



Faculty of Business Administration (Faculty 6)


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Data:	INTMAN. MA. Nr. 2072 / Examination number: 62007	Version: 23.04.2020 	Start Year: SoSe 2016
Module Name: (English):	International Business and Management		
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:	<p>The intention of this module is that the student is enabled to analyse 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. Moreover, after completion of the module, students can analyse and assess the value of inward and outward foreign direct investment of firms for the host and home countries.</p> <p>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).</p>		
Contents:	<ol style="list-style-type: none"> 1. Economic theories of internationalisation and TNC <ul style="list-style-type: none"> ◦ Static vs dynamic theories ◦ Internalisation-theories and asset-based theories 2. International management and entry strategies <ul style="list-style-type: none"> ◦ 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 <ul style="list-style-type: none"> ◦ FDI and host country effects, national innovation systems ◦ TNCs and Intellectual Property Rights ◦ Foreign Direct Investment policies 		
Literature:	<p>Cavusgil, S.T., G. Knight, and J.R. Riesenberger (2008), International Business - Strategy, Management, and the New Realities, 1st ed., Pearson International, Prentice Hall.</p> <p>Dunning, J. and S.M. Lundan (2008), Multinational Enterprises and the Global Economy, 2nd edition. Cheltenham: Edward Elgar.</p> <p>Letto-Gillies, G. (2005) Transnational Corporations and International Production - Concepts, Theories and Effects. Cheltenham: Edward Elgar.</p> <p>Peng, M.W. and K. E. Meyer (2009) International Business, 1st ed., Cengage Learning.</p> <p>Pitelis, C and R. Sudgen (eds) (2000) The Nature of the Transnational Firm. London: Routledge.</p>		
Types of Teaching:	<p>S1 (SS): Lectures (2 SWS)</p> <p>S1 (SS): Exercises (2 SWS)</p>		
Pre-requisites:	<p>Recommendations:</p> <p>Knowledge of micro-economics and macro-economics at Bachelor level</p>		

	equivalent to 6 ECTS points each is required to be able to follow teaching and tutorials in the module and successfully complete the module.
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: Presentations and paper submissions [20 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.


Data:	CSRM. MA. Nr. 2908 / Examination number: 62405	Version: 19.02.2018 	Start Year: SoSe 2017
Module Name: (English):	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:	<p>Among others the topics of the course comprise:</p> <ul style="list-style-type: none"> • Originis the sustainability concept • Relevance of the sustainability concpet 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:	<ul style="list-style-type: none"> • 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 • Pojasek, R.B. (2017): Organizational Risk Management and Sustainability: A Practical Step-by-Step Guide, CRC Press • 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 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.		

Data:	ORGGCOMM. MA. Nr. 3366 / Examination number: 60709	Version: 14.02.2017 	Start Year: SoSe 2013
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:	<p>The module consists of one lecture and one tutorial and is structured as follows:</p> <ol style="list-style-type: none"> 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. <p>The module is taught in English and the assignments have to be completed in English.</p>		
Literature:	<p>Conrad, C., & Poole, M.S. (2002). Strategic organizational communication, Fort Worth: Harcourt. Hinner, M.B., Ed. (2007, 2010). Freiburger Beiträge zur interkulturellen und Wirtschaftskommunikation, Volume 3 and 6. Frankfurt am Main: Peter Lang. Keyton, J. (2005). Communication and organizational culture: A key to understanding work experiences. Thousand Oaks: Sage. May, S., & Mumby, D.K. (2005). Engaging organizational communication theory and research. Thousand Oaks: Sage.</p>		
Types of Teaching:	<p>S1 (SS): Lectures (2 SWS) S1 (SS): Exercises (2 SWS)</p>		
Pre-requisites:	Recommendations: Abitur-level English, or equivalent knowledge of English.		
Frequency:	yearly in the summer semester		
Requirements for Credit Points:	<p>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</p>		

	* 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:	<p>The Grade is generated from the examination result(s) with the following weights (w):</p> <p>KA* [w: 4]</p> <p>AP*: Active participation, as well as assignments in the module [w: 1]</p> <p>* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.</p>
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.


