch and feel game		
Content	• Inventory and demand management • Supply chain configuration und design of logistics networks • Lean management in supply chains • Supply chain collaboration • Supply chain transformation		
Teaching and Learning Methods	The course will be held in English. The students will apply the above-mentioned concepts to real-life situations by means of case studies and games. Examples from practice and external lectureres will demonstrate how companies successfully apply supply chain management.		
Further information	Required readings will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Ulrich W. Thonemann in cooperation with a guest lecturer		

Modules E

Module	Economic Policy		
Number	08001	**Workload**	240 h
Credit Points	8 CP	**Recurrence Frequency**	Every term
Attendance	60 h	**Independent Studies**	180 h
Qualifications	Conceptional work and consulting at institutions responsible for economic-political decisions and conceptional work for research institutes.		
Module is allocated to	Bachelor Economics: elective module within the main subject Economics Bachelor Business Administration, Social Sciences: elective module within the subsidiary subject Economics Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subsidiary subject Economics		
Examination Requirements	Written exam, 90 minutes		
Recommended prior knowledge	Introductory Microeconomics Introductory Macroeconomics		
Courses	Lecture and exercise sessions		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students … … analyse perfect and imperfect markets by means of simple static models. … analyse problems of economic policy and welfare policy by means of dynamic models. … transfer theoretical concepts to applied problems in economic policy. … question and evaluate economic policy measures with their newly learned background in theory of economic poliy. … discuss current problems in economic policy.		
Contents	• Efficiency • Risk theory • Social welfare functions • Distribution • Market failure, in particular asymmetric information • Life cycle models • Social insurances (retirement, unemployment, health) • Current discussion in economic policy		
Information about Teaching and Learning Methods	Exercise in team work		
Additional Information	Lecture notes in English		
Responsible Faculty Member	Univ.-Prof. Dr. Alexander Ludwig, Center for Macroeconomic Research (CMR)		

Module	**Economic Psychology**		
Number	52017	**Workload**	240 h
Credit Points	8 CP	**Recurrence Frequency**	Every summer term
Attendance	60 h	**Independent Studies**	180 h
Qualifications	Knowledge of concepts and empirical findings in economic psychology.		
Module is allocated to	Bachelor Social Sciences: elective module within the subsidiary subject Social Psychology Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Economic Psychology Bachelor Regional Studies East and Central Europe, Latin America: elective module within the subsidiary subject Social Sciences		
Examination Requirements	Written exam lasting 60 min		
Recommended prior knowledge	None		
Courses	Lecture (Summer term)		
Language	The lecture will be held in English.		
Learning Objectives	Students … … describe and sketch fundamental theories in economic psychology. … discuss empirical methods and findings in the area of economic psychology. … Realise and define the development of economic psychology research … Adopt theoretic and empirical findings in an economical context		
Contents	• Theories and empirical findings in economic psychology, e.g., consumer behavior, advertising, leadership, tax compliance, investment		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in the introductory session.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer; Univ.-Prof. Dr. Erik Hölzl, Economic and Social Psychology		

Module	Economics, Strategy and Management		
Number	15101	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every or every second term
Attendance	30 h	Independent Studies	150 h
Qualification	All fields, in which an analysis of basic economic problems is needed.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: Elective module within the specialisation Managerial Economics		
Examination requirements	Presentation and home assignment, additional assignments may be announced before the seminar starts		
Recommended prior knowledge	Principles of Microeconomics (Grundzüge der Mikroökonomik) Principles of Macroeconomics(Grundzüge der Makroekonomik)		
Courses	Seminar)		
Language	English		
Learning Objectives	Students… … learn selected economic concepts … apply these concepts to study problems from the field of management … are introduced to current research in economics and management present and discuss the insights they have gained		
Contents	• Economic concepts • Current research in economics and management		
Information about Teaching and Learning Methods			
Additional Information	Compulsory reading will be announced at the beginning of the course.		
Responsible Faculty Member	Univ.-Prof. Dr. Oliver Gürtler, Economics		

Module	Energy and Environmental Economics		
Number	35001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (WS)
Attendance	60 h	Independent Studies	120 h
Qualification	Students get prepared for an academic career, activities in consulting, associations, administrations and many more in the energy industry		
Module is allocated to	BA Business Administration, BA Economics, BA Social Sciences: elective module within the specialisation Energy Economics		
Examination requirements	Written exam: 60 minutes or oral exam (15 – 45 minutes) or presentation (1/3 of final mark) and paper (2/3 of final mark)		
Recommended prior knowledge	Students are expected to have completed at least one module in microeconomics. Basic understanding of industrial economics is recommended.		
Courses	Lecture: Energy and Environmental Economics (winter term) Exercise: Energy and Environmental Economics (winter term))		
Language	Courses will be held in English		
Learning Objectives	Students… … become acquainted with the technical and economical fundamentals of the energy industry … understand the structure of an energy balance … familiarise themselves with the fundamental concepts and … models of the economics of non-renewable resources. … analyse the importance of capital investment and technical … progress in the energy sector for the availability of energy … resources. … analyse the development of global energy consumption and energy-related emissions … analyse international instruments for climate protection from the economic point of view		
Contents	• Technical background • Energy balances • Energy resources • Development of global energy consumption • Instruments for climate protection		
Additional Information	The courses will be held every week during the lecture period. Required reading will be announced at the beginning of the term. This module is equivalent to the former module "Grundlagen der Energiemärkte"		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge, Department of Economics		

Module	**Energy Markets and Regulation**		
Number	35002	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term (summer term)
Attendance	60 h	**Independent Studies**	120 h
Qualification	Students get prepared for an academic career, activities in consulting, associations, administrations and many more in the energy industry		
Module is allocated to	BA Business Administration, BA Economics, BA Social Sciences: elective module within the energy economics specialisation		
Examination requirements	Written exam (60 minutes) or oral exam (15 – 45 minutes) or presentation (1/3 of final mark) and paper (2/3 of final mark))		
Recommended prior knowledge	Students are expected to have completed at least one module in microeconomics. Basic understanding of industrial economics is recommended.		
Courses	Lecture: Energy Markets and Regulation (Summer term) Exercise: Energy Markets and Regulation (Summer term))		
Language	Courses will be held in English		
Learning Objectives	Students… … become acquainted with the technical and economical fundamentals of the energy industry … gain an insight into the structure of power markets … will be able to understand the development of prices on power markets … analyse the fundamentals of different levels of the power system value chain … discuss price and volume of international energy supply and demand … analyse the economics of transmission networks … discuss different types of government intervention and regulation of energy transmission systems		
Contents	- Technical background - Energy markets - Power system economics - Transmission networks - Regulation		
Additional Information	The courses will be held every week during the lecture period. Required reading will be announced at the beginning of the term. This module is equivalent to the former module "Grundlagen der Energiepolitik"		
Responsible Faculty Member	Prof. Dr. Felix Höffler, Institute of Energy Economics		

Modules G

Module	Game Theory and Strategic Thinking		
Number	15103	Workload	180 **h**
Credit Points	8 **CP**	Recurrence Frequency	Every term
Attendance	60 **h**	Independent Studies	180 **h**
Qualification	Ability to acquire and develop conceptions of economic theory.		
Module is allocated to	Bachelor Economics: elective module within the Major subject Bachelor Business Administration, Social Sciences: elective Module within the subsidiary subject Economics Bachelor Regional Studies of East and Central Europe, Latin America, China: selectable in minor Economics Bachelor Media Sciences: selectable in minor Economy and Sociology of Media and Media Management		
Examination requirements	Written exam lasting 90 min		
Recommended prior knowledge	Principles of Microeconomics (Grundzüge der Mikroökonomik)		
Courses	Lecture and exercise		
Language	The lecture can be held in German or English (see KLIPS).		
Learning Objectives	Students… … learn strategic decision making in social and economic contexts, on the basis of various examples, in particular in the context of markets and firms. … learn formal methods for the analysis of strategic interactions. … apply the acquired knowledge to practical problems. … model strategic situations and develop solutions using microeconomic and game theoretical concepts. … transfer the acquired theoretical and methodological skills to challenges in social and economic interactions.		
Contents	Concepts of game theory and strategic decision making in social and economic contexts		
Information about Teaching and Learning Methods			
Additional Information	The course takes place on a weekly basis during the whole term. Recommended readings will be announced at the beginning and during the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Axel Ockenfels, Economics Lecture: Univ.-Prof. Dr. Axel Ockenfels, N.N.		

