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**Module Name:** Corporate Sustainability and Risk Management

**Responsible:** Fröhling, Magnus / Prof.

**Lecturer(s):** Fröhling, Magnus / Prof.

**Institute(s):** Professor of Ressourcemanagement

**Duration:** 1 Semester(s)

**Competencies:** The students are able to identify, discuss and solve fundamental problems of sustainability and risk management in companies.

**Contents:** Among others the topics of the course comprise:

- Origins of the sustainability concept
- Relevance of the sustainability concept for companies
- Methods and tools for the operationalisation of sustainability management,
- Relevance of corporate risk management
- The risk management cycle
- Methods and tools for corporate risk management.

**Literature:**

- Anderson (2005): Corporate Survival: The Critical Importance of Sustainability Risk Management, iUniverse
- Bertsch (2011): Uncertainty handling in multi-attribute decision support for industrial risk management, KIT Scientific Publishing
- Borghesi, Gaudenzi (Eds., 2013): Risk Management, Springer
- Merz (2011): Entwicklung einer indikatorenbasierten Methodik zur Vulnerabilitätsanalyse für die Bewertung von Risiken in der industriellen Produktion, KIT Scientific Publishing
- Okpara, Idowu (Eds., 2013): Corporate Social Responsibility, Springer
- Taticchi, Carbone, Albino (Eds., 2013): Corporate Sustainability, Springer

**Types of Teaching:**

- S1 (SS): Lectures (2 SWS)
- S1 (SS): Exercises (2 SWS)

**Pre-requisites:**

**Frequency:** yearly in the summer semester

**Requirements for Credit Points:** For the award of credit points it is necessary to pass the module exam. The module exam contains: KA [90 to 90 min]

**Credit Points:** 6

**Grade:** The Grade is generated from the examination result(s) with the following weights (w):

- KA [w: 1]

**Workload:** The workload is 180h. It is the result of 60h attendance and 120h self-studies.
**Module Name:** Organizational Communication  
(English)

**Responsible:** Hinner, Michael B. / Prof. Dr.

**Lecturer(s):** Hinner, Michael B. / Prof. Dr.

**Institute(s):** Professor of Business English, Business Communication and Intercultural Communication

**Duration:** 1 Semester(s)

**Competencies:** The module seeks to transmit the theoretical foundation for organizational communication and apply it in a real world context (e.g. the resource industry, engineering, etc.) to see how effective internal and external communication can transmit competence, credibility, and ethics to all essential stakeholders within and without organizations as well as the public at large.

**Contents:** The module consists of one lecture and one tutorial and is structured as follows:

1. The lecture focuses on the following communication topics: Organizational communication theory, social components of communication, social networks, diversity and communication, identity, corporate culture and communication, power and communication, negotiation, attitudes, and persuasion, conflict communication, internal and external communication, formal and informal communication, stakeholder communication, crisis communication, globalization, technology and communication.

2. The tutorial integrates the above topics into an applied context (e.g. the resource industry, engineering, etc.). Participants will analyze and discuss the topics and contexts in small groups and present the results informally and formally throughout the semester.

The module is taught in English and the assignments have to be completed in English.

**Literature:**

**Types of Teaching:**
- S1 (SS): Lectures (2 SWS)
- S1 (SS): Exercises (2 SWS)

**Pre-requisites:** Recommendations: Abitur-level English, or equivalent knowledge of English.

**Frequency:** yearly in the summer semester

**Requirements for Credit Points:** For the award of credit points it is necessary to pass the module exam. The module exam contains:
- KA*: [90 min]
- AP*: Active participation, as well as assignments in the module
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|                 | KA*: [w: 4] |
|                 | AP*: Active participation, as well as assignments in the module [w: 1] |

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.

| Workload:       | The workload is 180h. It is the result of 60h attendance and 120h self-studies. Self-study time includes reading the relevant literature, preparation and follow-up work for in-class participation as well as preparation time for the written exam, i.e. “Klausurarbeit” and the assignments. |
### Module Name: Project Management (English)

**Responsible:** Jacob, Dieter / Prof. Dr.

**Lecturer(s):** Müller, Clemens / Master

**Institute(s):** Professor of Construction Management

**Duration:** 1 Semester(s)

**Competencies:** Students obtain an understanding of the concept of project management and become familiar with important tasks in relation to the management of projects.

**Contents:** This course presents the principles and techniques of managing projects, primarily engineering projects, from the owner’s feasibility study through design and development to completion. It emphasises project management during the early stages of project development because it is at that point that the ability to influence the quality, cost and time of a project is at its highest. It includes project scope definition, development of work plan, planning and scheduling, procurement strategies and highlights the management of the three basic components of a project: quality/scope, budget/cost and time/schedule. A simulation exercise is included to demonstrate working in a group and highlight the importance of communication against a backdrop of determining procurement strategy.

**Literature:**

- Schelle, Heinz/ Ottmann, Roland/ Pfeiffer, Astrid: Project Manager. German Association for Project Management (GPM), Member of the International Project Management Association (IPMA), 2006.
- Berner, Fritz; Köchendörfer, Bernd; Schach, Rainer: Grundlagen der Baubetriebslehre 2 – Baubetriebsplanung, 2nd Ed, 2014
- Uher, Thomas; Adam, Zantis; Zantis: Programming and Scheduling Techniques, 2nd Ed, 2011.

**Types of Teaching:**

- S1 (WS): Exercises (1 SWS)
- S1 (WS): Lectures (1 SWS)

**Pre-requisites:**

**Recommendations:**
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<td>Workload:</td>
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</table>
**Module Name:** Business Communication (English)

**Responsible:** Hinner, Michael B. / Prof. Dr.

**Institute(s):** Professor of Business English, Business Communication and Intercultural Communication

**Duration:** 1 Semester(s)

**Competencies:** The module seeks to transmit the theoretical foundation for human communication principles and applies them in a business context to illustrate and analyze how communication influences, directs, and determines business transactions and relationships in, for example, the resource industry, engineering firms, global corporations, etc.

**Contents:** The module consists of one lecture and one tutorial and is structured as follows:

1. The lecture focuses on the following topics: Communication, communication models, perceptual process, communication channels and media, communication context, meaning, encoding and decoding, feedback analysis, verbal and nonverbal communication, business and communication.
2. The tutorial integrates the above topics into an applied business context (e.g. the resource industry, engineering firms, global corporations, etc.). Participants will analyze and discuss the topics and contexts in small groups and present the results informally and formally. The module is taught in English and assignments have to be completed in English.

**Literature:**

**Types of Teaching:**
- S1 (WS): Lectures (2 SWS)
- S1 (WS): Exercises (2 SWS)

**Pre-requisites:**

**Recommendations:** Abitur-level English, or equivalent knowledge of English.

**Frequency:** yearly in the winter semester

**Requirements for Credit Points:** For the award of credit points it is necessary to pass the module exam. The module exam contains:
- KA* [90 min]
- AP*: Active participation, as well as assignments in the module.

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4.0), respectively.

**Credit Points:** 6

**Grade:** The Grade is generated from the examination result(s) with the following weights (w):
- KA* [w: 4]
- AP*: Active participation, as well as assignments in the module. [w: 1]

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4.0), respectively.

**Workload:** The workload is 180h. It is the result of 60h attendance and 120h self-studies. Self-study time includes reading the relevant literature,
preparation and follow-up work for in-class participation as well as preparation time for the written exam, i.e. "Klausurarbeit" and the assignments.
Module Name: **Strategies of the Resource Industry**

**Responsibility:** Fröhling, Magnus / Prof.

**Lecturer(s):** Bartz, Stefan

**Institute(s):** Professor of Ressourcemanagement

**Duration:** 1 Semester(s)

**Competencies:**
- Understand the strategic role of valuations for the resource industry (energy and mining)
- Learn basic valuation concepts and their practical application in energy and mining (examples based on real cases)
- Transform verbal description of a real business case into a financial model (case studies based on simplified real business cases)
- Know recent developments of valuation in the relevant industries (e.g. real options, simulations, etc.)

**Contents:**
- Context of valuation and strategy development
- Case history of a typical metal mine (example)
- Economical characteristics of mining and energy businesses
- Types of valuations for energy and mining businesses, valuation objects and subjects, staged approach for studies
- Input data for valuations, availability to different stakeholders, brainstorming exercises
- Role of value chains and industry cost curves for valuation, commodity-like goods and market imperfections (gold, coal, copper, power)
- Wholesale power markets, merit order, influence of CO2 emissions trading and renewables (examples)
- Application of basic P&L / CF statements for valuations (examples)
- Traditional investment decision criteria (NPV, IRR, LAC, LAR, Payback)
- Financing models and hurdle rates (examples)
- Instruments for the analysis of uncertainty and risk in valuations, exercise “country risk”
- Binary decision trees in exploration (example gold)
- Real options: Example gas-fired power plant

**Case study:** Prepare evaluation of a business plan and presentation.

**Literature:**

**Types of Teaching:**
- S1 (SS): Lectures (1 SWS)
- S1 (SS): Exercises (1 SWS)

**Pre-requisites:**

**Recommendations:**
To take part in the module „Strategies of the Resource Industry“, it is strongly recommended that the student has prior knowledge of microeconomics and investment and finance. If this is not the case, the
student is responsible to make himself familiar with the necessary knowledge.

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<td>For the award of credit points it is necessary to pass the module exam. The module exam contains: AP*: Group Work KA* [120 min]</td>
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<td>* In modules requiring more than one exam, this exam has to be passed or completed with at least &quot;ausreichend&quot; (4,0), respectively.</td>
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<td>* In modules requiring more than one exam, this exam has to be passed or completed with at least &quot;ausreichend&quot; (4,0), respectively.</td>
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<tr>
<td>Workload:</td>
<td>The workload is 90h. It is the result of 30h attendance and 60h self-studies.</td>
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</table>
Module Name: **Project and Contract Management**

**Responsible:**  
Drebenstedt, Carsten / Prof. Dr.  
Bongaerts, Jan C. / Prof. Dr.

**Lecturer(s):**  
Bongaerts, Jan C. / Prof. Dr.

**Institute(s):**  
Professor of Environmental & Resource Management  
Institute of Mining and Special Civil Engineering

**Duration:** 1 Semester(s)

**Competencies:**  
The objectives of the module are to convey principal elements of project and contract management.  
Project Management: The student will be able to identify, analyze and structure the issues involved in a large scale environmental remediation project. On the basis of this skill, the student will be in a position to set up, organise, and control a project and its components including the procurement of outside services. He/she will be capable of managing the tendering of contracts, identifying critical paths, setting up financial controlling, initiating technical controlling as well as establishing quality assurance and control.  
Contract Management: The student will be able to identify the various types of contracts required to manage large scale environmental remediation projects. In particular, he/she will be in a position to compile information required to generate contracts, formulate draft contracts, expedite the execution of contracts, and to establish the organizational structures to facilitate the storage and retrieval of crucial information by project personnel. Presentation of small group projects and case studies forms an essential part of the module in order to train communication skills.