Data:	IMCT MA. Nr. / Examination number: 62009	Version: 09.04.2021	Start Year: SoSe 2021
Module Name:	Innovation Management - from Creativity to Transformation		
(English):			
Responsible:	Stephan, Johannes / Prof. Dr.		
Lecturer(s):			
Institute(s):	Professor of International Resource Policy and Economic Development		
Duration:	1 Semester(s)		
Competencies:	<p>Students acquired the competence to devise and manage innovation policies within the firm. The qualification objective is tied to the question of how firms bring new business models and new products and services to the market. This is achieved by applying concepts and theories to the implementation of instruments of generation of ideas, of formulating strategies and project management. Students acquired the ability to apply theories to a hypothetical industrial reality. This is accompanied by use of case studies from industry in general and experiences from Siemens Gamesa Renewable Energy in particular.</p>		
Contents:	<p>The teaching concept envisages a focussed reflection on innovation management in the form of block seminars which run over several days. In the framework of this innovation workshop, theory is being accompanied by examples from industry. Examples mostly emanate from the field of innovation management in regenerative energy production, but not exclusively.</p> <p>The topics to be covered in the module typically relate to</p> <ul style="list-style-type: none"> · Terminology and concepts of innovation management · Methods of learning on the issue of creativity · Innovation strategies and product portfolio · Teams, networks(ing), collaboration · Public financial support, project funding <p>Teaching and interactive debates will assume approximately equal shares in time. The language used is entirely English.</p>		
Literature:	<p>Arciénaga Morales AA et al. (2018), Technology and Innovation Management in Higher Education - Cases from Latin America and Europe, Administrative Sciences 8(2), 11.</p> <p>Chiaroni, D., Chiesa, V., and F. Frattini (2011), The Open Innovation Journey: How firms dynamically implement the emerging innovation management paradigm. Technovation, 31, 34-3.</p> <p>Dasgupta P., J.E. Stiglitz (1980), Industrial Structure and the Nature of Innovative Activity, Economic Journal 90, 1980, 266-93.</p> <p>Goldenberg, J.; Levav A.; Mazursky D.; Solomon S. (March 2003). "Finding your Innovation Sweet Spot". Harvard Business Review. https://hbr.org/2003/03/finding-your-innovation-sweet-spot</p> <p>Günther, J. and D. Meissner (2017), Clusters as innovative melting pots? - The Meaning of Cluster Management for Knowledge Diffusion in Clusters. In: Journal of the Knowledge Economy, 8(2), 499-512.</p> <p>Hipp, Ann and C. Binz (2020), "Firm survival in complex value chains and global innovation systems: Evidence from solar photovoltaics." Research Policy 49(1): article 103876.</p> <p>Malhotra, A., Schmidt, T., and J. Huenteler (2019), The role of intersectoral learning in knowledge development and diffusion: Case studies on three clean energy technologies. Technological Forecasting and Social Change 146: 464-487.</p> <p>Schilling, Melissa (2013), Strategic Management of Technological Innovation, McGraw Hill.</p>		

	<ul style="list-style-type: none"> • Journals: <ul style="list-style-type: none"> ◦ Technovation - The International Journal of Technological Innovation, Entrepreneurship and Technology Management ◦ Journal of Innovation and Entrepreneurship (open access) – focus on emerging markets ◦ Journal of Product Innovation Management ◦ Further literature recommendations will be given in the lecture.
Types of Teaching:	S1 (SS): Lectures (1 SWS) S1 (SS): Seminar (1 SWS)
Pre-requisites:	Recommendations: Knowledge of micro-economics and macro-economics at least at Bachelor level. Very good command of English language (e.g. TOEFL 90, IELTS 6.5)
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: Presentation in seminar AP: Seminar paper PVL have to be satisfied before the examination.
Credit Points:	3
Grade:	The Grade is generated from the examination result(s) with the following weights (w): AP: Seminar paper [w: 1]
Workload:	The workload is 90h. It is the result of 30h attendance and 60h self-studies.