Module	Governance and International Relations - A Perspective of Economic Geography		
Number	05205	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Application-oriented and multidisciplinary preparation for activities in economy, administration, organisations, associations and media in a German, European and international environment.		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences - Group Integrative Social Sciences - Subgroup Governance and International Relations		
Examination Requirements	Presentation (making up 30% of the final mark) and paper (making up 70% of the final mark)		
Recommended prior knowledge	32 credit points in the main subject Social Sciences Methods of Social Sciences and related areas		
Courses	Seminar (Summer term)		
Language	The seminar will be held in English.		
Learning Objectives	Students… … analyse site-specific processes of decision-making in an international, transnational and supranational context. … identify different international management types and effectiveness of regional processes. establish a connection between different subjects and disciplines at a specific, theoretical, methodological and empirical level.		
Contents	- Locations and regions of world economy - Approaches and perspectives of the Economic and Social Geography - Regional structures, institutions and actors operating on an international, transnational and supranational level of decision-making - Current issues related to regional development in Europe		
Information about Teaching and Learning Methods	Students actively participate in the seminar, discussion after the presentations		
Additional Information	Required reading will be announced at the beginning of the term		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Economic and Social Geography		

Modules H

Module	Human Resource Management		
Number	26005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualification	Positions in human resource management; general management		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: Elective module within the specialisation Corporate Development, Organisation and Human Resources		
Examination requirements	Written exam lasting 60 min and/or class participation		
Recommended prior knowledge	None		
Courses	Lecture and exercise (Summer term)		
Language	Courses will be held in English.		
Learning Objectives	Students … … state different theoretical approaches to managing human resources. … analyze different methods of personnel selection, personnel development, job design, business ethics, or compliance and evaluate their advantages and disadvantages … assess empirical evidence on the determinants of job satisfaction, absenteeism, turnover, etc. … analyze economic consequences of institutional frameworks. … discuss real decision problems in human resource management.		
Contents	• Human resource management practices • Personnel selection • Personnel development • Personnel controlling and compensation • Institutional framework (codetermination, compliance, ethics, etc.)		
Information about Teaching and Learning Methods	Discussion of case studies and empirical analyses.		
Additional Information	Relevant readings will be announced in class. The courses of this module can be held in the first or in the second half of the semester (see KLIPS). The courses can jointly be taught by both responsible faculty members within one semester.		
Responsible Faculty Member	Prof. Dr. Bernd Irlenbusch, Professor of Corporate Development and Business Ethics Prof. Dr. Dirk Sliwka, Seminar of Personnel Economics and Human Resource Management		

Modules I

Module	Information Systems in Practice: Internship with scientific Guidance		
Number	71201	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Irregular
Attendance	If required	Independent Studies	240 h
Qualifications			
Module is allocated to	Bachelor Information Systems: elective module within the subject area Business Administration		
Examination Requirements	Written internship report		
Recommended prior knowledge	None		
Courses			
Language	The internship report can be written in German or in English.		
Learning Objectives	Students … … learn to cope with the company context. … implement appropriate instruments to accomplish the assigned tasks and adjust the implementation with the context. … reflect their success/progress during the task fulfilment and adjust the instruments and working methods if necessary. … process and describe their practical experiences in a structured way.		
Contents	In the run-up to the internship the students should contact one of the three Information Systems Departments to agree about the contents of the internship. An internship report has to be written at the end of the internship, which will be basis for the assessment.		
Information about Teaching and Learning Methods			
Additional Information	The internship should not take place before the third term.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. Ulrich Derigs, Information Systems and Operations Research; Univ.-Prof. Dr. Werner Mellis, Information Systems and System Development; Univ.-Prof. Dr. Detlef Schoder, Information Systems and Information Management		

Module	Information Systems Management		
Number	71003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualification	Knowledge and understanding of selected issues in information systems management.		
Module is allocated to	Bachelor Information Systems: elective module Bachelor Business Administration, Economics, Social Sciences, Health Economics: compulsory module within the specialisation Information Systems – Management Bachelor Business Administration, Economics, Social Sciences, Health Economics: elective module within the specialisation Media Management		
Examination requirements	Written exam lasting 90 min *or* oral exam *or* a combination of a written exam lasting 90 min or an oral exam and activities during the exercise/tests/projects		
Recommended prior knowledge	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	Students … evaluate the importance of application and information systems for enterprises, administration and private areas of life. … analyse and shape entrepreneurial decisions from an information economy perspective. … discuss fundamentals of information management. … classify recent developments in technology and assess their potential for performing tasks in the business context. … apply concepts for analyzing and structuring to case studies. … evaluate practical examples of enterprises and competition from the fields of Electronic Commerce and Electronic Business.		
Contents	• Information systems as a scientific domain • Strategic importance of information systems • Business process integration within and between business units • Electronic Commerce and Electronic Business • CSCW • IT Security • Ethical, social and political aspects • Information goods • Business Process Reengineering • Internet of Things		
Information about Teaching and Learning Methods	Facultative tutorials can be offered and are recommended to attend for self study purpose		
Additional Information	Mandatory reading: Laudon, K.; Laudon, J.; Schoder, D.: Wirtschaftsinformatik – eine Einführung, Pearson Verlag, 2010.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Schoder, Information Systems and Information Management		

Module	Information Systems Quality		
Number	75601	Workload	360 h
Credit Points	12 **CP**	Recurrence Frequency	Every second term (Summer Term)
Attendance	60 **h**	Independent Studies	300 **h**
Qualification	Plan, monitor, perform, and evaluate quality applied measures within the development of information systems		
Module is allocated to	B.Sc. Information Systems: compulsory module within the specialisation Quality of Information Systems		
Examination requirements	Written exam lasting 90 minutes or oral exam or Combination of written exam lasting 90 minutes or oral exam and presentation		
Recommended prior knowledge	Systems Analysis and Architecture		
Courses	Lecture, exercise, and seminar		
Language	Course can be held in English or German language		
Learning Objectives	Students … understand the economic relevance of quality in information systems. … understand the relevance of requirements engineering with regard to the satisfaction of quality expectations of the most important stakeholders. … acquire broad knowledge in methods of constructive and analytical quality assurance. … are aware of the tasks and challenges of the management of quality assurance. … apply the methods of quality assurance to sample programs autonomously. … design and analyze quality assurance plans. … gather experience in searching, interpreting, systemizing, writing, and presenting material for a scientific paper on a limited subject. … gather experience in the disputation of their presentation and in the critical discussion of their fellow students´ papers.		
Contents	• Economic relevance of quality • Requirements and Requirement Engineering • Stakeholders of a system • Quality models • Functional test methods • Structural test methods • Static inspection methods • Proofs of properness • Quantitative methods • Management of quality assurance		
Information about Teaching and Learning Methods	Exercises require autonomous preparation of contents from required readings. The seminar consists of presentations and their discussion. The presentations are prepared as written papers under supervision.		
Additional Information	Required reading will be announced each term. The number of course members can eventually be limited.		
Responsible Faculty Member	Prof. Dr. Ali Sunyaev, Juniorprofessorship of Information Systems and Information Systems Quality		

Module	Integrated Information Systems		
Number	71104	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualification	Knowledge and understanding of ERP system acquisition, evaluation and use		
Module is allocated to	Bachelor Information Systems: compulsory module Bachelor Business Administration, Economics, Social Sciences, Health Economics: elective module within the specialisation Information Systems – Management		
Examination requirements	Written exam lasting 90 min *or* oral exam *or* a combination of a written exam lasting 90 min or an oral exam and activities during the exercise/tests/projects		
Recommended prior knowledge	None		
Courses	Lecture and exercise (Summer term)		
Language	The courses will be held in German.		
Learning Objectives	Students … gain deeper insights into application areas and potential of integrated information systems. … understand problems and implications of the implementation process. … learn about acquisition, evaluation and use of integrated information systems.		
Contents	• Integrated Informations Systems • Strategic Management of Information Systems • Business Process Reengineering • Enterprise Resource Planning (ERP) • ERP Life Cycle • Supply Chain Management • Service Oriented Architecture (SOA) • Enterprise Architecture Management		
Information about Teaching and Learning Methods	Selected readings have to be prepared beforehand, and the degree to which students have accomplished this preliminary work is subject to examination. During classes, students will work on case studies and solve problems in groups, to be presented to the fellow students. The presented solutions will be analysed and discussed in the plenum.		
Additional Information	Required reading will be announced every term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Schoder, Information Systems and Information Management		

Module	**International Accounting and Taxation**		
Number	19601	**Workload**	360 h
Credit Points	12 CP	**Recurrence Frequency**	irregular
Attendance	90 h	**Independent Studies**	270 h
Qualifications	Applications oriented knowledge of financial statement analysis and security valuation. Comprehension of fundamental structural components of (income) tax systems. Application to international transactions from a German company and individual perspective.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: compulsory module within the specialisation International Accounting and Taxation		
Examination Requirements	Written exam lasting 120 min		
Recommended prior knowledge	None		
Courses	Lecture and tutorial: Financial Statement Analysis and Security Valuation (each 90 min) and Lecture/tutorial: Fundamentals in International Taxation (90 min) Each winter term the courses take place in the first half of the term. The weekly contact hours are doubled. Each summer term the courses either take place in the second half of the term with contact hours doubled or the courses are hold weekly during the entire term		
Languages	All lectures and tutorials as well as the written exam take place in English language.		
Learning Objectives	Students … … acquaint themselves with important technical terms in English language. … learn to use relevant legal sources (laws, international treaties, accounting standards). … discuss tax avoidance schemes and the prescriptions established to impede those schemes. … are able to identify and analyze structural elements of most tax systems. … evaluate the tax consequences of international economic activities of individuals and companies. … get to know the reasons for international double taxation and learn basic methods that provide relief from double taxation … apply the acquired knowledge to selected practical case studies. … analyze business models with the help of financial statements from an investor perspective. … forecast pro-forma financial statements. … apply accounting oriented valuation-methods to evaluate companies, business units and strategic projects. … scrutinize the performance and limits of simplifying business valuation models.		
Contents	• Connecting factors for tax liability • Determination of (corporate) income tax basis • Anti-avoidance rules • Purpose and structure of double tax treaties • Financial statement and strategy analysis • Business valuation • Case studies		
Information about Teaching and Learning Methods			
Additional Information	Required readings will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Norbert Herzig, General Business Administration, Business Taxation; Jun.-Prof. Dr. Sönke Sievers, Accounting Area, Univ.-Prof. Dr. Christoph Kuhner, , General Business Administration, Auditing; Univ.-Prof. Dr. Carsten Homburg, General Business Administration, Controlling		