**Contents:**  
Project management is a set of principles, practices, and techniques applied to lead project teams and control project schedule, cost, and performance risks. The basic elements are

- Project integration including the establishment of life cycle phases ending in milestones, producing a set of project documents and preparing a project management plan,
- Project scope definition including the definition of requirements, breaking down the work into single components, establishing cost and schedule baselines,
- Time management using automated scheduling systems, conducting critical path analysis,
- Cost management covering the preparation of cost estimates, tracking costs at the work package level,
- Quality management by defining goals and stating methods to achieve quality assurance, implementing quality measurement and continuous quality improvement,
- Risk management composed of risk analysis and implementing measures for risk avoidance and mitigation,
- Human Resources management entailing the establishment of clear goals, maintaining channels of communication, and instruments to resolve conflicts,
- Communications, including internal project team communication and external public relations,
- Procurement.
Contract management covers aspects that are part of project management such as Procurement. Although contract management is an integral part of project management it deserves particular attention due to its legal implication during the execution of a project and the potential to preserve knowledge in spite of long-term staff attrition. Therefore, it is focused on further by discussing:

- Life Cycle of contracts, contract types, e.g. expert opinions, services, supplies and contract structures
- Parties involved in designing contracts
- Contract elements, e.g. risks, occupational health and safety, conflicts of interest, ownership and tights to the use of intellectual property, dispute resolution, regulatory controls
- Contract negotiations and elements of contract administration
- Cost and price analysis

The subjects will be presented using summary texts, graphs, software demonstration and case studies. Students shall participate in the presentation to solicit ideas as well as individual situations experienced and integrate these in the structured presentation. Where appropriate, real-life situations will be simulated.

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<td>S1 (WS): Lectures (6 d) S1 (WS): Seminar (9 d)</td>
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<tr>
<td>Pre-requisites:</td>
<td><strong>Recommendations:</strong> No previous knowledge of management is required.</td>
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<td>Frequency:</td>
<td>yearly in the winter semester</td>
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<tr>
<td>Requirements for Credit Points:</td>
<td>For the award of credit points it is necessary to pass the module exam. The module exam contains: KA [120 min] PVL: Presentation of results of practical training PVL have to be satisfied before the examination.</td>
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<td>Workload:</td>
<td>The workload is 180h. It is the result of 120h attendance and 60h self-studies.</td>
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</table>
**Module Name:** Environmental Management and Policies  

**Responsible:** Fröhling, Magnus / Prof.  

**Lecturer(s):** Fröhling, Magnus / Prof.  

**Institute(s):** Professor of Ressourcemanagement  

**Duration:** 1 Semester(s)  

**Competencies:**  
Students are able to identify and explain environmental issues accruing in companies. They explain the origin of environmental impacts, the framework which has to be considered and are able to apply selected methods and tools to solve (simplified) problems accruing in practice. They discuss the status of these methods and tools with regard to real problem instances and the current scientific literature and political discussion.  

**Contents:**  
The course covers among others:  
- Environmental impacts of industrial and business activities,  
- Societal, economic and legal frameworks of environmental protection,  
- Environmental Management Systems, and  
- Methods and tools of Cleaner Production.  

**Literature:**  
- Dobson (2016): Environmental Politics, Oxford University Press  
- Schaltegger, Burritt, Petersen (2003): An Introduction to Corporate Environmental Management, Greenleaf Publishing  

**Types of Teaching:**  
- S1 (WS): Lecture Environmental Management and Policies / Lectures (2 SWS)  
- S1 (WS): Tutorial Environmental Management and Policies / Exercises (2 SWS)  

**Pre-requisites:**  
yearly in the winter semester  

**Requirements for Credit Points:**  
For the award of credit points it is necessary to pass the module exam. The module exam contains:  
KA [90 min]  

**Credit Points:**  
6  

**Grade:**  
The Grade is generated from the examination result(s) with the following weights (w):  
KA [w: 4]  

**Workload:**  
The workload is 180h. It is the result of 60h attendance and 120h self-studies.
Module Name: **International Development and Resources**

Responsible: Stephan, Johannes / Prof. Dr.

Lecturer(s): Stephan, Johannes / Prof. Dr.

Institute(s): Professor of International Resource Policy and Economic Development

Duration: 1 Semester(s)

Contents:

Part I - Economic development and emerging markets
   I.1 Foreign exchange and economic development
   I.2 Reminder of trade theory and politics
   I.3 Characteristics of developed, emerging, and developing countries
   I.4 Theories of Economic Development: Overview
   I.5 Development Policies: Approaches, Failures, and New Consensus?
   I.6 The Chinese way: infrastructure for development

Part II - The role of natural resources for economic development
   II.1 The concept of the resource curse in general
   II.2 The Salter-Swan model
   II.3 Concepts for a benign role of resources for development
      (“Successful resource-based development”)
   II.4 The economics of export restrictions of depletable resources
      (example rare earth, other critical resources)

Literature:


World Bank Development Report (current years)


Types of Teaching:

S1 (SS): Lectures (2 SWS)
S1 (SS): Exercises (2 SWS)

Pre-requisites:

**Recommendations:**

Makroökonomik, 2009-08-18
Mikroökonomische Theorie, 2014-03-05

Knowledge at Bachelor level in business administration is required.

Frequency: yearly in the summer semester

Requirements for Credit:

For the award of credit points it is necessary to pass the module exam.
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<tr>
<th>Points:</th>
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<td></td>
<td>KA [120 min]</td>
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<td>AP: Presentation [15 min]</td>
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<tr>
<th>Workload:</th>
<th>The workload is 180h. It is the result of 60h attendance and 120h self-studies.</th>
</tr>
</thead>
</table>
**Module Name:** International Business and Management  
(English):

**Responsible:** Stephan, Johannes / Prof. Dr.  
**Lecturer(s):** Stephan, Johannes / Prof. Dr.  
**Institute(s):** Professor of International Resource Policy and Economic Development  
**Duration:** 1 Semester(s)

**Competencies:** The intention of this module is to teach students the particularities of management of firms where several international markets are involved. This helps to-be-managers to prepare for the particular challenges and problems involved in the internationalisation of firms. The first part of this course focuses on explaining the existence of the multinational enterprise by generalising the theory of the firm and its characterisation on the one side and particularities of management in multinational enterprises on the other. The management part of the course analyses strategies of entry into foreign markets, including entry modes, entry timing and the location from an institutional perspective and by use of case studies. The third part of the course is concerned with the management of knowledge and R&D both within the multinational enterprise and between the multinational enterprise and its host economies. This is discussed in terms of effects of knowledge and R&D management on subsidiary development and on technology transfer externalities (spillovers).

**Contents:**

1. Economic theories of internationalisation and TNC  
   - Static vs dynamic theories  
   - Internalisation-theories and asset-based theories

2. International management and entry strategies  
   - Network theory  
   - Choice of location and time of entry  
   - Entry modes, control and market power  
   - Internationalisation of knowledge

3. Economic analysis of TNCs and policy-implications  
   - FDI and host country effects, national innovation systems  
   - TNCs and Intellectual Property Rights  
   - Foreign Direct Investment policies

**Literature:**


**Types of Teaching:**  
S1 (WS): Lectures (2 SWS)  
S1 (WS): Exercises (2 SWS)

**Pre-requisites:**  
**Recommendations:**  
- Makroökonomik, 2009-08-18  
- Mikroökonomische Theorie, 2014-03-05  
Knowledge at Bachelor level in business administration is required.
<table>
<thead>
<tr>
<th>Frequency:</th>
<th>yearly in the winter semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>Requirements for Credit Points:</td>
<td>For the award of credit points it is necessary to pass the module exam. The module exam contains: KA [120 min] AP: Presentation [15 min]</td>
</tr>
<tr>
<td>Credit Points:</td>
<td>6</td>
</tr>
<tr>
<td>Grade:</td>
<td>The Grade is generated from the examination result(s) with the following weights (w): KA [w: 4] AP: Presentation [w: 1]</td>
</tr>
<tr>
<td>Workload:</td>
<td>The workload is 180h. It is the result of 60h attendance and 120h self-studies.</td>
</tr>
</tbody>
</table>
**Module Name:** Economic Theory: Macro-Economics

**Responsible:** Schönfelder, Bruno / Prof. Dr.

**Lecturer(s):** Schönfelder, Bruno / Prof. Dr.

**Institute(s):** Professor of Economics

**Duration:** 1 Semester(s)

**Competencies:** Students are able to discuss macro-economic problems on an intermediate level.

**Contents:** The course relates to all relevant issues of macro-economics, such as national output and income, aggregate demand and supply, employment, fiscal and monetary policy.


**Types of Teaching:**
- S1 (SS): Lectures (2 SWS)
- S1 (SS): Exercises (2 SWS)

**Pre-requisites:**
- **Recommendations:** No previous knowledge of economics is required.

**Frequency:** yearly in the summer semester

**Requirements for Credit Points:** For the award of credit points it is necessary to pass the module exam. The module exam contains:
- KA [90 min]
- PVL: A midterm test and the fulfilment of up to three assignments. Further details are announced in class. PVL have to be satisfied before the examination.

**Credit Points:** 6

**Grade:** The Grade is generated from the examination result(s) with the following weights (w):
- KA [w: 1]

**Workload:** The workload is 180h. It is the result of 60h attendance and 120h self-studies. Self-studies include assignments, preparation and wrapping up of lectures as well as preparation of presentations and of examinations.
<table>
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<tr>
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<tbody>
<tr>
<td>Module Name:</td>
<td>Internship [IBDEM]</td>
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<tr>
<td>(English):</td>
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<tr>
<td>Responsible:</td>
<td>Stephan, Johannes / Prof. Dr.</td>
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<tr>
<td>Lecturer(s):</td>
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<tr>
<td>Institute(s):</td>
<td>Professor of International Resource Policy and Economic Development</td>
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<tr>
<td>Duration:</td>
<td>9 Week(s)</td>
<td></td>
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<tr>
<td>Competencies:</td>
<td>The objective of the internship is to allow students to apply the knowledge acquired during their studies in practice.</td>
<td></td>
<td></td>
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<tr>
<td>Contents:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Literature:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Types of Teaching:</td>
<td>S1: Practical Application (9 Wo)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pre-requisites:</td>
<td>Recommendations:</td>
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<tr>
<td></td>
<td>Approval of the examination committee of IBDEM that the internship is sufficient</td>
<td></td>
<td></td>
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<tr>
<td>Frequency:</td>
<td>constantly</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Requirements for Credit Points:</td>
<td>For the award of credit points it is necessary to pass the module exam. The module exam contains: AP: Written report about the internship with a length of 15 pages</td>
<td></td>
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</tr>
<tr>
<td>Credit Points:</td>
<td>12</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grade:</td>
<td>The examination results are not rated. The credits are given when the exams are passed successfully.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Workload:</td>
<td>The workload is 360h.</td>
<td></td>
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</tr>
</tbody>
</table>
**Module Name:** Scholarly Rhetoric  

**Responsible:** Hinner, Michael B. / Prof. Dr.  

**Lecturer(s):** Hinner, Michael B. / Prof. Dr.  

**Institute(s):** Professor of Business English, Business Communication and Intercultural Communication  

**Duration:** 1 Semester(s)  

**Competencies:** The module seeks to convey how quantitative, qualitative, and content analysis methods are applied in human communication and social sciences so as to demonstrate how a scientific paper is researched, written, presented, and discussed in English.  

**Contents:** The participants will learn how to research, write, present, and discuss a scientific paper. To that end, the following topics will be addressed in the module:  

- Academic style and ethics  
- Formulating research questions and hypotheses  
- Quantitative, qualitative, experimental research, field studies, and content analysis methods  
- Measurement in communication research  
- Paper content, style and layout  
- Documenting sources  
- Editing  
- Presentations  
- Discussions.  

The module is taught in English.  


**Types of Teaching:** S1 (WS): Lectures (2 SWS)  

**Pre-requisites:** 

**Recommendations:** Abitur-level English, or equivalent knowledge of English.  

**Frequency:** yearly in the winter semester  

**Requirements for Credit Points:** For the award of credit points it is necessary to pass the module exam. The module exam contains:  

- AP*: Written assignment  
- AP*: Presentation  

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4.0), respectively.  

**Credit Points:** 3  

**Grade:** The Grade is generated from the examination result(s) with the following weights (w):  

- AP*: Written assignment [w: 4]  
- AP*: Presentation [w: 1]  

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4.0), respectively.  