Data:	OMIS. MA. Nr. 3202 / Examination number: 62101	Version: 11.01.2017 	Start Year: WiSe 2010
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:	<ul style="list-style-type: none"> • Schelle, Heinz/ Ottmann, Roland/ Pfeiffer, Astrid: Project Manager. German Association for Project Management (GPM), Member of the International Project Management Association (IPMA), 2006. • Kerzner, Harold: Project Management – A Systems Approach to Planning, Scheduling, and Controlling, associated with the Project Management Institute (PMI), 11th Ed, 2013. • The Chartered Institute of Building – Project Management for Construction and Development, 2014. • Klee, Lukas: International Construction Contract Law, 1st Ed, 2014. • Peter W.G. Morris/ George H. Hough – The Anatomy of Major Projects: A Study of the Reality of Project Management. London, 1987. • Merrow, Edward W. – Industrial Megaprojects: Concepts, Strategies, and Practices for Success. New Jersey, 2011. • Köchendorfer, Bernd; Liebchen, Jens; Viering, Markus G.: Bau-Projektmanagement: Grundlagen und Vorgehensweisen, 4th Ed, 2010. • Berner, Fritz; Kochendorfer, Bernd; Schach, Rainer: Grundlagen der Baubetriebslehre 2 – Baubetriebsplanung, 2nd Ed, 2014 • Uher, Thomas; Adam, Zantis; Zantis: Programming and Scheduling Techniques, 2nd Ed, 2011. • Vanhoucke, Mario: Project Management with Dynamic Scheduling – Baseline Scheduling, Risk Analysis and Project Control, 2nd Ed, 2013. • Jacob, Dieter; Müller, Clemens: Estimating in Heavy Construction: Roads, Bridges, Tunnels, Foundations, 1st Ed, 2016. 		
Types of Teaching:	S1 (WS): Exercises (1 SWS) S1 (WS): Lectures (1 SWS)		
Pre-requisites:	Recommendations:		

	No pre-requisites are 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.

Data:	CCE. MA. / Examination number: 60319	Version: 23.01.2020	Start Year: SoSe 2017
Module Name:	Climate Change Economics		
(English):			
Responsible:	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 key aspects of climate change economics. National as well as international issues will be covered.		
Contents:	Among the topics are the economics of adaptation to and mitigation of climate change, international negotiations, climate finance.		
Literature:	<p>Buchholz, W., & Rübbelke, D. (2019). Foundations of Environmental Economics. Springer Texts in Business and Economics.</p> <p>Gintis, H. (2009). Game Theory Evolving: A Problem-Centered Introduction to Modeling Strategic Interaction. Princeton University Press.</p> <p>Perman, R. et al. (2011), Natural Resource & Environmental Economics, Pearson.</p> <p>Tol, R.S.J. (2014), Climate Economics, Edward Elgar.</p> <p>Markandya, A. Galarraga, I. & Rübbelke, D.T.G. (2017), Climate Finance, World Scientific.</p>		
Types of Teaching:	S1 (SS): Lectures (2 SWS) S1 (SS): Exercises (2 SWS)		
Pre-requisites:	Recommendations: Economic Theory: Micro-Economics, 2016-07-12		
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: Written test [60 min] AP: Presentation		
Credit Points:	6		
Grade:	The Grade is generated from the examination result(s) with the following weights (w): KA: Written test [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 the preparation of presentations and of examinations.		


Data:	HISTENV. MA. Nr. 3424 / Examination number: 60134	Version: 01.07.2015 	Start Year: SoSe 2016
Module Name: (English):	History of the Environment		
Responsible:	Albrecht, Helmuth / Prof. Dr.		
Lecturer(s):	Pohl, Norman / Dr.		
Institute(s):	Institute of Industrial Archeology and History of Science and Technology		
Duration:	1 Semester(s)		
Competencies:	The module seeks to transmit historical developments in the field of technology and ecology. Hence, providing the cultural and historic background of contemporary society.		
Contents:	The module offers an introduction to the development of environmental protection and technology and the use of natural resources.		
Literature:	John Robert McNeill: Blue Planet. 2003 Donald Worster: Dust bowl. The Southern plains in the 1930s. Oxford 1979. Donald Worster: The wealth of nature. Environmental history and the ecological imagination. Oxford 1993.		
Types of Teaching:	S1 (SS): History of environment / Seminar (2 SWS)		
Pre-requisites:	Recommendations: Scholarly Rhetoric, 2012-02-10 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: AP*: 15 page paper AP: Presentation [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:	3		
Grade:	The Grade is generated from the examination result(s) with the following weights (w): AP*: 15 page paper [w: 1] 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 preparation and follow-up work for in-class instruction as well as preparation for and completion of the 12 page paper and the presentation.		