Title of Module	International Economics		
Number	08005	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	180 h
Qualifications	Prerequisite for further studies in the area of international economics. Qualifies students for activities in or for multilateral organizations, research institutes or other institutions with a focus on international relations.		
Module is allocated to	Bachelor Economics: elective module within the Main subject Economics Bachelor Business Administration, Social Sciences: elective module within the subsidiary subject Economics BA Regionalstudien Ost- und Mitteleuropa, Lateinamerika, China, WPF VWL		
Examination Requirements	Written exam: 90 minutes.		
Required prior knowledge	Introductory Microeconomics (Grundzüge der Mikroökonomik), Introductory Macroeconomics (Grundzüge der Makroökonomik).		
Courses	Lecture and exercise sessions		
Language	The course will be held in English if not indicated otherwise at the beginning of the term.		
Learning Objectives	Students… … understand and apply international trade theory (Ricardo-Model, Heckscher-Ohlin-Model and selected additional approaches). … know tariffs and other instruments of international trade policy and examine their economic consequences. … study the role of exchange rates and multinational corporations.		
Contents	• International trade theory: basics and extensions. • International trade policy. • Introduction to the economics of international finance and multinational corporations.		
Information about Teaching and Learning Methods			
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Professor Dr. Susanne Prantl, Professor of Economics, esp. Industrial Economics and Applied Microeconometrics		

Module	International Media and Technology Project		
Number	25103	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Planning, execution and presentation of international studies and / projects in the fields of media, new media, information management, or telecommunication management		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Media Management Bachelor Media Sciences: compulsory module within the subsidiary subject Media Management		
Examination Requirements	written exam/oral exam/presentation/other examination (weights vary in the final mark)		
Recommended prior knowledge	None		
Courses	Seminar		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	Students … … get introduced to a wide spectrum of media topics. … identify international media and technology management terminology and study / project communication. … plan, execute and present (in writing or orally) one particular project or study undertaken in international settings or with international focus.		
Contents	• Details differ from semester to semester		
Information about Teaching and Learning Methods	A mixture of lecturing, group work, and interactive elements.		
Additional Information	www.mtm.uni-koeln.de		
Responsible Faculty Member	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., Media and Technology Management		

Module	Introduction into European Politics		
Number	05102	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term
Attendance	30 h	**Independent Studies**	150 h
Qualifications	Analysis, advice and information about working for German, European or international political or higher education institutions, research and media.		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences, group Political Science Bachelor Economics: elective module within the subsidiary subject Social Sciences, group Political Science Bachelor Business Administration, Economics, Health Economics: elective module within the specialisation Political Science Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subject Social Sciences		
Examination Requirements	Written exam lasting 60 min		
Recommended prior knowledge	None		
Courses	Lecture (Summer term)		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students … … describe and analyse the fundamental developments of the political system of the EU and its corresponding basic theoretical underpinnings in the study of European integration. … identify and differentiate different forms and modes of governance in the EU. … assess the explanatory power of different theoretical and strategic approaches for academic or practical relevance. … apply their knowledge to topical issues and current problems of European integration and study the relevant academic literature, also in English. … evaluate the theoretical and strategic approaches studied in an independent academic analysis of current developments in the European integration process.		
Contents	• Dates, facts and perspectives on the history, institutions and procedures of the EU political system • Evolution of the EU-system • Institutions and bodies of the EU • Forms of policy-, constitution- and system making		
Information about Teaching and Learning Methods	Additionally tutorials will be provided. E-Learning material may be made available (in ILIAS).		
Additional Information	Weidenfeld, Werner/Wessels, Wolfgang (ed..): Europa von A bis Z, Taschenbuch der europäischen Integration, Baden-Baden; Wessels, Wolfgang: Das Politische System der Europäischen Union, Wiesbaden; Nugent, Neill: The Government and Politics of the European Union – current edition. Further references on our website.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Wessels, Political Science; Contact: Katharina Eckert M.A., Political Science		

Module	Introduction to Theoretical Computer Science		
Number		Workload	270 h
Credit Points	9 CP	Recurrence Frequency	Every Second Term Summer Term
Attendance	90 h	Independent Studies	180 h
Qualification	Understanding of the theoretical foundations of computer science		
Module is allocated to	B.Sc. Information Systems: Compulsory Module within the specialisation Theoretical Computer Science		
Examination requirements	The examination takes place in written form and lasts two hours. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Recommended prior knowledge	Programming Course, Foundations of Computer Science 1 and 2		
Courses	Lectures and exercises		
Language	German		
Learning Objectives	Participants will be able to model problems with the help of automata and grammars and to classify them according to computability or computational complexity. Theoretical Computer Science is not only the basis of theoretical but also of all other subjects of Computer Science.		
Contents	The course teaches the theoretical foundations of computer science covering formal languages, computability and complexity. The basic knowledge in this area earned in „Foundations of Computer Science 2" will be deepened. Further, a selection of randomized and online algorithms as well as approximation algorithms will be considered and analyzed.		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and self-responsible preparation of the exercises is mandatory.		
Additional Information	Depending on the course of studies, the participants may earn 5 or 9 CP.		
Responsible Faculty Member	Institute for Computer Science		

Module	Introductory Microeconomics		
Number	02003	Workload	240 h
Credit Points	8 **CP**	Recurrence Frequency	Every term
Attendance	90 **h**	Independent Studies	150 **h**
Qualification	All fields, in which an analysis of basic economic problems is needed.		
Module is allocated to	Bachelor Economics: compulsory within main subject Economics Bachelor Business Administration, Social Sciences: compulsory within subsidiary subject Economics Bachelor Health Economics: elective module within the subsidiary subject Economic Basics Bachelor Information Systems: elective module within the subject area Business Administration Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subsidiary subject Economics Bachelor Media Sciences: elective module within Economy and Sociology of Media and Media Management		
Examination requirements	Exam: 90 minutes		
Recommended prior knowledge	None		
Courses	Lecture and exercise		
Language	The course will be held in German.		
Learning Objectives	Students … understand basic microeconomic concepts. … discuss the market form of perfect competition concerning the supply of goods and market pricing. … know the basic principles of price formation in monopoly and oligopoly. … apply formal instruments to analyze price formation in basic market structures. … modify models to recognize deficiencies and to analyze the effects of political instruments.		
Contents	• Theory of household behavior and demand • Theory of firm behavior and supply • Theory of price formation		
Information about Teaching and Learning Methods	Facultative tutorials can be offered and are recommended to attend for self study purpose		
Additional Information	compulsory reading will be announced at the start of every semester.		
Responsible Faculty Member	Univ.-Prof. Dr. Oliver Gürtler, Economics		

Module	Introductory Public Economics		
Number	02002	**Working Hours**	240 h
Credit Points	8 CP	**Recurrence Frequency**	every semester
Attendance	60 h	**Independent Studies**	180 h
Qualifications	Work in institutions which deal with national and international taxation and fiscal public policy. Work in economic research institutes as well as in the field of economics journalism.		
Module is allocated to	BA VWL: Selective course in HF VWL BA BWL, SOWI: Selective course in NF VWL		
Examination Requirements	Written exam: 90 Min.		
Recommended prior knowledge	Grundzüge der Mikroökonomik / Introductory Microeconomics Grundzüge der Makroökonomik / Introductory Macroeconomics		
Courses	Lectures and exercise sessions		
Language	Courses will be held in German.		
Learning Objectives	Students … … define purpose and methods of the subject public policy. … analyze justifications for the interference of the state into the economy. … identify characteristics of public goods as well as issues of their allocation and financing. … analyze effects of various taxes on the decisions of economic agents. … examine with the help of models how the tax burden is distributed in different tax types. … find their own viewpoint with regard to current issues in taxation policy.		
Contents	- subject and methods in public policy - justification of public policy - positive theory of governance - Taxes, distribution of taxes - public and merit goods, free-rider problem - centralization versus decentralization of public policy decisions		
Information about Teaching and Learning Methods			
Additional Information	Additional Information will be provided before the semester begins.		
Responsible Faculty Member	Dr. Michael Thöne, Lehrstuhl für Finanzwissenschaft, Univ.-Prof. Dr. Bierbrauer		