**Workload:** The workload is 90h. It is the result of 30h attendance and 60h self-studies. Self-study includes preparing the written assignment and the formal presentation in English.
**Module Name:** Seminar Business and Intercultural Communication  

**Responsible:** Hinner, Michael B. / Prof. Dr.  

**Lecturer(s):** Hinner, Michael B. / Prof. Dr.  

**Institute(s):** Professor of Business English, Business Communication and Intercultural Communication  

**Duration:** 1 Semester(s)  

**Competencies:** Participants will analyze diverse business and intercultural communication issues that have relevance to the world of business (e.g. the resource industry, engineering, etc.), write a scientific paper in English on a select business and intercultural communication topic, and present it formally.  

**Contents:** This seminar focuses on various aspects of human communication and its relevance in the world of business; for example, the resource industry, engineering, etc. To that end, participants will familiarize themselves with such topics as intrapersonal, interpersonal, group, organizational, and mass communication. Additional topics will include verbal and non-verbal communication, the perceptual process, feedback, persuasion, relationships, conflict management, formal and informal communication, mediated communication, including electronic media and communication as well as content analysis. The module is taught in English.  

**Literature:** The literature will depend on the topic, but will include the standard works and related journal articles on human communication including intercultural, intrapersonal, interpersonal, group, organizational, and mass communication. Extensive internet research as well as field studies and interviews may also be necessary.  

**Types of Teaching:** S1 (WS): Seminar (2 SWS)  

**Recommendations:** Some previous knowledge of human communication is recommended.  

**Frequency:** each semester  

**Requirements for Credit Points:** For the award of credit points it is necessary to pass the module exam. The module exam contains:  

- AP*: Scientific Paper  
- AP*: Formal Presentation  

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.  

**Credit Points:** 4  

**Grade:** The Grade is generated from the examination result(s) with the following weights (w):  

- AP*: Scientific Paper [w: 4]  
- AP*: Formal Presentation [w: 1]  

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.  

**Workload:** The workload is 120h. It is the result of 30h attendance and 90h self-studies. Self-study includes researching and writing the scientific paper and the formal presentation in English.
### Module Name:
**Aspects of the International Law of Resources & Environment 2**

### Responsible:
Jaeckel, Liv / Prof.

### Lecturer(s):
Albrecht, Maria

### Institute(s):
**Professor of Public and Environmental Law**

### Duration:
1 Semester(s)

### Competencies:
Students with the background of Aspects of International Law of Resources & Environment 1 will be enabled to understand the characteristics of cases in International environmental law. After completion of this cluster, students should be able to identify the legal issues of cases in the fields of law discussed and to decide them using the established legal methods.

### Contents:
1. The WTO and conflicts between trade and environment
   - The WTO as the only global International organization dealing with the rules of trade between nations.
   - Decisions of the WTO panel regarding conflicts of national environmental protection measures and free trade will be presented.

2. European Union and its Environmental Policy
   - Students should gain a basic knowledge of the law-making process in the EU and the characteristics of different types of legal measures.

3. The topics 1 and 2 will also be presented by discussing cases (seminar).

### Literature:

### Types of Teaching:
S1 (SS): Lectures (1 SWS)
S1 (SS): Seminar (1 SWS)

### Pre-requisites:
**Recommendations:**
Aspects of the International Law of Resources & Environment 1, 2016-07-14

### Frequency:
yearly in the summer semester

### Requirements for Credit Points:
For the award of credit points it is necessary to pass the module exam.

### Credit Points:
3

### Grade:
The Grade is generated from the examination result(s) with the following weights (w):
KA [w: 1]

### Workload:
The workload is 90h. It is the result of 30h attendance and 60h self-studies. Self-studies include assignments, preparation and wrapping up of lectures as well as preparation of examinations.
Module Name: **Investment and Finance**

Responsible: Horsch, Andreas / Prof. Dr.

Lecturer(s): Horsch, Andreas / Prof. Dr.

Institute(s): Professor of Investment and Finance

Duration: 1 Semester(s)

Competencies: The module enables students to solve problems of investment and finance by applying basic analytic concepts. Students are able to recognize and distinguish relevant details of financial problems, to interpret them from a cashflow-based view and to apply appropriate tools to it. They are able to calculate fundamental economic ratios (as NPVs) and to conclude based hereupon if a particular financial option is preferable.

Contents: The module is concerned with basic concepts of corporate finance and corporate investments. During the first half, students study the concept, application, and drawbacks of evaluation methods like Net Present Value (NPV) and Internal Rate of Return (IRR/MIRR). Hereafter, possibilities to adjust these approaches to imperfect markets (including uncertainty, financing, taxes) are introduced. During the second half, methods of external corporate finance, i.e. equity and debt, are analyzed. Due to the relevance of the institutional framework, in particular universal principles of debt finance are discussed. Structure:

1. Liquidity vs. Profitability
2. Static Investment Analysis
3. Dynamic Investment Analysis
4. Extensions of Dynamic Approaches
5. Structuring Corporate Finance
6. Equity Finance
7. Debt Finance
8. Mezzanine Finance

Literature: A selection of recommended papers will be handed out as part of the set of slides. Besides, classic textbooks provide valuable insights, in particular:


Types of Teaching: S1 (SS): With Exercise Parts / Lectures (2 SWS)

Pre-requisites: **Recommendations:** Good command of mathematics is desirable. Attending Cost Accounting before this module is recommended.

Frequency: yearly in the summer semester

Requirements for Credit Points: For the award of credit points it is necessary to pass the module exam. The module exam contains:

KA [90 min]

Credit Points: 3

Grade: The Grade is generated from the examination result(s) with the following weights (w):

KA [w: 1]

Workload: The workload is 90h. It is the result of 30h attendance and 60h self-studies.
Module Name: **IMRE Seminar**

**Responsible:** Fröhling, Magnus / Prof.

**Lecturer(s):**
- Höck, Michael / Prof. Dr.
- Schönfelder, Bruno / Prof. Dr.
- Albrecht, Helmuth / Prof. Dr.
- Enke, Margit / Prof. Dr.
- Hinner, Michael B. / Prof. Dr.
- Stephan, Johannes / Prof. Dr.
- Horsch, Andreas / Prof. Dr.
- Grosse, Diana / Prof. Dr.
- Jäckel, Hans-Georg / Dr.-Ing.
- Bongaerts, Jan C. / Prof. Dr.
- Rübbelke, Dirk / Prof. Dr.

**Institute(s):**
- Professor of Industrial Management, Production Management and Logistics
- Professor of Economics
- Institute of Industrial Archeology and History of Science and Technology
- Professor of Marketing and International Trade
- Professor of Business English, Business Communication and Intercultural Communication
- Professor of International Resource Policy and Economic Development
- Professor of Investment and Finance
- Professor of Innovation Management
- Institute of Mineral Processing Machines
- Professor of Environmental & Resource Management
- Professor of Economics, esp. Resource Economics
- Professor of Ressourcemanagement

**Duration:** 1 Semester(s)

**Competencies:** The seminar is aimed at enabling students for scientific work. For a given problem, the students are able to

- find, structure and analyse relevant literature,
- solve the problem scientifically,
- discuss the solution critically,
- summarize the work in a seminar thesis and a presentation, and
discuss and defend their work.

**Contents:** Current topics of business administration, economics, law, energy, resource and environmental management. These are announced by the chairs of the faculty.

**Literature:**

<table>
<thead>
<tr>
<th>Types of Teaching:</th>
<th>S1 (SS): Instruction, consultations, workshops, presentation in a predefined time / Seminar / Seminar (2 SWS)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-requisites:</td>
<td></td>
</tr>
<tr>
<td>Frequency:</td>
<td>yearly in the summer semester</td>
</tr>
<tr>
<td>Requirements for Credit Points:</td>
<td>For the award of credit points it is necessary to pass the module exam. The module exam contains: AP*: Seminar Thesis AP*: Presentation and Discussion [20 to 30 min]</td>
</tr>
<tr>
<td>Credit Points:</td>
<td>3</td>
</tr>
<tr>
<td>Grade:</td>
<td>The Grade is generated from the examination result(s) with the following weights (w): AP*: Seminar Thesis [w: 3] AP*: Presentation and Discussion [w: 1]</td>
</tr>
<tr>
<td>Workload:</td>
<td>The workload is 90h. It is the result of 30h attendance and 60h self-studies.</td>
</tr>
<tr>
<td>Data:</td>
<td>CCE. MA. / Examination number: 60319</td>
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<tr>
<td>Module Name:</td>
<td><strong>Climate Change Economics</strong></td>
</tr>
<tr>
<td>Responsible:</td>
<td>Rübbelke, Dirk / Prof. Dr.</td>
</tr>
<tr>
<td>Institute(s):</td>
<td>Professor of Economics, esp. Resource Economics</td>
</tr>
<tr>
<td>Duration:</td>
<td>1 Semester(s)</td>
</tr>
<tr>
<td>Competencies:</td>
<td>Students will be able to understand the key aspects of climate change economics. National as well as international issues will be covered.</td>
</tr>
<tr>
<td>Contents:</td>
<td>Among the topics are the economics of adaptation to and mitigation of climate change, international negotiations, climate finance.</td>
</tr>
<tr>
<td>Types of Teaching:</td>
<td>S1 (SS): Lectures (2 SWS)</td>
</tr>
<tr>
<td>Pre-requisites:</td>
<td><strong>Recommendations:</strong></td>
</tr>
<tr>
<td>Frequency:</td>
<td>yearly in the summer semester</td>
</tr>
<tr>
<td>Requirements for Credit Points:</td>
<td>For the award of credit points it is necessary to pass the module exam. The module exam contains: KA: Written test [60 min] AP: Presentation</td>
</tr>
<tr>
<td>Credit Points:</td>
<td>6</td>
</tr>
<tr>
<td>Grade:</td>
<td>The Grade is generated from the examination result(s) with the following weights (w): KA: Written test [w: 4] AP: Presentation [w: 1]</td>
</tr>
<tr>
<td>Workload:</td>
<td>The workload is 180h. It is the result of 60h attendance and 120h self-studies. Self-studies include assignments, preparation and wrapping up of lectures as well as the preparation of presentations and of examinations.</td>
</tr>
</tbody>
</table>
**Module Name:** Decision Support Systems

**Responsible:** Felden, Carsten / Prof. Dr.

**Lecturer(s):** Felden, Carsten / Prof. Dr.

**Institute(s):** Institute of Information Management and Management Information Systems

**Duration:** 1 Semester(s)

**Competencies:**

The lecture held in English language provides a widespread overview concerning the support of decision making from a theoretical and practical point of view. The theoretical basis comprises the System and Decision Theory as well as Business Intelligence. The practical point of view will be illustrated with the help of the demands of the energy sector. The individual situations lead to numerous concepts, methods and algorithms of decision making support. The practically relevant examples are meant to support the students theoretical and practical understanding of the system theory based context of support in decision making. This should qualify them to use the right methods and tools (methods and models) in real life situations.

**Contents:**

1. Systems theory
2. Decision theory
3. Behavioristical methods
4. Models and methods of decision support

**Literature:**


**Types of Teaching:**

S1 (SS): Lectures (2 SWS)
S1 (SS): Exercises (2 SWS)

**Pre-requisites:**

**Recommendations:** None

**Frequency:** yearly in the summer semester

**Requirements for Credit Points:** For the award of credit points it is necessary to pass the module exam. The module exam contains:

KA [90 min]
PVL: Case Study

PVL have to be satisfied before the examination.