Data:	BUSCOMM. MA. Nr. 409 / Examination number: 60704	Version: 14.02.2017	Start Year: WiSe 2012
Module Name:	Business 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 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:	<p>The module consists of one lecture and one tutorial and is structured as follows:</p> <ol style="list-style-type: none"> 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:	<p>Adler, R. B., Rodman, G. R., & DuPré, A. (2014). Understanding Human Communication (12th Edition). New York: Oxford University Press.</p> <p>Hinner, M.B., Ed. (2007, 2010). Freiburger Beiträge zur interkulturellen und Wirtschaftskommunikation, Volume 3 and 6. Frankfurt am Main: Peter Lang.</p>		
Types of Teaching:	<p>S1 (WS): Lectures (2 SWS)</p> <p>S1 (WS): Exercises (2 SWS)</p>		
Pre-requisites:	Recommendations: Abitur-level English, or equivalent knowledge of English.		
Frequency:	yearly in the winter semester		
Requirements for Credit Points:	<p>For the award of credit points it is necessary to pass the module exam.</p> <p>The module exam contains:</p> <p>KA* [90 min]</p> <p>AP*: Active participation, as well as assignments in the module.</p> <p>* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.</p>		
Credit Points:	6		
Grade:	<p>The Grade is generated from the examination result(s) with the following weights (w):</p> <p>KA* [w: 4]</p> <p>AP*: Active participation, as well as assignments in the module. [w: 1]</p> <p>* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.</p>		
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.


Data:	SIR. MA. Nr. 2911 / Examination number: 62404	Version: 14.07.2016	Start Year: SoSe 2017
Module Name:	Strategies of the Resource Industry		
(English):			
Responsible:	Fröhling, Magnus / Prof.		
Lecturer(s):	Bartz, Stefan		
Institute(s):	Professor of Ressourcemanagement		
Duration:	1 Semester(s)		
Competencies:	<ul style="list-style-type: none"> • 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) <p>Know recent developments of valuation in the relevant industries (e.g. real options, simulations, etc.)</p>		
Contents:	<ul style="list-style-type: none"> • 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 <p>Case study: Prepare evaluation of a business plan and presentation.</p>		
Literature:	Wellmer, F.-W., Dalheimer, M., Wagner, M. (2008): Economic Evaluations in Exploration, Springer Berlin Heidelberg New York. Rudenno, V. (2012): The Mining Valuation Handbook: Mining and Energy Valuation for Investors and Management, 4th Edition, Wiley, New Jersey. Narbel, P., Hanssen, J.P., Lien, J.R. (2014): Energy Technologies and Economics, Springer Berlin Heidelberg New York.		
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.
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*: Group Work KA* [120 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:	3
Grade:	The Grade is generated from the examination result(s) with the following weights (w): AP*: Group Work [w: 0] KA* [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.


Data:	MARMAN. BA. Nr. 973 / Examination number: 60411	Version: 28.04.2020 	Start Year: WiSe 2020
Module Name:	Marketing Management		
(English):	Marketing Management		
Responsible:	Leischnig, Alexander / Prof.		
Lecturer(s):	Leischnig, Alexander / Prof.		
Institute(s):	Professor of Business-to-Business Marketing		
Duration:	1 Semester(s)		
Competencies:	After successful completion of the module, students should be able to describe and explain the marketing management process. In addition, they should be able to explain concepts and frameworks associated with important decision areas of marketing such as product, communication, sales, and pricing decisions. Students should be able to identify and analyze marketing problems and develop strategies to solve them.		
Contents:	The module will discuss the marketing management process and it will look at the development and implementation of marketing strategies. A particular emphasis will be put on marketing decision areas and opportunities to derive an integrated marketing approach. In addition, the module will look at relationship management.		
Literature:	Homburg, C., Kuester, S., & Krohmer, H. (2013). Marketing management: A contemporary perspective. McGraw-Hill Higher Education.		
Types of Teaching:	S1 (WS): Lectures (2 SWS) S1 (WS): Exercises (2 SWS)		
Pre-requisites:	Recommendations: Grundlagen des Marketings, 2020-04-28		
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.		