Module	Investment Management		
Number	21102	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term
Attendance	60 h	**Independent Studies**	120 h
Qualifications	Activities in the field of investment management for private investors, institutional investors and companies.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the Specialisation Finance I and II Bachelor Health Economics, Information Systems: elective module within the Specialisation Finance		
Examination Requirements	Written exam lasting 60 min		
Recommended prior knowledge	Students should have attended the modules "Investition und Finanzierung" as well as "Finanzmanagement".		
Courses	Lecture and exercise (Summer term)		
Language	The course may be taught in English (refer to KLIPS).		
Learning Objectives	Students… … analyze the investment objectives of (institutional) investors. … discuss the information efficiency of markets in order to choose the appropriate investment style (active vs. passive). … analyze the optimal portfolio selection. # … consider chances and risks when applying these optimal portfolios. … discuss biases frequently observed in real-world investment decisions. … learn how to manage the portfolio risk. … evaluate the success of the investment strategies. … weigh up the risk and chances of using derivates in modern risk management. … deepen the knowledge and techniques they have acquired in the lecture by solving applied exercises and examples of particular cases. … discuss about current topics in press and evaluate them in the context of the lecture.		
Contents	• Investment objectives • Portfolio Theory • Risk Management • Investment strategies • Case studies		
Information about Teaching and Learning Methods	The course consists of a lecture and exercises. Students are expected to prepare the problem sets before class.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.- Prof. Dr. Alexander Kempf, General Business Administration, Finance		

Modules L

Module	Labour Economics		
Number	08009	**Workload**	240 h
Credit Points	8 CP	**Recurrence Frequency**	Every term
Attendance	60 h	**Independent Studies**	180 h
Qualifications	Qualifies students for work in areas where a basic knowledge of Labor Economics and econometric analysis is helpful (ministries, trade unions, employer associations, research institutes, companies, media).		
Module is allocated to	Bachelor Economics: elective module within the main subject Economics Bachelor Business Administration, Social Sciences: elective module within the subsidiary subject Economics Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subsidiary subject Economics		
Examination Requirements	Written Exam, 90 minutes		
Recommended prior knowledge	Microeconomics		
Courses	Lecture and exercise sessions		
Language	Courses will regularly be held in English.		
Learning Objectives	Students … … describe the functioning of the labour market. … use microeconomic methods to examine behaviour in the labour market. … recognise and discuss the basic issues behind empirical research in labour economics.		
Contents	• Labour supply • Labour demand • Human capital and education • Basic empirical methods in labour economics		
Information about Teaching and Learning Methods	Lectures and discussions		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. David A. Jaeger, Ph.D., Center for Macroeconomic Research (CMR)		

Modules M

Module	**Main Features of Economic Geography**		
Number	50101	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term
Attendance	30 h	**Independent Studies**	150 h
Qualifications	Application-oriented and multidisciplinary preparation for activities in economy, administration, organisations, associations and media in a German, European and international environment.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: compulsory module within the specialisation Economic Geography Bachelor Regional Studies East and Central Europe, Latin America: elective module within the subsidiary subject Social Sciences Bachelor Regional Studies China: elective module within the subsidiary subject Business Administration		
Examination Requirements	written exam lasting 90 min or Presentation and paper		
Recommended prior knowledge	None		
Courses	Lecture and Exercise in Economic Geography: Basic topics and introduction for the BA (Winter term), Excursions (Winter term)		
Language	The courses will be held in German and additionally in English (see KLIPS).		
Learning Objectives	Students … … analyse subnational-regional structures, institutions and actors and national and international (inter-)dependencies of locations, institutions and actors. … discuss problems of specific topics of socio-economic change on different spatial scales. … discuss recent theories and empirical case studies of regional development in the core economies and the peripheries of the global economy. … evaluate case studies on the background of theoretical concepts about regulation, transformation, crises and change. … use concepts of qualitative and quantitative regional research. … evaluate socio-economic development in selected regions and regional policies.		
Contents	• Theories of regional change • Quantitative and qualitative methods of empirical regional research • Case studies		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Economic and Social Geography		

Module	Management of Information System Projects		
Number	71103	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term (Summer term)
Attendance	60 h	**Independent Studies**	120 h
Qualification	Management of information system (IS) development projects		
Module is allocated to	Bachelor Information Systems: compulsory within the module Information Systems Bachelor Business Administration, Economics, Social Sciences, Health Economics: elective within the specialisation Information Systems – Management		
Examination requirements	Written exam lasting 90 min *or* oral exam *or* a combination of a written exam lasting 90 min or oral exam of the final mark) and activities during the exercise/tests/projects		
Recommended prior knowledge	None		
Courses	Lecture and exercise		
Language	The courses can be held in German or English.		
Learning Objectives	Students ... … know the Information Systems (IS) development process. … know the phases initializing, planning and control of IS development projects. … can analyze project risks and develop and evaluate IS development project plans. … are aware of the importance of leadership and communication behavior and can evaluate leadership and communication patterns. … can solve simple communication problems. … are aware of the importance of interpersonal conflicts and know methods of how to cope with them.		
Contents	• IS development • Alternatives of IS implementation • IS development process models • Requirements analysis • Quality management • Change management • Project management patterns • Initializing • Planning and risk management • Project control • Motivation and time pressure • Leadership and communication • Conflicts and negotiations		
Information about Teaching and Learning Methods	In several classes, case studies and exercises will be prepared and presented in student teams. The results are discussed and analysed afterwards.		
Additional Information	Required reading will be announced each term.		
Responsible Faculty Member	Prof. Dr. Werner Mellis, Department of Information Systems and Systems Development		

Module	**Managerial Economics**		
Number		**Workload**	240 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term
Attendance	30 h	**Independent Studies**	150 h
Qualifications	Strategic consultant for private and public entities. Fellow at research institutes.		
Module is allocated to	Bachelor Economics, Business Administration, Social Sciences, Health Economics: Elective Module within the specialisation Managerial Economics		
Examination Requirements	Written exam lasting 60 min		
Recommended prior knowledge	Introductory Microeconomics Principals of Macroeconomics		
Courses	Lecture		
Language	The course will be held in German.		
Learning Objectives	Students … analyze optimal price politics in different market situations. … analyze the incentives which market frictions create for the economic actors. … evaluate alternative market institutions with regard to strategic incentives. … apply formal methods to solve problems. … model strategic situations and develop solutions by using microeconomic and game theoretical concepts. … transfer their theoretical and formal knowledge to specific problems in firms and markets.		
Contents	• Analysis of oligopolistic behavior • Price politics • Market institutions • Microeconomic and game theoretical concepts		
Information about Teaching and Learning Methods			
Additional Information	Recommended readings will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Patrick Schmitz, Economics		

Module	Managing Organizations and Supply Chains		
Number	27101	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Support and consulting of executive management.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Supply Chain Management Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Media Management Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Corporate Development, Organisation and Human Resources Bachelor Media Sciences: compulsory module within the subsidiary subject Media Management		
Examination Requirements	Written exam lasting 60 min *or* paper, *or* both (then each making up 50% of the final mark)		
Recommended prior knowledge	It is assumed that students are familiar with the module Business Policy and International Management.		
Courses	Lecture and exercise (Summer term)		
Language	The courses will be held in English.		
Learning Objectives	Students ... … figure out the fundamental problems and challenges of coordinating interdependent tasks in organizations and supply chains, … identify theories and tools to analyze and assess existing and available design options of such arrangements, … apply these theories and tools to real world organizations and derive management recommendations, … autonomously structure and coherently communicate their analyses and recommendations verbally in team presentations and/or written reports."		
Contents	• Basic knowledge of strategic management and organisation of value added networks • Analysis and structuring of value chains in different contexts • Current challenges of the management of global value: alliances, electronic commerce and business ethics		
Information about Teaching and Learning Methods			
Additional Information	The courses of this module will potentially be hold only in the first or in the second half of the semester. More information will be given at the beginning of the term in ILIAS/KLIPS. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, General Business Administration, Business Policy and Logistics		

Module	Marketing		
Number	01003	**Workload**	240 h
Credit Points	8 **CP**	**Recurrence Frequency**	Usually every term
Attendance	60 **h**	**Independent Studies**	180 **h**
Qualification	Management positions in marketing and sales of manufacturing-, retailing-, and service-companies.		
Module is allocated to	Bachelor Business Administration: elective module within the major subject Bachelor Economics, Social Sciences, Information Systems: elective module within the subsidiary subject Business Administration Bachelor Health Economics: elective module within the subsidiary subject economic foundations		
Examination Requirements	Written exam lasting 60 min.		
Recommended prior knowledge	None		
Courses	Lecture, tutorial, student-led tutorial.		
Language	Lecture, tutorial, student-led tutorial are held in German		
Learning Objectives	Students ... ... analyse the role of marketing for companies. ... describe and apply methods to analyze the company's marketing environment including customer behavior and conduct market research. ... analyse and apply approaches to marketing planning. ... evaluate marketing strategies and marketing mix decisions. ... systematise marketing mix activities and describe theories and methods to design optimal marketing mix activities.		
Contents	• Meaning of marketing • Customer behavior • Market research • Marketing strategy • Marketing mix activities The content of the modules Mathematics, Statistics A and Statistics B is required.		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements, including brief case studies, discussions in class, and a self-dependent study of required readings to complement the lecture and tutorials. Facultative tutorials can be offered and are recommended to attend for self study purpose		
Additional Information	The courses and exams of this module will potentially be hold only in the first or in the second half of the semester (see KLIPS). Required readings will be announced in class.		
Responsible Faculty Member	Univ.-Prof. Dr. Franziska Völckner, General Business Administration, Marketing and Brand Management		