**Credit Points:** 6

**Grade:** The Grade is generated from the examination result(s) with the following weights (w):

KA [w: 1]

**Workload:** The workload is 180h. It is the result of 60h attendance and 120h self-studies. The private studies consist of preparation and repetition for/of lectures and tutorials as well as the preparation for the exam.
### Module Name:
**Material Flow Analysis and Life Cycle Assessment**

(English): Material Flow Analysis and Life Cycle Assessment

### Responsible:
Fröhling, Magnus / Prof.

### Lecturer(s):
Fröhling, Magnus / Prof.

### Institute(s):
Professor of Ressourcemanagement

### Duration:
1 Semester(s)

### Competencies:
The students

- analyse material and energy flows from a system’s and from a product/service perspective,
- use the standardized terminology,
- name and describe the steps for conducting MFA & LCA studies,
- discuss the achievements and shortcomings of common methodological toolsets and data bases in the field,
- gather necessary information, choose suitable methods, and apply these for simple MFA & LCA studies, and
- discuss the quality of material flow analysis studies and life cycle assessment studies.

### Contents:
- Systems and life cycle thinking
- Material flow networks
- Material and energy flow balancing
- Material flow modelling
- Life Cycle Assessment
  - Goal and Scope definition
  - Life Cycle Inventories (LCI)
  - Life Cycle Impact Assessment (LCIA)
  - Interpretation and Disclosure
- Current trends and developments
- Software systems and data bases for material flow analysis and life cycle assessment
- Case studies

### Literature:
6. EU International Reference Life Cycle Data System (ILCD) Handbook Series
7. Journals:
   a. International Journal of Life Cycle Assessment
   b. Journal of Cleaner Production
   c. Journal of Industrial Ecology

Further literature recommendations will be given in the lecture.

### Types of Teaching:
<table>
<thead>
<tr>
<th>Pre-requisites:</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Frequency:</td>
<td>yearly in the summer semester</td>
</tr>
<tr>
<td>Requirements for Credit Points:</td>
<td>For the award of credit points it is necessary to pass the module exam. The module exam contains: AP*: Assignment KA [90 min]</td>
</tr>
<tr>
<td>Credit Points:</td>
<td>6</td>
</tr>
<tr>
<td>Grade:</td>
<td>The Grade is generated from the examination result(s) with the following weights (w): AP*: Assignment [w: 1] KA [w: 4]</td>
</tr>
<tr>
<td>Workload:</td>
<td>The workload is 180h. It is the result of 60h attendance and 120h self-studies.</td>
</tr>
</tbody>
</table>
Module Name: **Intercultural Communication**

Responsible: Hinner, Michael B. / Prof. Dr.

Lecturer(s): Hinner, Michael B. / Prof. Dr.

Institute(s): Professor of Business English, Business Communication and Intercultural Communication

Duration: 1 Semester(s)

Competencies: The module seeks to transmit the theoretical foundation for intercultural communication principles to outline the interrelationship of culture and communication.

Contents: The module consists of one lecture and is structured as follows:

- Culture, supraculture, macroculture, microculture
- The perceptual process, description, interpretation, and evaluation
- Ethnocentrism, stereotypes, and prejudice
- Belief systems, values, and attitudes
- Culture and communication
- Culture and identity
- Intercultural interactions, relationships, and conflicts
- Culture shock
- Intercultural competence

The module is taught in English.

Literature:

Types of Teaching:
- S1 (SS): Lectures (2 SWS)

Pre-requisites:

**Recommendations:**
Abitur-level English, or equivalent knowledge of English.

Frequency: yearly in the summer semester

Requirements for Credit Points:
For the award of credit points it is necessary to pass the module exam. The module exam contains:
KA [90 min]

Credit Points: 3

Grade: The Grade is generated from the examination result(s) with the following weights (w):
KA [w: 1]

Workload: The workload is 90h. It is the result of 30h attendance and 60h self-studies. Self-study includes preparation and follow-up work for in-class instruction as well as preparation for the written exam (KA).
### Module Name: Corporate Ethics and Organization

(English): 

**Responsible:** Grosse, Diana / Prof. Dr.  
**Lecturer(s):** Grosse, Diana / Prof. Dr.  
**Institute(s):** Professor of Innovation Management  
**Duration:** 1 Semester(s)  
**Competencies:** Students acquire knowledge to be able to solve ethical dilemma situations in organizations.

### Contents:
Overview about philosophical concepts: utilitarianism, Kant and discourse ethics, transfer of these individual concepts to institutions, business ethics principals and guidelines for decision-making, moral dimensions of strategy, organizational structure, leadership and organizational culture.

### Literature:
Homann, K.; Suchanek, A.: Ökonomik, eine Einführung, Tübingen

### Types of Teaching:
S1 (WS): Lectures (1 SWS)  
S1 (WS): Exercises (1 SWS)

### Pre-requisites:
Recommendations:  
Basic Knowledge in business administration is required.

### Frequency:
yearly in the winter semester

### Requirements for Credit Points:
For the award of credit points it is necessary to pass the module exam.  
The module exam contains:  
KA [90 min]

### Credit Points:
3

### Grade:
The Grade is generated from the examination result(s) with the following weights (w):  
KA [w: 1]

### Workload:
The workload is 90h. It is the result of 30h attendance and 60h self-studies.
<table>
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<th>Data: OMIS. MA. Nr. 2903 / Examination number: 60517</th>
<th>Version: 06.07.2016</th>
<th>Start Year: WiSe 2016</th>
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</thead>
<tbody>
<tr>
<td>Module Name: Information Management (English):</td>
<td></td>
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<tr>
<td>Responsible: Felden, Carsten / Prof. Dr.</td>
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<td></td>
</tr>
<tr>
<td>Lecturer(s): Felden, Carsten / Prof. Dr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Institute(s): Institute of Information Management and Management Information Systems</td>
<td></td>
<td></td>
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<tr>
<td>Duration: 1 Semester(s)</td>
<td></td>
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<tr>
<td>Competencies: Students get a general view to understand integration of business and technology in companies. This course provides a comprehensive and integrative understanding of essential new technologies, information system applications, and their impact on business models and managerial decision making. From a managerial perspective, the course addresses an application of concepts regarding hardware, software, and data organization. The students will understand and apply basics of information systems with a focus on economic issues as well as the significance of information systems for companies and the practical information and communication technologies to increase the efficiency and effectiveness of information systems.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Types of Teaching: Lecture / Lectures (2 SWS)  Recitation / Exercises (2 SWS)</td>
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<tr>
<td>Pre-requisites:</td>
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<tr>
<td>Frequency: yearly in the winter semester</td>
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<tr>
<td>Requirements for Credit Points: For the award of credit points it is necessary to pass the module exam. The module exam contains: KA [90 min]</td>
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<tr>
<td>Credit Points: 6</td>
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<td>Grade: The Grade is generated from the examination result(s) with the following weights (w): KA [w: 1]</td>
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<tr>
<td>Workload: The workload is 180h. It is the result of 60h attendance and 120h self-studies.</td>
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</tbody>
</table>
### Module Name:
**Human Resource Management and Organizational Behavior (HRMOB)**

### Competencies:
The primary objective of this course is to help you learn to diagnose management situations so that you will be able to transfer this skill to your working world.

Specific objectives of the course include:
1. Understanding the relevance of human resources for organizations and the key concepts of human behavior in organizations.
2. Appreciating how the human side of management is an essential complement to the technical skills you are learning in other courses.
3. Learning concepts and approaches that will enable you to analyze HR- and organizational problems and to develop appropriate solutions.
4. Developing the knowledge and skills you need to be a successful manager of yourself and others.

### Contents:
1. Introduction
2. Organizational Behavior (OB)
   - 2.1 Individual level (foundations of individual behavior; impacts of individual characteristics; impact of situational factors)
   - 2.2 Group level (foundations of group behavior, understanding work teams; group processes e.g., learning in teams)
   - 2.3 Leadership

3. Human Resource Management (HRM)
   - 3.1 Changing Nature of HRM
   - 3.2 HRM Planning
   - 3.3 Human Resource Adjustments
   - 3.4 Training and Developing HR
   - 3.5 Compensating HR

Presentations and Conclusions

### Literature:

### Types of Teaching:
S1 (SS): Lectures (2 SWS)

### Pre-requisites:
**Recommendations:**
None

### Frequency:
yearly in the summer semester

### Requirements for Credit Points:
For the award of credit points it is necessary to pass the module exam.
The module exam contains:
- KA: Final test [90 min]

### Credit Points:
3

### Grade:
The Grade is generated from the examination result(s) with the following weights (w):
- KA: Final test [w: 1]

### Workload:
The workload is 90h. It is the result of 30h attendance and 60h self-
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<th>Version: 15.07.2016</th>
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<tr>
<td>Module Name: Marketing</td>
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<td>(English): Marketing</td>
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<tr>
<td>Responsible: Enke, Margit / Prof. Dr.</td>
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<td>Lecturer(s): Enke, Margit / Prof. Dr.</td>
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<td>Institute(s): Professor of Marketing and International Trade</td>
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<tr>
<td>Duration: 1 Semester(s)</td>
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<tr>
<td>Competencies: Gaining theoretical and practical knowledge about key issues of marketing as market-oriented management and applying this knowledge to practical examples. Students should be able to analyse and evaluate the company situation, the competitive environment and the customers of a company and to utilize the findings for developing marketing strategies.</td>
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<tr>
<td>Contents: Marketing (marketing definition and marketing concept, customers of a company, competitors of a company, the company, instruments of a company: the marketing mix).</td>
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<tr>
<td>Types of Teaching: Incl. Practice Exercises / Lectures (2 SWS)</td>
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<td>Pre-requisites:</td>
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<td>Frequency: yearly in the summer semester</td>
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<tr>
<td>Requirements for Credit Points: For the award of credit points it is necessary to pass the module exam. The module exam contains: KA [90 min]</td>
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<td>Credit Points: 3</td>
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<td>Grade: The Grade is generated from the examination result(s) with the following weights (w): KA [w: 1]</td>
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<tr>
<td>Workload: The workload is 90h. It is the result of 30h attendance and 60h self-studies.</td>
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</tr>
</tbody>
</table>
**Module Name:** Plant Economics and Technology

**Responsible:** Fröhling, Magnus / Prof.

**Lecturer(s):** Fröhling, Magnus / Prof.

**Institute(s):** Professor of Ressourcemanagement

**Duration:** 1 Semester(s)

**Competencies:**
The students are enabled to understand the techno-economic issues associated with the life cycle of industrial plants. This comprises also linked topics of technology assessment and management. After completion of this module the students are able to characterise plant economic tasks and apply exemplary methods to fulfil these. They discuss the achievements and shortcomings of these methods for a practical application. They are able to transfer these contents to an application in practice.

**Contents:**
- Introduction to Plant Economics and Technology
- Life cycle of industrial plants
- Analysis and modelling of industrial production systems
- Project management in engineering
- Network and facility location planning
- Process design
- Investment estimation
- Cost estimation
- Plant and process optimisation
- Maintenance and repair
- Quality Management
- Re-location, dismantling and recycling
- Technology assessment and management

**Literature:**

**Recommended reading:**


Further literature recommendations will be given in the lecture.

**Types of Teaching:**

- S1 (SS): Plant Economics and Technology / Lectures (2 SWS)
- S1 (SS): Plant Economics and Technology / Lectures (2 SWS)

**Pre-requisites:**

**Frequency:** yearly in the summer semester

**Requirements for Credit Points:**
For the award of credit points it is necessary to pass the module exam. The module exam contains:
- PVL: Assignments
- KA [90 min]

PVL have to be satisfied before the examination.