Data:	SUSPCM. MA. Nr. 084 / Examination number: 60216	Version: 01.01.2014 	Start Year: WiSe 2014
Module Name: (English):	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:	<p>The objectives of the module are to convey principal elements of project and contract management.</p> <p>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.</p> <p>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.</p>		
Contents:	<p>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</p> <ul style="list-style-type: none"> • 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. 		


	<p>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</p> <ul style="list-style-type: none"> • 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 rights to the use of intellectual property, dispute resolution, regulatory controls) • Contract negotiations and elements of contract administration • Cost and price analysis <p>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.</p>
Literature:	Johanna Rothman, Successful Project Management, The Pragmatic Programmers, 2007; Tom de Marco: The Deadline: A Novel About Project Management, B & T Publishing, 1997
Types of Teaching:	S1 (WS): Lectures (6 d) S1 (WS): Seminar (9 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: Presentation of results of practical training 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 120h attendance and 60h self-studies.


Data:	MARINT. MA. Nr. 2962 / Examination number: 60407	Version: 28.04.2020 	Start Year: WiSe 2020
Module Name:	Marketing Intelligence		
(English):			
Responsible:	Leischnig, Alexander / Prof.		
Lecturer(s):	Leischnig, Alexander / Prof.		
Institute(s):	Professor of Business-to-Business Marketing		
Duration:	1 Semester(s)		
Competencies:	After successful completion of the module, students should be able to explain the goals and functions of market research. Furthermore, students should know the steps of the market research process and be able to explain these steps and apply the knowledge. Students should be able to plan a research project and execute it to obtain the necessary insights.		
Contents:	The module will discuss the fundamentals of market research as well as approaches to obtain marketing intelligence. It will outline the steps of the market research process with focus on determining the research problem, selecting the research design, executing the research design, preparing and analyzing data, and reporting of findings. In addition, the module will illuminate international marketing research.		
Literature:	Field, A. (2013). Discovering statistics using IBM SPSS. 4th ed., Los Angeles: Sage. Hair, J. Jr., Black, W. C., Babin, B. J., & Anderson, R. E. (2014). Multivariate data analysis. 7th ed., Harlow et al.: Pearson. Iacobucci, D. & Churchill, G. A. (2015). Marketing research: methodological foundations. 11th ed., Boston: Cengage Learning. Malhotra, N. K., Birks, D. F., & Wills, P. (2015). Essentials of marketing research: A hands-on orientation. Upper Saddle River: Prentice Hall.		
Types of Teaching:	S1 (WS): Lectures (2 SWS) S1 (WS): Exercises (2 SWS)		
Pre-requisites:	Recommendations: -		
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.		

Data:	ENVMGTPOL. MA. Nr. 2909 / Examination number: 62403	Version: 31.05.2018 	Start Year: WiSe 2018
Module Name:	Environmental Management and Policies		
(English):			
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:	<p>The course covers among others:</p> <ul style="list-style-type: none"> • 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:	<ul style="list-style-type: none"> • Calow (1999): Blackwells Concise Encyclopedia of Environmental Management, John Wiley & Sons • Dobson (2016): Environmental Politics, Oxford University Press • Russo (2008): Environmental Management: Readings and Cases, Sage Pubn • Schaltegger, Burritt, Petersen (2003): An Introduction to Corporate Environmental Management, Greenleaf Publishing • Tinsley, Pillai (2016): Environmental Management Systems: Understanding Organizational Drivers and Barriers, Routledge 		
Types of Teaching:	<p>S1 (WS): Lecture Environmental Management and Policies / Lectures (2 SWS)</p> <p>S1 (WS): Tutorial Environmental Management and Policies / Exercises (2 SWS)</p>		
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:		
Credit Points:	KA [90 min]		
Grade:	6		
Grade:	The Grade is generated from the examination result(s) with the following weights (w):		
Workload:	KA [w: 4]		
Workload:	The workload is 180h. It is the result of 60h attendance and 120h self-studies.		