Module	Methods of Marketing Mix Management		
Number	24106	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Usually every second to fourth term
Attendance	60 h	**Independent Studies**	120 h
Qualification	Management activities in marketing and sales in manufacturing, retailing, and service companies; management activities in market research companies		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: compulsory module within the specialisation Marketing Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Media Management		
Examination requirements	Written exam lasting 60 min. (+ 10 min. for reading) Mid-term-exam possible		
Recommended prior knowledge	Contents of the modules Marketing and Channel Management are expected.		
Courses	Lecture and exercise (winter term 12/13)		
Language	The course is held in English.		
Learning Objectives	Students … design and implement market research projects … evaluate different sampling methods … discuss different ways to measure theoretical marketing constructs … design questionnaires … discuss and evaluate different data collection methods … get to know the basis concepts of hypothesis testing … apply the multivariate methods to support marketing-mix decisions (e.g., regression analysis, cluster analysis)		
Contents	• Design of market research projects • Sampling fundamentals and data collection methods • Measurement and designing a market research questionnaire • Univariate and bivariate analyses • Applied multivariate analyses to marketing-mix decision problems (regression analysis, conjoint analysis, segmentation analysis)		
Information about Teaching and Learning Methods			
Additional Information	Block courses are possible. The course is complemented by regular guest lectures. Required and voluntary reading will be announced for every term in KLIPS.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Fischer, General Business Administration, Marketing and Market Research		

Title of Module	Monetary Theory and Policy		
Number	08007	**Workload**	240 h
Credit Points	8 LP	**Recurrence Frequency**	every term
Attendance	60 h	**Independent Studies**	180 h
Qualifications	Work in research institutes, commercial banks, interest groups, media, governmental departments, insurance companies, central banks.		
Module is allocated to	BA VWL: Selective course HF VWL BA BWL, SOWI: Selective course NF VWL BA Regionalstudien Ost- und Mitteleuropa, Lateinamerika, China, WPF VWL		
Examination Requirements	written exam: 90 min		
Prerequisites for Admission	Introductory Microeconomics Introductory Macroeconomics		
Courses	Lectures and exercise sessions (WS)		
Language	Courses will be held in German.		
Learning Objectives	Students … … will describe empirical regularities between economic and monetary quantities … will explain these regularities by means of basic monetary theory models … develop monetary-policy recommendations from models with a high explanatory value … will evaluate recommendations by critically scrutinizing their preconditions.		
Contents	• Basics: functions of money, money supply • Evidence: prices, inflation, interest rate, growth • Theory: Money-in-utility, cash-in-advance, shopping-time, transaction-costs • Policy: policy rules, neutrality of money		
Teaching and Learning Methods	Active learning		
Additional Information	Additional Information will be provided in the first lecture session.		
Responsible Faculty Member	AOR Dr. André Drost, Center for Macroeconomic Research (CMR)		

Modules O

Module	Organizational Psychology		
Number	52008	Workload	120 h
Credit Points	4 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	90 h
Qualifications	Occupations in management consulting and in human resources departments, ability to evaluate consulting offers		
Module is allocated to	Bachelor Social Sciences: elective module within the subsidiary subject Social Psychology Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Economic Psychology Bachelor Regional Studies Latin America: elective module within the subsidiary subject Social Sciences		
Examination Requirements	Written exam lasting 60 min		
Recommended prior knowledge	None		
Courses	Lecture (Summer term)		
Language	The lecture will be held in English.		
Learning Objectives	Students … … know fundamental theories in organizational psychology. … know empirical methods and findings in the area of organizational psychology. … are able to apply psychological theories to current topics in organizations (e.g., human resources, leadership).		
Contents	• Theories and empirical findings in organizational psychology, e.g., teams, conflict resolution, leadership, motivation		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in the introductory session.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer; Univ.-Prof. Dr. Erik Hölz, Economic and Social Psychology		

Modules P

Module	Personal and Corporate Income Taxes		
Number	19001	Workload	180 h
Credit Points	6 **CP**	Recurrence Frequency	every term
Attendance	60 **h**	Independent Studies	120 **h**
Qualification	Ability to judge upon questions concerning income tax, corporate tax and trade income tax, aimed at a career as tax consultant or tax manager.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Personal and Corporate Income Taxes Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Business taxation		
Examination requirements	written exam: 90 minutes		
Recommended prior knowledge			
Courses	lecture and tutorial with case study		
Language	German		
Learning Objectives	Students… …discuss approaches to business situations from a tax perspective. …present the tax effects of complex business processes. …use the respective sources of law, verdicts and guidelines. …practice techniques to solve tax cases and questions in a practical way. …apply their acquired knowledge and transfer it to new situations. …evaluate taxable situations and decide on the basis of their advantageousness. …develop an understanding of the policies, detailed rules and current practical problems involved in the taxation of companies and shareholders and explore why different solutions are used for these entities when compared to partnerships.		
Contents	• Income Tax • Corporate Tax • Trade Income Tax		
Information about Teaching and Learning Methods	n.a.		
Additional Information	Required readings will be announced at the beginning of the course.		
Responsible Faculty Member	Winter term: Responsible: Univ.-Prof. Dr. Norbert Herzig, Department of General Business Administration, Business Taxation Summer term: To be announced		

Module	Political Economy		
Number	14902	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term (Summer term)
Attendance	60 h	**Independent Studies**	120 h
Qualifications	Working in the economic policy consulting field (ministries, research institutes, public institutions), media, associations, foundations		
Module is allocated to	Bachelor Economics, Bachelor Business Administration, Bachelor Social Sciences: elective module within the specialisation „Constitutional Economics and Economic Political Consulting".		
Examination Requirements	Oral exam or written exam		
Recommended prior knowledge	"Principles of Microeconomics" (Grundzüge der Mikroökonomik), "Principles of Macroeconomics" (Grundzüge der Makroökonomik), "Economic Policy" (Allgemeine Wirtschaftspolitik)		
Courses	Lecture and exercise sessions (Summer term)		
Language	German		
Learning Objectives	Students… … analyse the economic nature of political decision-making. … learn to identify partial interests in the process of political decision-making ... analyse the difference between political majority and general public interest and work out the need for protection of minority in democratic systems. … learn to design concepts which could systematically guarantee a better consideration of the individuals' interests in the political decision-making.		
Contents	▪ Rational Choice Theory ▪ Social Choice Theory ▪ Possible conflicts between constraints of political decisions and individuals' freedom. ▪ Logic of Collective Action ▪ Economic theory of political decision-making ▪ Economic theory of bureaucracy ▪ Economic theory of rent-seeking ▪ Emergence and evolution of institutions in open societies (Institutions between constitution and evolution)		
Information about Teaching and Learning Methods	Lecture and exercise sessions		
Additional Information	High demands on students' own active literature study and reflections. To attend the semina within the Specialisation, the exam in "Theory of Economic Policy" or "Political Economy" has to be passed		
Responsible Faculty Member	Dr. Steffen J. Roth & Prof. Achim Wambach, Ph.D. Accomplishment: Dr. Steffen J. Roth and academic staff of iwp.		

Module	**Practical Course on Programming**		
Number	73004	**Workload**	180 **h**
Credit Points	6 **CP**	**Recurrence Frequency**	Every Second Term Summer Term
Attendance	60 **h**	**Independent Studies**	120 **h**
Qualification	Strategic analysis and solution of a complex software engineering problem by design, implementation and presentation of a Java software project.		
Module is allocated to	B.Sc. Information Systems: compulsory module within the subsidiary subject Mathematics/Computer Science		
Examination requirements	The achievements to deliver consist of the developed Java program and its documentation, a detailed proof of authorship and the "milestone"-presentations held regularly during the course. An additional exam (oral or written) of thirty minutes may be required. A graded certificate of achievement will be provided.		
Prerequisites for Admissions	Programming Course, Foundations of Computer Science 1 and 2		
Courses	Lectures and practical course and "milestone"-presentations		
Language	German		
Learning Objectives	The participants are able to solve a given problem in a self-organizing group. This includes the analysis, partitioning, design, implementation and presentation of the software project.		
Contents	- problem solving as a group - specification and partitioning of software projects - interface design - implementation of a large application - documentation of the source code		
Information about Teaching and Learning Methods	In the first weeks the project to be realized will be presented by the coordinators and there will be an assignment of participants to groups. Afterwards, the groups are responsible for the decomposition of the project into smaller tasks and the design of their interfaces with the coordinators' support. The groups meet regularly at least once a week in order to organize themselves and to discuss the state of their development. At the end of the term the entire project will be presented and evaluated.		
Additional Information	-		
Responsible Faculty Member	Institute for Computer Science		