**Credit Points:** 6

**Grade:** The Grade is generated from the examination result(s) with the following weights (w):
- KA [w: 1]

**Workload:** The workload is 180h. It is the result of 60h attendance and 120h self-studies.
**Module Name:** Literature Study and Business Plan  

**Responsible:** Stephan, Johannes / Prof. Dr.  

**Lecturer(s):** Haseneder, Roland / Dr. rer. nat.  
Schlömann, Michael / Prof. Dr.  
Bertau, Martin / Prof. Dr.  
Joseph, Yvonne / Prof. Dr. rer. nat.  
Stelter, Michael / Prof. Dr.-Ing.  
Frisch, Gero / Prof. Dr.  

**Institute(s):**  
Institute of Thermal, Environmental and Natural Products Process Engineering  
Institute of Biosciences  
Institute of Chemical Technology  
Institute of Electronic and Sensor Materials  
Institute for Nonferrous Metallurgy and Purest Materials  
Institute of Inorganic Chemistry  
Professor of International Resource Policy and Economic Development  

**Duration:** 1 Semester(s)  

**Competencies:** On completion of the course the student shall be able to:  

- Consult specialist literature and interpret it critically according to scientific standards.  
- Plan, monitor and steer scientific research.  
- Collect, process, critically analyse and interpret data. Identify new and remaining bottlenecks and research questions based on knowledge, insights and experience.  
- Deploy own knowledge in a creative, purposeful and innovative way in research, design and production processes.  
- Argue in a scientifically correct way in a multidisciplinary context.  
- Exhale openness to innovative scientific developments and their applications in a broad scientific, economic and social context.  
- Adopt an active attitude towards permanent knowledge development, lifelong learning and steer the own learning process independently.  
- Clearly communicate research results in English.  
- Conceptualize, plan and execute independently result-oriented new concepts at the level of a starting professional.  
- Understand the complexity of a problem/system using quantitative methods.  
- Extract useful information from superfluous, incomplete or contradictory data.  
- Consider specifications and technical, economic and social preconditions and transform them into a sustainable and qualitative system, product, service or process idea.  
- Integrate aspects related to sustainable resource management into research, production, quality assessment, management and/or policy.  
- Entrepreneurial mindset to develop new ideas within a multidisciplinary context.  

After passing the course, the student should be able to describe and
understand the essence of:

- Problem solving – how to analyse a complex problem
- Basic project design
- Innovation and entrepreneurship essentials
- Project planning and project management basics
- An overview of scientific methods
- Problem characteristics and the choice of methods
- Group dynamics and group thinking
- IQ and emotional intelligence
- Basic presentation techniques and rhetoric

| Contents: | The students will prepare a written thesis. It will be compilation of self-researched literature on a given specific scientific or technical question and should include possible business models to generate systems, products, services or processes. The results from the thesis will be presented in a seminar lecture and discussed afterwards. The students should attend most of the other presentations and participate actively in the corresponding discussions. |
| Literature: | Depend on selected topic |
| Types of Teaching: | S1 (WS): incl. consultations with the supervisor / Seminar (3 SWS) |
| Pre-requisites: |  |
| Frequency: | yearly in the winter semester |
| Requirements for Credit Points: | For the award of credit points it is necessary to pass the module exam. The module exam contains:
AP*: Written thesis
AP*: Active participation in the seminar
AP*: presentation

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively. |
| Credit Points: | 5 |
| Grade: | The Grade is generated from the examination result(s) with the following weights (w):
AP*: Written thesis [w: 3]
AP*: Active participation in the seminar [w: 1]
AP*: presentation [w: 2]

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively. |
| Workload: | The workload is 150h. It is the result of 45h attendance and 105h self-studies. |
**Module Name:** Competition Policy and Intellectual Property Rights  
**(English):**

- **Responsible:** Stephan, Johannes / Prof. Dr.  
- **Lecturer(s):** Stephan, Johannes / Prof. Dr.  
- **Institute(s):** Professor of International Resource Policy and Economic Development  
- **Duration:** 1 Semester(s)  

**Competencies:** This module is split into two sections. The objective of the first section is to inform students about how management of international firms acts and reacts on different varieties of national anti-trust laws and on different competition-market structures in general. In particular, the role of the European Union Competition regime is reviewed. The objective of the second is to make the student aware of the two characteristics of IPR (copyright, trademark, trade secrets, and patents): the protection of IPR as a driver of innovation on the one side and IPR as a hindrance to the dissemination of knowledge. In addition, the module focuses on how enterprises in catch-up economies can use IPR regimes with a view on international competitiveness.

**Contents:** History of thought in competition policy (“competition-Leitbild”), main elements of a competition law, Competition policy-sensitive business practices, Competition policy enforcement: case studies, IPR: balancing innovation and the knowledge dissemination/use, Internat. protection of intellectual property rights through the WTO, Case studies.

**Literature:**  
- Netanel, N.W. (2009) (ed.), The Development Agenda; global intellectual property and developing countries. New York: Oxford University Press. Here in particular chapters 1, 3, 7, (9, 10), and 17.

**Types of Teaching:**  
- **S1 (SS):** Lectures (2 SWS)  
- **S1 (SS):** Exercises (2 SWS)

**Pre-requisites:**  
- **Recommendations:**  
  - Makroökonominik, 2009-08-18  
  - Mikroökonominische Theorie, 2014-03-05  
  - Basic knowledge in micro and macroeconomics is required.

**Frequency:** yearly in the summer semester

**Requirements for Credit Points:** For the award of credit points it is necessary to pass the module exam. The module exam contains:  
  - KA [90 min]  
  - AP: Case studies (15 pages)

**Credit Points:** 6

**Grade:** The Grade is generated from the examination result(s) with the following weights (w):  
  - KA [w: 7]  
  - AP: Case studies (15 pages) [w: 3]

**Workload:** The workload is 180h. It is the result of 60h attendance and 120h self-studies.
Module Name: **Cultural Studies**

(English):

- **Responsible:** Hinner, Michael B. / Prof. Dr.
- **Lecturer(s):** Pohl, Norman / Dr.
- **Institute(s):** Institute of Industrial Archeology and History of Science and Technology Professor of Business English, Business Communication and Intercultural Communication

**Duration:** 2 Semester(s)

**Competencies:** The module seeks to transmit how scientific papers are researched, written, and presented in academic English. It also demonstrates how culture influences human communication and behavior. And it illustrates historical developments in the field of technology and ecology. Hence, providing the cultural and historic background of contemporary society.

**Contents:** The module consists of three courses and is structured as follows:

1. **Scholarly Rhetoric:**
   - The participants learn how to research, write, present, and discuss a scientific paper. To that end, the following topics will be addressed:
     - Academic style and ethics; formulating research questions and hypotheses;
     - quantitative, qualitative, experimental research, field studies, and content analysis methods; measurement in communication research; paper content,
     - style and layout; documenting sources; writing abstracts and summaries;
     - editing; presentations; discussions.

2. **Intercultural Communication:**
   - The lecture focuses on the following topics: Culture, supraculture, macro-culture, microculture; the perceptual process, description, interpretation, and evaluation; ethnocentrism, stereotypes, and prejudice; belief systems,
   - values, and attitudes; culture and communication; culture and identity;
   - culture shock; intercultural competence.

3. **History of the Environment**
   - The course offers an introduction to the development of environmental protection and technology.

**Literature:** Scripts for part 1 and 2 will be sold at the beginning of each course;


**Types of Teaching:**

- S1 (WS): Lectures (2 SWS)
- S1 (WS): Exercises (2 SWS)
### Pre-requisites:

**Recommendations:**
Abitur-level English or equivalent knowledge of English.

### Frequency:
yearly in the winter semester

### Requirements for Credit Points:

For the award of credit points it is necessary to pass the module exam. The module exam contains:

- **KA**: Intercultural Communication
- **AP**: Written assignment in Scholarly Rhetoric
- **AP**: Presentation in Scholarly Rhetoric
- **AP**: 12 page paper in History of the Environment
- **AP**: Presentation on History of the Environment (20 min)

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.

### Credit Points:

9

### Grade:

The Grade is generated from the examination result(s) with the following weights (w):

- **KA**: Intercultural Communication [w: 33]
- **AP**: Written assignment in Scholarly Rhetoric [w: 26]
- **AP**: Presentation in Scholarly Rhetoric [w: 7]
- **AP**: 12 page paper in History of the Environment [w: 17]
- **AP**: Presentation on History of the Environment (20 min) [w: 17]

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.

### Workload:

The workload is 270h. It is the result of 90h attendance and 180h self-studies. Self-study includes preparation and follow-up work for in-class instruction as well as preparation for and completion of the 12 page paper, the written assignment, the two presentations, and the written exam.
Module Name: **Supply Chain Management**

(English): Höck, Michael / Prof. Dr.

Lecturer(s): Höck, Michael / Prof. Dr.

Institute(s): Professor of Industrial Management, Production Management and Logistics

Duration: 1 Semester(s)

Competencies: In this course students will view the supply chain from the point of view of a general manager. Logistics and supply chain management is all about managing the hand-offs in a supply chain - hand-offs of either information or product. The design of a logistics system is critically linked to the objectives of the supply chain. Our goal in this course is to understand how logistical decisions impact the performance of the firm as well as the entire supply chain. The key will be to understand the link between supply chain structures and logistical capabilities in a firm or supply chain.

Contents: Supply Chain Management (SCM) deals with the planning, implementing and controlling of efficient flow and storage of raw materials, in-process inventory, finished goods, and related information from point of origin to point of consumption. Issues discussed in the course will include the total logistics cost approach, supply chain network design and optimizing the overall performance. Effective logistics systems aim towards coordination of transportation, inventory positioning and supply contracts to provide quick service efficiently.


Types of Teaching: S1 (SS): Lectures (2 SWS)
S1 (SS): Exercises (2 SWS)

Pre-requisites: **Recommendations:** Keine

Frequency: yearly in the summer semester

Requirements for Credit Points: For the award of credit points it is necessary to pass the module exam. The module exam contains:
KA [90 min]
PVL: Case Studies
PVL have to be satisfied before the examination.

Credit Points: 6

Grade: The Grade is generated from the examination result(s) with the following weights (w):
KA [w: 1]

Workload: The workload is 180h. It is the result of 60h attendance and 120h self-studies. Letzteres umfasst Vor- und Nachbereitung der Vorlesungen, die selbständige Bearbeitung von Fallstudien sowie die Vorbereitung auf die Klausur.
# Module Name: Resource Management

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<th>RESMGT. MA. Nr. 2082 / Examination number: 62407</th>
<th>Version: 31.05.2018</th>
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<td>Resource Management</td>
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<tr>
<td>Responsible:</td>
<td>Fröhling, Magnus / Prof.</td>
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<tr>
<td>Lecturer(s):</td>
<td>Fröhling, Magnus / Prof.</td>
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<tr>
<td>Institute(s):</td>
<td>Professor of Ressourcemanagement</td>
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<tr>
<td>Duration:</td>
<td>1 Semester(s)</td>
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<td>Competencies:</td>
<td>Students</td>
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<td>• explain the resource related corporate management tasks, structure these,</td>
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<tr>
<td></td>
<td>• use selected tools and methods and</td>
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<td></td>
<td>• explain the interplay between resource management and related tasks such as operations and supply chain management.</td>
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<tr>
<td>Contents:</td>
<td>The course deals with the field of resource management from an industrial perspective. This comprises resource related management tasks, methods and tools to solve these and how they are embedded within functions and processes of companies. Thereby the focus lies on repetition factors mineral raw materials and energy carriers, renewable raw materials and energy carriers as well as secondary raw materials and energy carriers.</td>
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<td>• Thonemann (2015): Operations Management, Pearson</td>
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<tr>
<td>Types of Teaching:</td>
<td>S1 (WS): Lectures (2 SWS)</td>
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<td>S1 (WS): Exercises (2 SWS)</td>
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<tr>
<td>Pre-requisites:</td>
<td>yearly in the winter semester</td>
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<td></td>
<td>AP*: Case study with oral presentation</td>
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<tr>
<td></td>
<td>KA* [90 min]</td>
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<td>* In modules requiring more than one exam, this exam has to be passed or completed with at least &quot;ausreichend&quot; (4,0), respectively.</td>
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<td></td>
<td>AP*: Case study with oral presentation [w: 1]</td>
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<td>KA* [w: 4]</td>
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<tr>
<td>Workload:</td>
<td>The workload is 180h. It is the result of 60h attendance and 120h self-studies.</td>
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</table>
Module Name: **Aspects of the International Law of Resources & Environment 1**
(English):

**Responsible:** Jaeckel, Liv / Prof.

**Lecturer(s):** Albrecht, Maria

**Institute(s):** Professor of Public and Environmental Law

**Duration:** 1 Semester(s)

**Competencies:** The purpose of the cluster is to give an introduction to the basic terms of law and to legal problems related to resources and environment. Students without a law background will be enabled to understand the characteristics of these fields as such, before turning to a range of more specific questions. After completion of the cluster, students should be able to identify the legal issues of simple cases in the fields of law and to decide on them using the established legal methods.