Data:	ECOTHE. MA. Nr. 2900 / Examination number: 61416	Version: 12.07.2016 	Start Year: SoSe 2017
Module Name:	Economic Theory: Macro-Economics		
(English):			
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.		
Literature:	Abel/Bernanke/Croushore (2013): Macroeconomics. Pearson.		
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.		


Data:	SCHORE. BA. Nr. 355 / Examination number: 60703	Version: 14.02.2017	Start Year: WiSe 2010
Module Name:	Scholarly Rhetoric		
(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 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:	<p>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:</p> <ul style="list-style-type: none"> • 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. <p>The module is taught in English.</p>		
Literature:	Bryman, A. (2012). Social research methods. 4th Edition. Oxford: Oxford University Press.		
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:	<p>For the award of credit points it is necessary to pass the module exam. The module exam contains:</p> <p>AP*: Written assignment AP*: Presentation</p> <p>* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.</p>		
Credit Points:	3		
Grade:	<p>The Grade is generated from the examination result(s) with the following weights (w):</p> <p>AP*: Written assignment [w: 4] AP*: Presentation [w: 1]</p> <p>* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.</p>		
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.		


Data:	COSTAC. MA. Nr. 3497 / Examination number: 60619	Version: 29.04.2019 	Start Year: WiSe 2010
Module Name: (English):	Financial Reporting, Cost Accounting & Controlling		
Responsible:	Sopp, Karina / Prof. Dr.		
Lecturer(s):	Sopp, Karina / Prof. Dr.		
Institute(s):	Professor of Entrepreneurship and Corporate Taxation		
Duration:	1 Semester(s)		
Competencies:	Students will be enabled to prepare (consolidated) financial statements according to IFRS (International Financial Reporting Standards) and to apply different methods of cost accounting and controlling to provide the management with guidance for operational and strategic decisions.		
Contents:	<ul style="list-style-type: none"> • Requirements to prepare (consolidated) financial statements; • IFRS: Main principles; • Evaluation and recognition regulations according to IFRS; • Cost Accounting and Controlling. 		
Literature:	Horngren, C.; Bhimani; A., et al. (2007): Management and Cost Accounting, New Jersey. Horngren, C.; Foster, G.; et al. (2008): Cost Accounting, New Jersey.		
Types of Teaching:	S1 (WS): Lectures (1 SWS) S1 (WS): Exercises (1 SWS)		
Pre-requisites:	Recommendations: No previous knowledge 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.		

Data:	INTCOMM. MA. Nr. 3707 / Examination number: 60712	Version: 10.07.2020 	Start Year: SoSe 2021
Module Name: (English):	Intercultural Communication Advanced		
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:	<p>The module seeks to transmit the theoretical foundation for intercultural communication principles to outline the interrelationship of culture and communication. The purpose of the module is to give an advanced introduction to the basic terms, concepts, models, and theories of intercultural communication. Students without a social science background will be given the necessary background to understand the characteristics of this field before the module addresses more specific intercultural questions. Students will be able to understand the implications of intercultural communication. Cultural diversity and intercultural work environments have the potential for misunderstandings and conflicts which is why a thorough understanding of such situations is essential in today's global world. The module addresses these important issues and offers insights and understanding of such complex situations.</p>		
Contents:	<p>The module consists of one lecture and one tutorial and is structured as follows:</p> <p>The lecture focuses on the following topics:</p> <ul style="list-style-type: none"> - Culture, supraculture, macroculture, microculture - Belief systems, values, and attitudes - Culture and communication - Cultural taxonomies - Human perception - Identities, individual and cultural - Ethnocentrism, stereotypes, prejudices, and discrimination - Culture shock - Intercultural competence <p>The tutorial integrates the theoretical foundation of the lecture in an applied context. That is why the course participants will prepare an assignment to illustrate this.</p> <p>The module is taught in English.</p>		
Literature:	Kim, Y Y. <i>The international encyclopedia of intercultural communication</i> : Wiley-Blackwell.		
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:	<p>For the award of credit points it is necessary to pass the module exam.</p> <p>The module exam contains:</p> <p>KA* [90 min] AP*: Assignment</p> <p>* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.</p>		
Credit Points:	6		