Module	Programming Course		
Number	73005	**Workload**	180**h**
Credit Points	6 **CP**	**Recurrence Frequency**	Every Second Term Winter Term
Attendance	60 **h**	**Independent Studies**	120 **h**
Qualification	Background and application knowledge about object-oriented programming		
Module is allocated to	B.Sc. Information Systems: compulsory module within the subsidiary subject Mathematics/Computer Science		
Examination requirements	The examination takes place in written form and lasts one or two hours. A graded certificate of achievement will be provided. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Prerequisites for Admissions	none		
Courses	Lectures and exercises		
Language	German		
Learning Objectives	The participants are able to analyse, develop and use simple Java applications. They know how to to work with Java's standard libraries in order to solve given basic exercises by implementing according Java programs.		
Contents	The course starts with a general introduction to development environments and the Java programming language. The main part deals with the fundamental concepts of "data types, statements and control flow", "classes and objects", "object-oriented design and implementation", "Java's libraries" and "debugging". During the course several small programs will be presented.		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and self-responsible preparation of the exercises is mandatory.		
Additional Information	Depending on the course of studies, the participants may earn 3 or 6 CP.		
Responsible Faculty Member	Institute for Computer Science		

Module	Psychology of Marketing and Advertising		
Number	52004	**Workload**	120 h
Credit Points	4 CP	**Recurrence Frequency**	Every summer term
Attendance	30 h	**Independent Studies**	90 h
Qualifications	Occupations in market research companies as well as in marketing departments of companies.		
Module is allocated to	Bachelor Social Sciences: elective module within the subsidiary subject Social Psychology Bachelor Business Administration, Economics, Social Sciences, Health Economics, Information Systems: elective module within the specialisation Economic Psychology		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture (Summer term)		
Language	The lecture will be held in English.		
Learning Objectives	Students … … know psychological theories relevant for marketing and advertising … know empirical methods and findings on psychological aspects of marketing and advertising … are able to apply psychological theories to current topics in marketing and advertising		
Contents	• Theories and empirical findings in psychology of marketing and advertising, e.g., impulse buying, emotional branding, personal selling		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in the introductory session.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer; Univ.-Prof. Dr. Erik Hölzl, Economic and Social Psychology		

Modules R

Module	Risk Management and Insurance		
Number	07009	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term
Attendance	60 h	**Independent Studies**	120 h
Qualifications	Graduates often enter the risk management of large businesses and other organizations. They may also take challenging positions within insurance or benefit consulting firms, brokerage firms, agency operations or insurance companies. They assess and apply techniques of risk management and value-based management of insurance companies.		
Module is allocated to	BA BWL, VWL, SOWI: Finance I and II BA GESÖK, WINFO: Finance		
Examination Requirements	Written exam lasting 60 min		
Recommended prior knowledge	None		
Courses	Lecture and Tutorial (Winter term)		
Language	English		
Learning Objectives	Students … … analyse the methods of risk management, … describe the insurance market and its participants, … calculate premiums and reserves of insurance companies, … analyse the risk situation of insurance companies, … model cash flows of insurance companies, … become familiar with methods to calculate capital requirements, … analyse the methods of value-based management in insurance companies.		
Contents	– Risk management (reasons, processes, instruments) – Overview of offers of insurance – Basic methods of pricing and reserving – Modelling of cash flows in insurance companies – Corporate and risk management in insurance companies – Financial supervision		
Information about Teaching and Learning Methods			
Additional Information	References: – Skipper, H. D. / W. J. Kwon: Risk Management and Insurance, 2007 Further required reading will be announced at the beginning of the term		
Responsible Faculty Member	Univ.-Prof. Dr. Heinrich R. Schradin, Department of Risk Management and Insurance		

Modules S

Module	Selected quantitative methods		
Number	44103	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every summer term (Summer term)
Attendance	60 h	Independent Studies	120 h
Qualification	Theory and application of a selection of advanced quantitative methods		
Module is allocated to	BA BWL, VWL, SOWI, WINFO: Wahl in WB in der Profilgruppe Quantitative Methoden der Wirtschafs- und Sozialwissenschaften		
Examination requirements	Written exam (90 Minutes) *or* oral exam (20 minutes) *or* Exercises/Tests/Projects *or* combination of exam (60%) and Exercises/Tests/Projects (40%)		
Recommended prior knowledge	Statistik A Statistik B Introductory econometrics/applied econometrics or a comparable course		
Courses	Lectures (2 SWS) and exercises (2 SWS)		
Language	English		
Learning Objectives	Students… …aquire programming skills for statistical problems …get a deeper understanding of regression analysis …perform and interpret simulation studies …apply advanced econometric techniques …prepare for writing a quantitative or empirical bachelor thesis		
Contents	• Introduction to R, Matlab or a comparable programming environment • Regression and time series analysis • Monte Carlo simulation • Unit roots and cointegration • Multi-equation modeling • GARCH models		
Information about Teaching and Learning Methods	The course contains computer exercises and may include practical assignments.		
Additional Information	Further information can be found on ILIAS.		
Responsible Faculty Member	Jun.-Prof. Dr. Hans Manner		

Module	Seminar Economic Geography		
Number	50102	Workload	120 h
Credit Points	4 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	90 h
Qualifications	Application-oriented and multidisciplinary preparation for activities in economy, administration, organisations, associations and media in a German, European and international environment.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: compulsory module within the specialisation Economic Geography Bachelor Regional Studies East and Central Europe, Latin America: elective module within the subsidiary subject Social Sciences Bachelor Regional Studies China: elective module within the subsidiary subject Business Administration		
Examination Requirements	Presentation (30%) and paper (making up 70% of the final mark)		
Recommended prior knowledge	None		
Courses	Seminar Economic Geography (Winter term)		
Language	The courses will be held in German and additionally in English (see KLIPS).		
Learning Objectives	Students … …　analyse regional and national institutions and actors of globalization. …　evaluate recent theories and case studies of regional development in Europe. …　learn computer-based methods. …　discuss examples of location and regional development.		
Contents	• Theories of economic geography • Methods of regional science • Regional policy		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Economic and Social Geography		

Module	**Seminar Energy Economics**		
Number	35101	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term (Winter term)
Attendance	30 h	**Independent Studies**	150 h
Qualifications	Students get prepared for an academic career, activities in consulting, associations, administrations and many more in the energy industry		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the specialisation Energy Economics		
Examination Requirements	Written exam: 60 min. or presentation (1/3) and seminar paper (making up 2/3 of the final mark)		
Recommended prior knowledge	Previous knowledge of one of the modules Energy and Environmental Economics or Energy Markets and Regulation is advisable.		
Courses	Seminar		
Languages	Courses will be held in German or in English (see KLIPS).		
Learning Objectives	Students … … discuss current issues in energy or environmental economics. … gain inside into the current state of scientific literature on energy or environmental economics. … analyse the development of selected energy and resource markets or emission sinks. … develop and present a scientific paper		
Contents	The seminar will focus on a current topic in energy or environmental economics, e.g. renewable energies, climate policy, energy and growth.		
Information about Teaching and Learning Methods			
Additional Information	The seminar will be held every week during the lecture period or takes place as block course.		
Responsible Faculty Member	Prof. Marc Oliver Bettzüge, Department of Economics		

Module	Seminar - European Politics		
Number	05108	**Workload**	120 h
Credit Points	4 CP	**Recurrence Frequency**	Every second term
Attendance	30 h	**Independent Studies**	90 h
Qualifications	Analysis, advice and information about working for German, European or international political or higher education institutions, research and media.		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences, group Political Science Bachelor Economics: elective module within the subsidiary subject Social Sciences, group Political Science Bachelor Business Administration, Economics, Health Economics: elective module within the specialisation Political Science Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subject Social Sciences		
Examination Requirements	Presentation (30%) and paper (making up 70% in the final mark)		
Recommended prior knowledge	None		
Courses	Seminar		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	Students … … describe and analyse the fundamental developments of the political system of the EU and its corresponding basic theoretical underpinnings in the study of European integration. … identify and differentiate different forms and modes of governance in the EU. … assess the explanatory power of different theoretical and strategic approaches for academic or practical relevance. … apply their knowledge to topical issues and current problems of European integration and study the relevant academic literature, also in English. … evaluate the theoretical and strategic approaches studied in an independent academic analysis of current developments in the European integration process.		
Contents	• Dates, facts and perspectives on the history, institutions and procedures of the EU political system • Evolution of the EU-system • Institutions and bodies of the EU • Forms of policy-, constitution- and system making.		
Information about Teaching and Learning Methods	E-Learning material may be made available (in ILIAS).		
Additional Information	Weidenfeld, Werner/Wessels, Wolfgang (ed..): Europa von A bis Z, Taschenbuch der europäischen Integration, Baden-Baden; Wessels, Wolfgang: Das Politische System der Europäischen Union, Wiesbaden; Nugent, Neill: The Government and Politics of the European Union – current edition. Further references on our website.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Wessels, Political Science; Contact: Katharina Eckert M.A., Political Science		