**Contents:**

1. General Introduction to Law
   This part contents the basic legal terms, the introduction to the different fields of law and the interpretation of law.
2. Introduction to International and International environmental Law
   Problems of allocation of resources between states and international environmental problems will be discussed.
3. The topics 1 and 2 will also be presented by discussing cases (seminar).

**Literature:** Birnie/Boyle/Redgwell, International Law and the Environment, Oxford University Press

**Types of Teaching:**

S1 (WS): Lectures (1 SWS)
S1 (WS): Exercises (1 SWS)

**Pre-requisites:**

**Recommendations:**
No previous knowledge of law is required.

**Frequency:** yearly in the winter semester

**Requirements for Credit Points:** For the award of credit points it is necessary to pass the module exam. The module exam contains:

**KA [90 min]**

**Credit Points:** 3

**Grade:** The Grade is generated from the examination result(s) with the following weights (w):

KA [w: 1]

**Workload:** The workload is 90h. It is the result of 30h attendance and 60h self-studies. Self-studies include assignments, preparation and wrapping up of lectures as well as preparation of examinations.
Module Name: **International Marketing**

**Responsible:** Enke, Margit / Prof. Dr.

**Institute(s):** Professor of Marketing and International Trade

**Duration:** 1 Semester(s)

**Competencies:** The module gives a deepened understanding of approaches, strategies and instrument for marketing in international and intercultural markets. Next to general concepts the lecture focuses on transition countries and emerging markets.

**Contents:**

1. Situation analysis in international marketing
2. Objectives and strategies in international marketing
3. Marketing instruments in international marketing
   - Instruments: International contraction policy
   - Instruments: International distribution policy
   - Instruments: International product policy
   - Instruments: International communication policy
4. Implementation, control, and market research
5. Case studies: Marketing strategies in emerging markets

**Literature:**


Further readings as well as case study material will be announced in the course.

**Types of Teaching:**

- S1 (SS): Lectures (2 SWS)
- S1 (SS): Exercises (2 SWS)

**Pre-requisites:**

- yearly in the summer semester

**Requirements for Credit Points:**

For the award of credit points it is necessary to pass the module exam. The module exam contains:

- KA [90 min]

**Credit Points:** 6

**Grade:** The Grade is generated from the examination result(s) with the following weights (w):

- KA [w: 1]

**Workload:** The workload is 180h. It is the result of 60h attendance and 120h self-
studies.
**Module Name:** International Banking and Finance in Emerging Markets

**Responsible:** Horsch, Andreas / Prof. Dr.

**Lecturer(s):** Schramm, Andreas / Prof. Dr.

**Institute(s):** Professor of Investment and Finance

**Duration:** 1 Semester(s)

**Competencies:**
The module is concerned with the particularities of corporate finance problems found on emerging markets.

In the beginning, the role of financial intermediaries and the importance of their regulation within different financial systems is analyzed. Hereafter, specifics of international corporate finance contracts are studied, especially the management of exchange risks. Finally, several corporate finance options that are typical for international scenarios (e.g. project finance) are studied.

In the second part of the module, students are confronted with the particular problems of banking in the region of East Germany in case studies.

**Contents:**
2. Financial Intermediation
3. Microfinance
4. Project Finance
5. Case Studies of Banking and Finance in Selected Emerging Markets

**Literature:**

**Types of Teaching:**
S1 (SS): Lectures (2 SWS)
S1 (SS): Exercises (2 SWS)

**Pre-requisites:**
**Recommendations:**
Economic Theory: Macro-Economics, 2010-08-12
Economic Theory: Micro-Economics, 2013-12-16

**Frequency:** yearly in the summer semester

**Requirements for Credit Points:**
For the award of credit points it is necessary to pass the module exam.
The module exam contains:
KA [120 min]

**Credit Points:** 6

**Grade:**
The Grade is generated from the examination result(s) with the following weights (w):
KA [w: 1]

**Workload:**
The workload is 180h. It is the result of 60h attendance and 120h self-studies.
Module Name: **International Economics and Development**

(English): Rübbelke, Dirk / Prof. Dr.

Lecturer(s): Rübbelke, Dirk / Prof. Dr.

Institute(s): Professor of Economics, esp. Resource Economics

Duration: 1 Semester(s)

Competencies: Students will be able to understand the specific economic problems arising from international activities and to analyse the issues of trade policy, of international monetary aspects, such as exchange rate policy and indebtedness, and development.

Contents: The cluster is composed of two courses: International economic relations (trade theory and policy) and Economic Development.

Literature:


Types of Teaching:

- S1 (SS): Lectures (2 SWS)
- S1 (SS): Exercises (2 SWS)

Pre-requisites: **Recommendations:**

- Economic Theory: Macro-Economics, 2010-08-12
- Economic Theory: Micro-Economics, 2013-12-16

Frequency: yearly in the summer semester

Requirements for Credit Points:

For the award of credit points it is necessary to pass the module exam. The module exam contains:

- KA [60 min]
- AP: Presentation

Credit Points: 6

Grade: The Grade is generated from the examination result(s) with the following weights (w):

- KA [w: 4]
- AP: Presentation [w: 1]

Workload: The workload is 180h. It is the result of 60h attendance and 120h self-studies. Self-studies include assignments, preparation and wrapping up of lectures as well as preparation of presentations and of examinations.
Module Name: **Methods of Analysis and Econometrics**

(English):

**Responsible:** Stephan, Johannes / Prof. Dr.

**Lecturer(s):** Stephan, Johannes / Prof. Dr.

**Institute(s):** Professor of International Resource Policy and Economic Development

**Duration:** 1 Semester(s)

**Competencies:** Students acquire the ability to evaluate and understand analysis of business data and markets. Students learn how to read business-related research in a critical way and are introduced to the most important methods of analysis. This allows students to distinguish between business propaganda and the creation and use of general knowledge, and also implicitly helps to inform the overall learning process.

**Contents:**

The general part of the module introduces the students to the ideas of critical evaluation of analyses. This includes familiarity with the properties of a wide range of different business data (intra and inter) and other sources of information, as well as the methodology of their use in different kinds of analyses. Students learn to understand the method of deductive research, of falsification, and the rigours of positive and normative analyses. This is wound up into setting the minimum standard rules for sound academic writing. The empirical part focuses on the a critical view on the application of most usual methods of analysis: analysis of properties of data and hypotheses-testing.

**Part I: Critical view on analysis of business data and markets**

I.1 Criteria for quality of data

I.2 Criteria for sound analysis

**Part II: Empirical analysis of business data and markets**

II.1 Understanding statistical analysis

II.2 Evaluation of econometric analysis

**Literature:**


**Types of Teaching:**

S1 (WS): Lectures (3 SWS)

S1 (WS): Exercises (1 SWS)

**Pre-requisites:**

**Recommendations:**

Makroökonomik, 2009-08-18
Mikroökonomische Theorie, 2014-03-05

Bachelor level in business administration and management required.

**Frequency:** yearly in the winter semester

**Requirements for Credit Points:**

For the award of credit points it is necessary to pass the module exam. The module exam contains:

KA [90 min]

**Credit Points:** 6
| Grade:          | The Grade is generated from the examination result(s) with the following weights \( w \):
|-----------------| KA \( w: 1 \) |
| Workload:       | The workload is 180h. It is the result of 60h attendance and 120h self-studies. |
**Module Name:** Operations Management  
(English): 

**Responsible:** Höck, Michael / Prof. Dr.  
**Lecturer(s):** Höck, Michael / Prof. Dr.  
**Institute(s):** Professor of Industrial Management, Production Management and Logistics  
**Duration:** 1 Semester(s)  

**Competencies:** Foremost, the module aims to convey to the student problem-solving competencies with a view to putting the student in a position to analyse the complex questions in operations management, to structure them, and to develop solution alternatives.

**Contents:** This course addresses the management of operations in manufacturing and service firms. Diverse activities, such as determining the size and type of production process, purchasing the appropriate raw materials, planning and scheduling the flow of materials and the nature and content of inventories, assuring product quality, and deciding on the production hardware and how it gets used, comprise this function of the company. Managing operations well requires both strategic and tactical skills. During the term, we will consider such topics as: process analysis, workforce issues, materials management, quality and productivity, technology, and strategic planning, together with relevant analytical techniques. This course will provide a survey of these issues.

**Literature:**  

**Types of Teaching:**  
S1 (WS): Lectures (2 SWS)  
S1 (WS): Exercises (2 SWS)

**Pre-requisites:**  
**Recommendations:** None

**Frequency:** yearly in the winter semester

**Requirements for Credit Points:** For the award of credit points it is necessary to pass the module exam. The module exam contains:  
KA [90 min]  
PVL: Case Studies  
PVL have to be satisfied before the examination.

**Credit Points:** 6

**Grade:** The Grade is generated from the examination result(s) with the following weights (w):  
KA [w: 1]

**Workload:** The workload is 180h. It is the result of 60h attendance and 120h self-studies. Self-study consists of preparation and review of the lectures, independent work on case studies, as well as preparation for the written test.
Module Name: Licensing, Stakeholder Involvement and Expectation Management

(English):

Responsible: Drebenstedt, Carsten / Prof. Dr. Bongaerts, Jan C. / Prof. Dr.

Lecturer(s): Bongaerts, Jan C. / Prof. Dr.

Institute(s): Professor of Environmental & Resource Management Institute of Mining and Special Civil Engineering

Duration: 1 Month(s)

Competencies: Upon completion of industrial activity at a given site (e.g., mining, chemical production), liabilities must be investigated, assessed, and removed/remediated with respect to safe usage in the future. This is an iterative decision process involving many parties, often with conflicting interests and different ways to influence the outcome of this decision process. This module addresses the need to handle public inquiries, concerns, or conflicts on environmental and remediation issues. It shows environmental managers, regulators and public servants in this field, and consultants at industrial facilities how to identify the causes of environmental issues and concerns, create community relations programs to address issues or establish a proactive dialogue to prevent or minimise future environmental conflicts, and handle technical and risk communication in a highly efficient manner.

The aspects which have to be observed within such a complex process include (but are not restricted to)

- legal requirements,
- economic conditions,
- environmental objectives and regional political aims,
- communication, information management and negotiation methods.

The subjects will be presented using overview texts and summary texts, graphs, and case studies. Discussions among students and between tutors and students will be facilitated by electronic means of communication such as email and a web-based discussion platform. Special emphasis will be laid on presentation of selected cases and discussion of critical parameters like timing cost, communication problems, information handling. Students will be trained in groups and individually. This module will also feature checklists, forms and worksheets as tools for further reference in the daily work.