Grade:	<p>The Grade is generated from the examination result(s) with the following weights (w):</p> <p>KA* [w: 4]</p> <p>AP*: Assignment [w: 1]</p> <p>* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.</p>
Workload:	<p>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. "Klausur," and the written assignment of the tutorial.</p>

Data:	BICSEM. MA. Nr. 2982 / Examination number: 60706	Version: 15.12.2015	Start Year: WiSe 2013
Module Name:	Seminar Business and Intercultural 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:	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)		
Pre-requisites:	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.		

Data:	FINEC. MA. Nr. 3693 / Examination number: 61418	Version: 09.12.2019 	Start Year: SoSe 2020
Module Name:	Finance in Developing and Emerging Countries: A Historical and Evolutionary Perspective		
(English):			
Responsible:	Schönfelder, Bruno / Prof. Dr.		
Lecturer(s):	Schönfelder, Bruno / Prof. Dr.		
Institute(s):	Professor of Economics		
Duration:	1 Semester(s)		
Competencies:	Participants need to understand the variety and complexity of the preconditions, that need to be met, in order to enable the financial sector to properly perform its economic function, and, accordingly, its evolutionary improbability.		
Contents:	<ol style="list-style-type: none"> 1. Historic development of the financial sectors in the UK, the United States and Canada during the 18th and 19th century (with outlook on the 20th century) 2. Financial History of Mexico 3. Financial History of Brazil 4. Financial History of Central Eastern and Eastern Europe, and Russia 5. Theories of Financial Evolution 		
Literature:	<p>Calomiris/Haber: Fragile by Design. Princeton: Princeton University Press 2014</p> <p>Schönfelder: Vom Spätsozialismus zur Privatrechtsordnung. Berlin: Berliner Wissenschaftsverlag 2012</p>		
Types of Teaching:	<p>S1 (SS): Lectures (2 SWS)</p> <p>S1 (SS): Exercises (2 SWS)</p>		
Pre-requisites:			
Frequency:	yearly in the summer semester		
Requirements for Credit Points:	<p>For the award of credit points it is necessary to pass the module exam.</p> <p>The module exam contains:</p> <p>KA [90 min]</p> <p>AP: Term Paper (ca. 10 pages) incl. presentation und discussion</p>		
Credit Points:	6		
Grade:	<p>The Grade is generated from the examination result(s) with the following weights (w):</p> <p>KA [w: 1]</p> <p>AP: Term Paper (ca. 10 pages) incl. presentation und discussion [w: 1]</p>		
Workload:	The workload is 180h. It is the result of 60h attendance and 120h self-studies.		