Name	Seminar Macroeconomics		
Number	14801	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Qualifies for conceptional works in the fields of Macroeconomics and Public Economics.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Macroeconomics and Public Economics Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Macroeconomics, Money and Financial Markets		
Examination Requirements	Seminar paper and presentation or project work		
Recommended prior knowledge	Specific prerequisites may be required in case of some seminars.		
Courses	Seminars with different focus will be offered. (regularly in both Summer term and Winter term)		
Language	The seminars can be held in German or in English. Regular teaching language is English. The teaching language of each seminar will be announced before the term starts.		
Learning Objectives	Students will… … by themselves deal with current academic and applied questions and use their macroeconomics and public economics skills acquired during their studies. … critically analyze relevant academic and applied literature. … summarize their results in a paper, have to present them in a seminar class and will discuss them with the other participants of the seminar.		
Contents	Topics will be chosen from general theoretical or current applied problems.		
Information about Teaching and Learning Methods			
Additional Information	Additional information will be made available at the beginning of the term.		
Responsible Faculty Member	Center for Macroeconomic Research (CMR): Univ.-Prof. Dr. Martin Barbie Univ.-Jun.-Prof. Dr. Tino Berger Univ.-Prof. Helge Braun, Ph.D Univ.-Prof. Dr. Peter Funk Univ.-Prof. Dr. Alexander Ludwig Univ.-Prof. Dr. Susanne Prantl		

Module	Seminar – Networks and Organisations		
Number	06005	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term
Attendance	30 h	**Independent Studies**	150 h
Qualifications	Knowledge of the conditions and functioning of networks and organisations as well as of the consequences of the integration of individuals in networks and organisations		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences, group Sociology Bachelor Economics: elective module within the subsidiary subject Social Sciences, group Sociology Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subject Social Sciences		
Examination Requirements	Presentation and paper. (The paper will be graded, the presentation will be pass/fail. Passing the presentation is the requirement to be able to write the paper.) or other examination		
Recommended prior knowledge	Introduction to Sociology: Microsociology Introduction to Sociology: Macrosociology		
Courses	Seminar (in Summer term, possibly also in Winter term)		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	Students … describe and differ the functioning of networks and organisations and refer their importance to individual actions and societal processes. … use methods for analysing networks and organisations.		
Contents	Essential topics are: • Network analysis and social capital • Theories of organisational sociology • Quantitative methods for analysing networks and organisations • Application of network or organisational analysis in different sociological fields of research (e.g., family and kinship, education, economy, social change)		
Information about Teaching and Learning Methods	Student presentations, discussions and interpretation of readings in class		
Additional Information	Registration for the course is possible on KLIPS only. The registration for the exam must take place at the respective examination office. Required readings will be announced in every semester; there will be a prepared reader for independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Michael Wagner, Sociology		

Module	Seminar – Sociological Theory		
Number	06007	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term
Attendance	30 h	**Independent Studies**	150 h
Qualifications	Advanced knowledge of sociological theories, ability to reconstruct argumentations from primary sociological sources		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences, group Sociology Bachelor Economics: elective module within the subsidiary subject Social Sciences, group Sociology Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subject Social Sciences		
Examination Requirements	Written exam lasting 60 min; Other examination requirements: Short presentation. (The exam will be graded, the short presentation will be pass/fail. Passing the short presentation is the requirement to be able to participate in the exam.)		
Recommended prior knowledge	None		
Courses	Seminar (in Winter term, possibly also in Summer term)		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	Students … … figure out basic issues in sociological theory formation. … explain the formal structure of sociological theories. … compare them and reconstruct them on the basis of the readings and the interpretation of primary sources.		
Contents	• Basic issues in sociological theory • Structures of sociological theories • Investigating the above mentioned using examples from micro- and macrosociological theories		
Information about Teaching and Learning Methods	Student presentations, intense discussions, interpretation of primary sources in class		
Additional Information	Registration for the course is possible on KLIPS only. The registration for the exam must take place at the respective examination office. Required readings will be announced in every semester; there will be a prepared reader for independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Heiner Meulemann, Sociology		

Module	Seminar – Structure and Change of Societies		
Number	06006	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term
Attendance	30 h	**Independent Studies**	150 h
Qualifications	Advanced knowledge of societal structures and their change, ability to independently analyse a selected sociological issue		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences, group Sociology Bachelor Economics: elective module within the subsidiary subject Social Sciences, group Sociology Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subject Social Sciences		
Examination Requirements	Presentation and paper. (The paper will be graded, the presentation will be pass/fail. Passing the presentation is the requirement to be able to write the paper.) or other examination		
Recommended prior knowledge	Introduction to Sociology: Microsociology Introduction to Sociology: Macrosociology		
Courses	Seminar (in Summer term, possibly also in Winter term)		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	Students … … recognise trends of societal change of modern societies (e.g. individualisation, pluralisation) … describe selected societal structures and their change. … understand the methodological problems of analysing structural change and obtain an overview of the theoretical sociological instruments to analyse and explain societal structures and their change.		
Contents	• Theories and models of selected societal structures and their change (e.g., cohort analyses or diffusion models) • Methodological problems in analysing changing societal structures • Empirical development of selected changing societal structures		
Information about Teaching and Learning Methods	Student presentations, discussions and interpretation of readings in class		
Additional Information	Registration for the course is possible on KLIPS only. The registration for the exam must take place at the respective examination office. Required readings will be announced in every semester; there will be a prepared reader for independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Karsten Hank, Sociology		

Module	Specific aspects of Economic Policy		
Number	14903	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h or 60 h	Independent Studies	150 h or 120 h
Qualifications	Working in the economic policy consulting field (ministries, research institutes, public institutions), media, associations, foundations		
Module is allocated to	Bachelor Economics, Bachelor Business Administration, Bachelor Social Sciences: elective module within the specialisation „Constitutional Economics and Economic Political Consulting".		
Examination Requirements	Oral exam or written exam or other (see announcement)		
Recommended prior knowledge	"Principles of Microeconomics" (Grundzüge der Mikroökonomik), "Principles of Macroeconomics" (Grundzüge der Makroökonomik), "Economic Policy" (Allgemeine Wirtschaftspolitik)		
Courses	Lecture with or without exercise sessions		
Language	German or English		
Learning Objectives	Students… … acquire a deeper understanding of a special area in economic policy. … study the interaction between the relevant actors in this policy field. … apply their knowledge to specific topical issues and current problems in this area. … analyse and evaluate reform options with their own theoretical economic framework. … analyse current political discussions and decisions. … 0acquire the ability to judge politically discussed reform options for the specific area and take part in discussions with fellow students.		
Contents	See announcement		
Information about Teaching and Learning Methods	Lecture with or without exercise sessions		
Additional Information	This module is offered only in an irregular turnus please follow the announcements on the institute's homepage: http://www.iwp.uni-koeln.de/		
Responsible Faculty Member	Dr. Steffen J. Roth & Prof. Achim Wambach, Ph.D. Accomplishment: N.N.		

Module	**Supply Chain Management and Management Science**		
Number	27102	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term
Attendance	60 h	**Independent Studies**	120 h
Qualifications	The ability to optimize, plan and manage complex supply chains.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Supply Chain Management		
Examination Requirements	Written exam lasting 60 min (50-95%) and/or oral exam (5-95%) and case study assignments (making up 5%-50% of the final mark)		
Recommended prior knowledge	Successful participation in "Operations Management"		
Courses	Lecture and discussion session (Winter term, 1. Term)		
Language	The courses will be held in English.		
Learning Objectives	Students … … plan, control and optimize supply chains. … apply modern concepts such as revenue management and contract design. … employ modern problem solving tools such as simulations software. … conduct case studies on real companies.		
Contents	• Supply chain coordination • Revenue management • Contract design • Process optimization • Case studies on general management		
Information about Teaching and Learning Methods	Students will apply the theoretical concepts in real life case studies. Together with guest speakers from industry students will discuss how supply chain management concepts can be applied in practice.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Jun.-Prof. Dr. Kai Hoberg, General Business Administration, Supply Chain Management aund Management Science		

Modules T

Module	The Political System of the EU: Governance and Institutions		
Number	05208	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	Every second term
Attendance	30 h	**Independent Studies**	150 h
Qualifications	Application-oriented and multidisciplinary preparation for activities in economy, administration, organisations, associations and media in a German, European and international environment.		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences – Group Integrative Social Sciences - Subgroup Governance and International Relations		
Examination Requirements	Presentation (making up 30% of the final mark) and paper (making up 70% of the final mark)		
Recommended prior knowledge	32 credit points in the main subject Social Sciences Methods of Social Sciences and related areas.		
Courses	Seminar (Winter term)		
Language	The seminar will be held in English.		
Learning Objectives	Students… … analyse political processes of decision-making in an international, transnational and supranational context. … establish within the subgroup Governance and International Relations a connection between different subjects and disciplines at a specific, theoretical, methodological and empirical level.		
Contents	Students become familiar with approaches and perspectives of the European Policy. Main focuses are current developments in European integration and in other international and supranational organisations and institutions as well as the handling with decisive theoretical, methodological and analytical concepts of international cooperation and integration.		
Information about Teaching and Learning Methods	Students actively participate in the seminar, discussion after the presentations.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Wessels, Political Science; Contact: Katharina Eckert M.A., Political Science		