Contents: Expectations by the various stakeholders are identified as driving forces within a remediation project. The management of expectations of all involved stakeholders as well as transparent assessment and decision procedures are a core ingredient of this module, and will be discussed using case studies from a great variety of real-world projects and experiences. Students will be encouraged to contribute their personal and professional experiences to the module in order to both focus the content to the specific needs of the audience and to demonstrate the great cultural variety of negotiation and management styles.

Warren Richard Plunkett, Raymond F. Attner, Gemmy Allen:
| Types of Teaching: | S1 (SS): Lectures (4 d)  
S1 (SS): Seminar (1 d) |
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<tr>
<td>Pre-requisites:</td>
<td><strong>Recommendations:</strong></td>
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<tr>
<td></td>
<td>No previous knowledge of management is required.</td>
</tr>
<tr>
<td>Frequency:</td>
<td>yearly in the summer semester</td>
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</tbody>
</table>
| Requirements for Credit Points: | For the award of credit points it is necessary to pass the module exam. The module exam contains:  
KA [120 min]  
PVL: Preparation and presentation of a project on a practical case  
PVL have to be satisfied before the examination. |
| Credit Points:    | 6 |
| Grade:            | The Grade is generated from the examination result(s) with the following weights (w):  
KA [w: 1] |
| Workload:         | The workload is 180h. It is the result of 40h attendance and 140h self-studies. |
## Module Name:
*Management and Finance of Mining Operations along the Life Cycle*

### Responsible:
Drebenstedt, Carsten / Prof. Dr. Bongaerts, Jan C. / Prof. Dr.

### Lecturer(s):
Bongaerts, Jan C. / Prof. Dr.

### Institute(s):
Professor of Environmental & Resource Management
Institute of Mining and Special Civil Engineering

### Duration:
1 Month(s)

### Competencies:
Environmental remediation projects require careful financial planning and control since their time frame can be often quite long and uncertain and considerable financial means are required from different sources. Public funding institutions and private/corporate sources require that a remediation project be carried out at minimal cost in minimal time. Strong financial skills are absolutely essential for a successful future career of this course’s participants. Students will, therefore, be equipped with a sound knowledge and broad overview of general management concepts with special emphasis on project finance, financial control and accounting, cost estimating and forecasting/simulation techniques as well as funding mechanisms. Students will also familiarise themselves with concepts how to handle uncertainty and risk.

### Contents:
According to the objectives, the module is structured into two separate but closely linked parts:

#### Part A: General management
- Management and strategic thinking
- Project and team structures, management styles
- Introduction to structural models of corporations and project teams
- Fundamentals of human resources management: choosing the right people and structures

#### Part B: Financial management
- Fundamentals of finance, basic concepts: balance sheets, profit/loss statements, cash-flow reports, ratio analysis
- Using conceptual models for financial planning: fundamentals and practical use of soft-ware tools
- Cost-estimating techniques for large-scale remediation projects
- Cash-flow planning in remediation projects
- Dealing with uncertainties in financial forecasts
- Cost control and reporting
- Sources of finance: public, corporate, foundations. Their role and specific expectations/requirements to spending money and reporting
- Incorporating the potential after-use and redevelopment scenarios of remediated site into the planning and evaluation of remediation projects
- Communication of financial information at different levels

The subjects will be presented using overview texts and summary texts, and graphs. The students will receive numerous handouts that not only
contain the content of the lectures and case studies but will also serve for future reference. Students will be encouraged to participate actively in the presentation to solicit ideas as well as individual situations experienced and integrate these in the structured presentation. Where appropriate real-life situations will be simulated.
A wide range of software tools for simulation of financial processes will be presented in the context of case studies to demonstrate their application to practical situations.
Presentation of small group projects and case studies forms an essential part of the module in order to train communication skills.

|-----------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Types of Teaching:                | S1 (WS): Lectures (4 d)  
S1 (WS): Exercises (4 d) |
| Pre-requisites:                   | **Recommendations:**  
No previous knowledge of management is required. |
| Frequency:                        | yearly in the winter semester |
| Requirements for Credit Points:   | For the award of credit points it is necessary to pass the module exam. The module exam contains:  
KA [120 min]  
PVL: Home assignment  
PVL have to be satisfied before the examination. |
| Credit Points:                    | 6 |
| Grade:                            | The Grade is generated from the examination result(s) with the following weights (w):  
KA [w: 1] |
| Workload:                         | The workload is 180h. It is the result of 64h attendance and 116h self-studies. |
Module Name: Seminar Energie-, Rohstoff- und Umweltmanagement
Responsible: Fröhling, Magnus / Prof.
Lecturer(s): Fröhling, Magnus / Prof.
Institute(s): Professor of Ressourcemanagement
Duration: 1 Semester(s)

Competencies: The seminar is aimed at enabling students for scientific work. For a given problem, the students are able to
- find, structure and analyse relevant literature,
- solve the problem scientifically,
- discuss the solution critically,
- summarize the work in a seminar thesis and a presentation, and
- discuss and defend their work.

Contents: Current topics of energy, resource and environmental management.

Literature:

Types of Teaching: S1 (WS): Energie-, Rohstoff- und Umweltmanagement / Seminar (2 SWS)

Pre-requisites:
- each semester

Requirements for Credit Points: For the award of credit points it is necessary to pass the module exam. The module exam contains:
- AP*: Seminararbeit (Seminar Thesis)
- AP*: Seminarpräsentation & Diskussion (Presentation and Discussion) [20 to 30 min]

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.

Credit Points: 4

Grade: The Grade is generated from the examination result(s) with the following weights (w):
- AP*: Seminararbeit (Seminar Thesis) [w: 3]
- AP*: Seminarpräsentation & Diskussion (Presentation and Discussion) [w: 1]
| Workload: | The workload is 120h. |

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.
**Module Name:** Multicultural Communication, Language and Rhetoric

**Responsible:** Hinner, Michael B. / Prof. Dr.

**Institute(s):** Professor of Business English, Business Communication and Intercultural Communication

**Duration:** 1 Semester(s)

**Competencies:** The module seeks to transmit, on the one hand, how scientific papers are researched, written, and presented in academic English. And, on the other hand, how culture influences human communication and behavior.

**Contents:** The module consists of two courses and is structured as follows:

1. Scholarly Rhetoric:
   - The participants learn how to research, write, present, and discuss a scientific paper. To that end, the following topics will be addressed:
     - Academic style and ethics; formulating research questions and hypotheses; quantitative, qualitative, experimental research, field studies, and content analysis methods; measurement in communication research; paper content; style and layout; documenting sources; writing abstracts and summaries; editing; presentations; discussions.

2. Intercultural Communication:
   - The lecture focuses on the following topics: Culture, supraculture, macroculture, microculture; the perceptual process, description, interpretation, and evaluation; ethnocentrism, stereotypes, and prejudice; belief systems, values, and attitudes; culture and communication; culture and identity; culture shock; intercultural competence.

**Literature:** Scripts will be sold at the beginning of each course; Hinner, M. B. Ed. (2007, 2010). Freiberger Beiträge zur interkulturellen und Wirtschaftskommunikation, Volume 4 and 7. Frankfurt/M: Peter Lang. Additional readings will be based on the selected topics for the assignments and include various books, journals, and electronic sources.

**Types of Teaching:**
- S1 (WS): Lectures (2 SWS)
- S1 (WS): Exercises (2 SWS)

**Pre-requisites:**

**Recommendations:**
- Abitur-level English, or equivalent knowledge of English.

**Requirements for Credit Points:** For the award of credit points it is necessary to pass the module exam.

The module exam contains:
- KA*: [90 min]
- AP*: Written assignment
- AP*: Presentation

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.

**Credit Points:** 6

**Grade:** The Grade is generated from the examination result(s) with the following weights (w):
- KA*: [w: 5]
- AP*: Written assignment [w: 4]
- AP*: Presentation [w: 1]

* In modules requiring more than one exam, this exam has to be passed.
<p>| Workload: | The workload is 180h. It is the result of 60h attendance and 120h self-studies. Self-study includes preparation and follow-up work for in-class instruction as well as preparation for and completion of the written assignment, the formal presentation as well as the written exam, i.e. “Klausurarbeit.” |</p>
<table>
<thead>
<tr>
<th>Data:</th>
<th>FILMPRO. BA. Nr. 422 / Examination number: 60702</th>
</tr>
</thead>
<tbody>
<tr>
<td>Version:</td>
<td>14.02.2017</td>
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<tr>
<td>Start Year:</td>
<td>SoSe 2011</td>
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<tr>
<td>Module Name:</td>
<td><strong>Film Project</strong></td>
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<tr>
<td>(English):</td>
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<tr>
<td>Responsible:</td>
<td>Hinner, Michael B. / Prof. Dr.</td>
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<tr>
<td>Lecturer(s):</td>
<td>Hinner, Michael B. / Prof. Dr.</td>
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<tr>
<td>Institute(s):</td>
<td>Professor of Business English, Business Communication and Intercultural Communication</td>
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<tr>
<td>Duration:</td>
<td>1 Semester(s)</td>
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<tr>
<td>Competencies:</td>
<td>The module seeks to apply the theoretical foundation of communication science to various communication channels and media in both individual and group work so that one’s overall communication skills become more efficient and effective. The following proficiencies, for example, are conveyed: Idea generation, project management, general rhetorical skills, organizational competence, time management, team work, negotiation strategies, communicating across different media, etc.</td>
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<tr>
<td>Contents:</td>
<td>The participants will form groups and produce a short movie (ca. 10 min.) which will then be presented formally at the Otto Awards. Each group will also create a film poster and other communication tools to promote their film. A report will outline the progress of the film production and discuss the group work.</td>
</tr>
<tr>
<td>Literature:</td>
<td>The participants will familiarize themselves with the appropriate literature and video material to allow them to create a movie script and to operate the editing software in the University Computer Center. The module is taught primarily in English.</td>
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<tr>
<td>Types of Teaching:</td>
<td>S1 (SS): Practical Application (2 SWS)</td>
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<tr>
<td>Pre-requisites:</td>
<td><strong>Recommendations:</strong> No previous knowledge is required.</td>
</tr>
<tr>
<td>Frequency:</td>
<td>yearly in the summer semester</td>
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<tr>
<td>Requirements for Credit Points:</td>
<td>For the award of credit points it is necessary to pass the module exam. The module exam contains: AP*: Creation of a short movie [10 min] AP*: Poster and other communication tools to promote the film AP*: Report on the production of the film</td>
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<td>Credit Points:</td>
<td>3</td>
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<tr>
<td>Grade:</td>
<td>The Grade is generated from the examination result(s) with the following weights (w): AP*: Creation of a short movie [w: 3] AP*: Poster and other communication tools to promote the film [w: 1] AP*: Report on the production of the film [w: 1]</td>
</tr>
<tr>
<td>Workload:</td>
<td>The workload is 90h. It is the result of 30h attendance and 60h self-studies. Self-study includes the writing of the film script, the preparation, filming, and editing of the movie, the creation of a film poster and other communication tools designed to promote the film as well as documenting the film project in a report.</td>
</tr>
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</table>
### Module Name:
**Cultural Studies of the USA**

### Responsible:
Hinner, Michael B. / Prof. Dr.

### Lecturer(s):
Hinner, Michael B. / Prof. Dr.

### Institute(s):
Professor of Business English, Business Communication and Intercultural Communication

### Duration:
1 Semester(s)

### Competencies:
The module analyzes US American culture; thus, permitting the application of the theoretical foundation to a concrete practical cultural context. The USA was selected due to its economic and political role in today’s world.

### Contents:
The module consists of one lecture and focuses on various topics of contemporary US American society and analyzes them from an intercultural perspective. Film sequences are used to illustrate each aspect. It is structured as follows:
- Film as a mirror of reality
- Culture and microcultures
- Worldview, values, norms, stereotypes
- Cultural Dimensions
- Religion, beliefs, and values in the USA
- Native Americans
- Immigrants, cultural adaptation
- U.S. government and legal system
- U.S. educational system
- U.S. mass media
- American business and social security
- U.S. arts

The module is taught in English.

### Literature:

### Type of Teaching:
S1 (SS): Lectures (2 SWS)

### Pre-requisites:
**Recommendations:**
Abitur-level English, or equivalent knowledge of English.

### Frequency:
yearly in the summer semester

### Requirements for Credit Points:
For the award of credit points it is necessary to pass the module exam. The module exam contains:
KA [90 min]

### Credit Points:
3

### Grade:
The Grade is generated from the examination result(s) with the following weights (w):
KA [w: 1]

### Workload:
The workload is 90h. It is the result of 30h attendance and 60h self-studies. Self-study includes preparation and follow-up work for in-class instruction as well as preparation for the written exam, i.e. “Klausurarbeit.”
| **Module Name:** | IMRE Project |
| **(English):** | |
| **Responsible:** | Fröhling, Magnus / Prof. |
| **Lecturer(s):** | Höck, Michael / Prof. Dr.  
Schönfelder, Bruno / Prof. Dr.  
Albrecht, Helmut / Prof. Dr.  
Enke, Margit / Prof. Dr.  
Jacob, Dieter / Prof. Dr.  
Hinner, Michael B. / Prof. Dr.  
Stephan, Johannes / Prof. Dr.  
Horsch, Andreas / Prof. Dr.  
Grosse, Diana / Prof. Dr.  
Bongaerts, Jan C. / Prof. Dr.  
Rübbelke, Dirk / Prof. Dr. |
| **Institute(s):** | Professor of Industrial Management, Production Management and Logistics  
Professor of Economics  
Institute of Industrial Archeology and History of Science and Technology  
Professor of Marketing and International Trade  
Professor of Construction Management  
Professor of Business English, Business Communication and Intercultural Communication  
Professor of International Resource Policy and Economic Development  
Professor of Investment and Finance  
Professor of Innovation Management  
Professor of Environmental & Resource Management  
Professor of Economics, esp. Resource Economics  
Professor of Ressourcemanagement |
| **Duration:** | 4 Month(s) |
| **Competencies:** | The students develop their ability to work in teams. In particular, they gain competencies in structuring of a task, scheduling, coordination of the divided task processing, and presentation skills. |
| **Contents:** | The project work includes the processing of a task with regard to research, development and analysis of problems in close cooperation with the institutions involved and / or in cooperation with other research institutions, industry or authorities. Projects are announced by the chairs of the faculty. |
| **Literature:** | Depending on the selected theme. Further literature can be recommended by the supervisor. |
| **Types of Teaching:** | S1 (WS): Instruction, consultations, workshops, self studies, presentation, discussion / project (4 Mon) |
| **Pre-requisites:** | |
| **Frequency:** | yearly in the winter semester |
| **Requirements for Credit Points:** | For the award of credit points it is necessary to pass the module exam. The module exam contains:  
AP*: Project report  
AP*: Colloquium |
| **Credit Points:** | 6 |
| **Grade:** | The Grade is generated from the examination result(s) with the following |
weights (w):
AP*: Project report [w: 1]
AP*: Colloquium [w: 1]

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.

Workload: The workload is 180h.
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<tbody>
<tr>
<td>Module Name:</td>
<td><strong>Economic Theory: Micro-Economics</strong></td>
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<tr>
<td>Responsible:</td>
<td>Schönfelder, Bruno / Prof. Dr.</td>
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<tr>
<td>Lecturer(s):</td>
<td>Schönfelder, Bruno / Prof. Dr.</td>
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<td>Institute(s):</td>
<td>Professor of Economics</td>
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<tr>
<td>Duration:</td>
<td>1 Semester(s)</td>
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<tr>
<td>Competencies:</td>
<td>Students become proficient in microeconomic theory (at an intermediate level).</td>
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<td>Contents:</td>
<td>The course offers an overview of all relevant micro-economic topics such as the economics of the firm, supply and demand, market structures, competition and monopoly, labor markets.</td>
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<td>Types of Teaching:</td>
<td>S1 (WS): Lectures (2 SWS) S1 (WS): Exercises (2 SWS)</td>
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<td>Pre-requisites:</td>
<td><strong>Recommendations:</strong> Students should be familiar with calculus.</td>
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<tr>
<td>Frequency:</td>
<td>yearly in the winter semester</td>
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<tr>
<td>Requirements for Credit Points:</td>
<td>For the award of credit points it is necessary to pass the module exam. The module exam contains: KA [90 min] PVL: A midterm test, further details are announced in class PVL have to be satisfied before the examination.</td>
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<td>Credit Points:</td>
<td>6</td>
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<tr>
<td>Grade:</td>
<td>The Grade is generated from the examination result(s) with the following weights (w): KA [w: 1]</td>
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<tr>
<td>Workload:</td>
<td>The workload is 180h. It is the result of 60h attendance and 120h self-studies. Self-studies include assignments, preparation and wrapping up of lectures as well as preparation of presentations and of examinations.</td>
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<tr>
<td>Module Name:</td>
<td>Professional Communication</td>
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<td>(English):</td>
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<td>Responsible:</td>
<td>Hinner, Michael B. / Prof. Dr.</td>
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<tr>
<td>Lecturer(s):</td>
<td>Hinner, Michael B. / Prof. Dr.</td>
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<tr>
<td>Institute(s):</td>
<td>Professor of Business English, Business Communication and Intercultural Communication</td>
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<tr>
<td>Duration:</td>
<td>2 Semester(s)</td>
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<tr>
<td>Competencies:</td>
<td>The module seeks to transmit interpersonal, group, organizational, and intercultural communication principles and practices so that these may be applied in a real world context (e.g. the resource industry, engineering, etc.) and help improve the participants’ communication skills.</td>
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<tr>
<td>Contents:</td>
<td>The module consists of the following topics and is structured as follows: The first part is a lecture that introduces the participants to the fundamentals of applied professional communication: Communication theory, communication process, intercultural communication, intrapersonal communication, interpersonal communication, relationships, trust, conflict management, brain storming, decision making processes, group communication, communication networks, organizational communication, formal and informal communication, mass communication. The second part applies the concepts introduced in the lecture. The participants prepare a number of assignments which include application documents, an essay, a written report, and holding a formal presentation. To help the participants carry out their assignments, they are introduced to developing and implementing research strategies, data evaluation, and the documentation of reference sources. Essential aspects of English grammar and stylistics are also covered in the second part. The module is taught in English.</td>
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<tr>
<td>Types of Teaching:</td>
<td>S1 (WS): Lectures (2 SWS) S2 (SS): Exercises (2 SWS)</td>
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<tr>
<td>Pre-requisites:</td>
<td>Recommendations: Abitur-level English, or equivalent knowledge of English.</td>
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<td>Frequency:</td>
<td>yearly in the winter semester</td>
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<tr>
<td>Requirements for Credit Points:</td>
<td>For the award of credit points it is necessary to pass the module exam. The module exam contains: KA*: [90 min] AP*: Written assignments AP*: Presentation * In modules requiring more than one exam, this exam has to be passed or completed with at least &quot;ausreichend&quot; (4,0), respectively.</td>
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<tr>
<td>Credit Points:</td>
<td>6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grade:</td>
<td>The Grade is generated from the examination result(s) with the following</td>
<td></td>
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</tbody>
</table>
weights (w):
KA* [w: 10]
AP*: Written assignments [w: 7]
AP*: Presentation [w: 3]

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.

Workload:
The workload is 180h. It is the result of 60h attendance and 120h self-studies. Self-study includes preparation and follow-up work for in-class instruction as well as preparation for the written exam, i.e. "Klausurarbeit", the written assignments, and the formal presentation in English.
### Module Name: **Scenario Planning and Executive Dialogues**

**Responsible:** Stephan, Johannes / Prof. Dr. Gillo, Martin / Prof. Dr.

**Lecturer(s):** Stephan, Johannes / Prof. Dr. Gillo, Martin / Prof. Dr.

**Institute(s):** Professor of International Resource Policy and Economic Development Professor for International Economic Relations

**Duration:** 1 Semester(s)

**Competencies:** The students will understand the scenario planning method and learn to apply that method to various political, economic and social issues and to discuss this with managers and politicians.

**Contents:** Scenario planning is a method for determining possible futures for objects with high uncertainties. Scenarios are defined as hypothetical views of the future. It is aimed to recognize and support developments and prevent negative ones as much as possible. This method will be applied to different topics such as Europe 2030 or Freiberg 2030. Managers, politicians, and scientists are invited to comment as experts on these scenarios. The simulation game seminar gives students the opportunity to test their management abilities in a simulated, computer-network based environment of a competitive market. The presentations by practitioners in the format of executive dialogues provide students with insights into real-life experiences.

**Literature:**

**Types of Teaching:**
- S1 (SS): Lectures for scenario planning and simulation game in blocks / Lectures (2 SWS)
- S1 (SS): Several 4-hour seminars in the second part of the semester / Seminar (2 SWS)

**Pre-requisites:**

**Recommendations:** No previous knowledge is required.

**Frequency:** Yearly in the summer semester

**Requirements for Credit Points:** For the award of credit points it is necessary to pass the module exam. The module exam contains: AP: Active participation in the scenario planning seminar, in the simulation game seminar, as well as in the executive dialogues. AP: Presentation

**Credit Points:** 6

**Grade:** The grade is generated from the examination result(s) with the following weights (w):
- AP: Active participation in the scenario planning seminar, in the simulation game seminar, as well as in the executive dialogues. [w: 1]
- AP: Presentation [w: 1]

**Workload:** The workload is 180h. It is the result of 60h attendance and 120h self-studies.
### Module Name:
**Economies in Central and Eastern Europe**

### Responsible:
Stephan, Johannes / Prof. Dr.

### Lecturer(s): Stephan, Johannes / Prof. Dr.

### Institute(s):
Professor of International Resource Policy and Economic Development

### Duration:
1 Semester(s)

### Competencies:
The participants will be made familiar with the starting conditions and objectives of the transformation of former socialist economies into market-oriented systems. They should be able to recognise and analyse the problems of transition economies and to draw conclusions for future development perspectives of those countries. At the same time they focus on questions about the amenities of resources of those countries and the impacts on their economic development.

### Contents:
1. History, starting conditions and tasks of the transformation
2. Elements of the transformation agenda
3. Development of transformation
4. The emergence of financial markets
5. The changes in social welfare system
6. The amenities of resources and the thread of a resource curse
7. The integration of transition economies into world economy

### Literature:
- Berglöf, E., Roland, G. (2007), The Economics of Transition, Houndmills
- European Bank for Reconstruction and Development, Transition Reports, London

### Types of Teaching:
S1 (WS): Lectures (2 SWS)
S1 (WS): Exercises (2 SWS)

### Pre-requisites:
**Recommendations:**
- Makroökonomik, 2009-08-18
- Mikroökonomische Theorie, 2014-03-05

Knowledge at Bachelor level in business administration required.

### Frequency:
yearly in the winter semester

### Requirements for Credit Points:
For the award of credit points it is necessary to pass the module exam. The module exam contains:
- KA*: [120 min]
- AP*: Presentation [15 min]

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.

### Credit Points:
6

### Grade:
The Grade is generated from the examination result(s) with the following weights (w):
- KA*: [w: 4]
- AP*: Presentation [w: 1]

* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.

### Workload:
The workload is 180h. It is the result of 60h attendance and 120h self-
studies. Self-studies include assignments, preparation and wrapping up of lectures as well as preparation of presentations and of examinations.