Module	Theory of Economic Policy		
Number	14901	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (Winter term)
Attendance	60 h	Independent Studies	120 h
Qualifications	Working in the economic policy consulting field (ministries, research institutes, public institutions), media, associations, foundations		
Module is allocated to	Bachelor Economics, Bachelor Business Administration, Bachelor Social Sciences: Elective module within the specialisation „Constitutional Economics and Economic Political Consulting".		
Examination Requirements	Oral exam or written exam		
Recommended prior knowledge	"Principles of Microeconomics" (Grundzüge der Mikroökonomik), "Principles of Macroeconomics" (Grundzüge der Makroökonomik), "Economic Policy" (Allgemeine Wirtschaftspolitik)		
Courses	Lecture and exercise sessions (Winter term)		
Language	German		
Learning Objectives	Students… … understand that "Economic Policy" as scientific discipline deals with a normative basis and is equally intersubjectively verifiable. … work out essential elements of economic analyses and its use for scientific political consulting. … learn to identify questions and fields where economic expertise might be relevant. … analyse the danger of methodological faults and fallacies in scientific economic policy. … apply the concepts and their knowledge to currently discussed problems.		
Contents	- Philosophy of science, delimitation of economic science from related sciences - Theory of complex systems and emergence of spontaneous orders - Evolutionary theory "Comparison of real alternative institutional arrangements as basic principle for political consulting ("Comparative institution approach") - Economic political consulting in democratic systems ("Calculus of Consent") "Constitutional Economics"		
Information about Teaching and Learning Methods	Lecture and exercise sessions		
Additional Information	High demands on students' own active literature study and reflections. Prequisite for the seminar within the specialisation is the module "Theory of Economic Policy" or "Political Economy"		
Responsible Faculty Member	Dr. Steffen J. Roth & Prof. Achim Wambach, Ph.D. Accomplishment: Dr. Steffen J. Roth and academic staff of iwp.		

Name	**Topics in Macroeconomics**		
Number	14802	**Workload**	180 h
Credit Points	6 CP	**Recurrence Frequency**	regularly every 2nd term (summer)
Attendance	60h	**Independent Studies**	120h
Qualifications	Qualifies students for work in the media sector, political parties, research institutes, the financial sector and other institutions where a solid knowledge in the selected issues of the mentioned matters of "Topics in macroeconomics" is helpful. Prepare for further scientific inquiry in this field.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Macroeconomics and Public Economics Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Macroeconomics, Money and Financial Markets		
Examination Requirements	Written exam: 90 min. *or* oral exam*: 20 min.*		
Recommended prior knowledge	Prerequisites will be announced before the term starts. (summer term)		
Courses	Will be announced before the term starts.		
Language	The courses can be held in German or in English. Regular teaching language is English. The teaching language of each seminar will be announced before the term starts.		
Learning Objectives	Students…. … know the empirical facts and institutions for the selected issues of "Topics in Macroeconomics" and can rank their relevance critically. … analyze the relevant theoretical, empirical and applied literature related to this issues. … discuss and review the selected issues thereby using their skills in macroeconomics.		
Contents	- empirical facts and institutional framework - positive theoretical models - foundation for normative evaluation of the selected issues of "Topics in Macroeconomics".		
Information about Teaching and Learning Methods	Will be announced before the term starts.		
Responsible Faculty Member	Center for Macroeconomic Research (CMR): Univ.-Prof. Dr. Martin Barbie Univ.-Jun.-Prof. Dr. Tino Berger Univ.-Prof. Helge Braun, Ph.D Univ.-Prof. Dr. Peter Funk Univ.-Prof. Dr. Alexander Ludwig		

Name	**Topics in Public Economics I**		
Number	14803	**Working Hours**	180h
Credit Points	6 CP	**Recurrence Frequency**	regularly every 2nd term
Attendance	60h	**Independent Studies**	120h
Qualifications	Expert advice for decision-making bodies in politics and economics with focus on issues in fiscal policy. Employment as economic journalists, in research institutes or in academic research.		
The module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Macroeconomics and Public Economics Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Public Finance		
Examination Requirements	Written exam: 90 min. *or* oral exam*: 20 min.*		
Recommended prior knowledge	Introductory Microeconomics Principals of Macroeconomics Introductory Public Economics		
Courses	Lecture and Exercise Sessions (Winter term)		
Learning Objectives	Students will learn the following skills: Substantive knowledge of the current research in the field of the theory of public expenditure as well as possible strategies of an empirical review. Methodological skills: (i) Microfounded derivation of the central results in the theory of public expenditure, (ii) Derivation of policy recommendations for public expenditure policies on the basis of welfare economics. Relating to applications: Discussion of the central concepts in relation to current issues in economic policy.		
Content	• Externalities, Pigou taxes, quantity regulation, Coase theorem • Public goods, efficiency conditions, state provision and the crowding out of private contributions, necessity of public intervention in order to achieve efficiency • Central vs. decentral supply of public goods • Social security • Distributive politics and antipoverty measures		
Information About Teaching and Learning Methods	Additional information will be provided at the beginning of the term.		
Faculty	Univ.-Prof. Dr. Felix Bierbrauer, Center for Macroeconomic Research (CMR)		

Name	**Topics in Public Economics II**		
Number	14804	**Working Hours**	180h
Credit Points	6 CP	**At Regular Intervals**	every two terms
Attendance	60h	**Independent Studies**	120 h
Qualifications	Expert advice for decision-making bodies in politics and economics with focus on issues in fiscal policy. Employment as economic journalists, in research institutes or in academic research.		
The module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Macroeconomics and Public Economics Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Public Finance		
Examination Requirements	written exam 90 Minuten or oral exam 20 min		
Recommended prior knowledge	Introductory Microeconomics Principals of Macroeconomics Introductory Public Economics		
Courses	Lecture and Exercise Sessions (Summer term)		
Learning Objectives	Students will learn the following skills: Substantive knowledge of the current research in the field of the theory of public expenditure as well as possible strategies of an empirical review. Methodological skills: (i) Microfounded derivation of the central results in the theory of public expenditure, (ii) Derivation of policy recommendations for tax policy on the basis of welfare economics. Relating to applications: Discussion of the central concepts in relation to current issues in economic policy.		
Content	• The effect of taxation on individual behavior and on the efficiency of market outcomes • Indirect taxes • Taxation of income • Corporate taxation • Political economy of distributive income tax systems		
Information About Teaching and Learning Methods	Additional information will be provided at the beginning of the term.		
Faculty	Univ.-Prof. Dr. Felix Bierbrauer, Center for Macroeconomic Research (CMR)		

Module	Transnational Social Policy and International Standards as a Problem of Governance		
Number	05207	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (winter term)
Attendance	30 h	Independent Studies	150 h
Qualifications	Application-oriented, multidisciplinary preparation for activities in economy, administration, organisations, associations and media within a German, European and international environment.		
Module is allocated to	Bachelor Social Sciences: elective module within the main subject Social Sciences – Group Integrative Social Sciences - Subgroup Governance and International Relations		
Examination Requirements	Presentation or oral contribution respective (making up 30% of the final grade) and paper (making up 70% of the final grade)		
Recommended prior knowledge	32 credit points in the main subject Social Sciences Methods of Social Sciences and related areas.		
Courses	Seminar (Winter term)		
Language	The course is held in English language.		
Learning Objectives	Students… … analyse political processes of decision-making in an international, transnational and supranational context. … interlink different subjects and disciplines on a specific, theoretical, methodological and empirical level.		
Contents	Students become familiar with theoretical approaches and perspectives of transnational social policy. Main focuses are the developments and concepts of international and supranational organisations in the field of social policy. Questions are also related to models and methods in the framework of a world social order. The topics will be discussed with reference to relevant regional case studies.		
Information about Teaching and Learning Methods	Students are required to comment on and to discuss several topics. Exercises and presentations prepared by students.		
Additional Information	compulsory reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Frank Schulz-Nieswandt, Department of Social Policy		

Modules V

Module	Value Added and Inheritance Tax		
Number	19002	**Workload**	180 h
Credit Points	6 **CP**	**Recurrence Frequency**	every term
Attendance	60 **h**	**Independent Studies**	120 **h**
Qualification	Ability to judge upon questions concerning real estate transfer tax, value added tax and gift and inheritance tax, aimed at a career as tax consultant or tax manager.		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences, Information Systems: elective module within the specialisation Corporate taxes		
Examination requirements	written exam: 90 minutes		
Recommended prior knowledge	none		
Courses	lecture Verkehr- und Substanzsteuern and tutorial Verkehr- und Substanzsteuern mit Fallbearbeitung		
Language	German		
Learning Objectives	Students …discuss approaches to business situations from a tax perspective. …present the tax effects of complex business processes …use the respective sources of law, verdicts and guidelines. …practice techniques to solve tax cases and questions in a practical way. …apply their acquired knowledge and transfer it to new situations. …evaluate taxable situations and decide on the basis of their advantageousness. …judge upon international constellations.		
Contents	• real estate transfer tax • value added tax • gift and inheritance tax		
Information about Teaching and Learning Methods			
Additional Information	Required readings will be announced at the beginning of the course.		
Responsible Faculty Member	Winter term: Responsible: Univ.-Prof. Dr. Norbert Herzig, Department of General Business Administration, Business Taxation Summer term: To be announced		

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