Data:	IDEVRES. MA. Nr. 3417 / Examination number: 62005	Version: 23.04.2020 	Start Year: WiSe 2013
Module Name:	International Development and Resources		
(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:	<p>Students will be able to understand the implications of management of firms in the environment of developing economies. Companies involved in a region that is characterised by much lower levels of economic development face particular challenges in the management: they have to consider the implications that development strategies, both national and coordinated by international organisations and NGOs, have on their activities.</p> <p>Of particular relevance in developing economies is the role of natural resources that are often abundant and currently their most precious source of national welfare. Students acquire the understanding that natural resources can easily turn into a curse, if they are not included into a coherent national development policy. Those include most prominently export-oriented policies, state-aid policies and the development of national champions, the attraction of foreign direct investments, and incentive systems for outward investment.</p>		
Contents:	<p>Part I - Economic development and emerging markets</p> <p>I.1 Foreign exchange and economic development</p> <p>I.2 Reminder of trade theory and politics</p> <p>I.3 Characteristics of developed, emerging, and developing countries</p> <p>I.4 Theories of Economic Development: Overview</p> <p>I.5 Development Policies: Approaches, Failures, and New Consensus?</p> <p>I.6 The Chinese way: infrastructure for development</p> <p>Part II - The role of natural resources for economic development</p> <p>II.1 Natural resources and environment as production factor</p> <p>II.2 The concept of the resource curse in general</p> <p>II.3 Concepts for a benign role of resources for development ("Successful resource-based development")</p> <p>II.4 The economics of export restrictions of depletable resources (example rare earth, other critical resources)</p> <p>Part III - Wrapping up and discussions in class, using the form of the political debate</p> <p>III.1 The system of the political debate</p> <p>III.2 Suggested topics for debate</p>		
Literature:	<p>Reading for Part I</p> <p>Todaro, M. P. (2006): Economic Development, 9th edition, Addison Wesley, NY</p> <p>Clark, D.A. (ed) (2006) The Elgar Companion to Development Studies, EE.</p> <p>World Bank Development Reports (annual)</p> <p>Journal articles from e.g. "World Development"; "World Bank Economic Review"; "Journal of Development Economics"</p> <p>Reading for Part II</p> <p>Andersen, A. D. and B. Johnson (2014) Monocausalism versus Systems Approach to Development ' The Possibility of Natural Resource-based Development. <i>Institutions and Economies</i>, Vol. 6, No. 2, pp. 27-54</p> <p>van den Ploeg (2011) Natural Resources: Curse or Blessing? <i>Journal of</i></p>		

	<p><i>Economic Literature</i> 49/2, pp. 366-420 Gylfason 2001 Natural resources, education, and economic development Sachs Warner 1997 Natural Resource Abundance and Economic Growth (pdf-file freely available from NBER Working Papers Series)</p>
Types of Teaching:	<p>S1 (WS): Lectures (2 SWS) S1 (WS): Exercises (2 SWS)</p>
Pre-requisites:	<p>Recommendations: Knowledge of micro-economics and macro-economics at Bachelor level equivalent to 6 ECTS points each is required to be able to follow teaching and tutorials in the module and successfully complete the module.</p>
Frequency:	yearly in the winter semester
Requirements for Credit Points:	<p>For the award of credit points it is necessary to pass the module exam. The module exam contains: KA [90 min] PVL: Presentations and accompanying papers [15 min] PVL have to be satisfied before the examination.</p>
Credit Points:	6
Grade:	<p>The Grade is generated from the examination result(s) with the following weights (<i>w</i>): KA [<i>w</i>: 1]</p>
Workload:	The workload is 180h. It is the result of 60h attendance and 120h self-studies.


Data:	INTLAW2. MA. Nr. 2921 / Examination number: 61516	Version: 14.07.2016	Start Year: SoSe 2017
Module Name: (English):	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:	<p>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.</p> <p>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.</p> <p>3. The topics 1 and 2 will also be presented by discussing cases (seminar).</p>		
Literature:	Birnie/Boyle/Redgwell, International Law and the Environment, Oxford University Press		
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. 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.		

Data:	SDG. MA. / Examination number: 31730	Version: 17.06.2021	Start Year: SoSe 2021
Module Name:	Introduction to Sustainable Development Goal 12		
(English):			
Responsible:	Drebenstedt, Carsten / Prof. Dr.		
Lecturer(s):	Drebenstedt, Carsten / Prof. Dr. Bongaerts, Jan C. / Prof. Dr.		
Institute(s):	Institute of Mining and Special Civil Engineering Professor of Environmental & Resource Management		
Duration:	1 Semester(s)		
Competencies:	On completion of the course students shall be able to explain the Sustainable Development Goals of the United Nations (UN) with special emphasis on SDG12 "Responsible Consumption and Production" (RCP). They have an understanding about the different research and development approaches which contribute to the goal. They learn innovative solutions for current issues in society and industry and challenges for of entrepreneurship in practical responsible consumption and production and they are able to explain, analyse and value the solutions for current issues. The course is suitable as an introduction to the subject of RCP and is thus intended to be accessible to students of all study backgrounds.		
Contents:	Introduction of SDGs with special emphasis on responsible consumption and production Lectures by guest lecturers (experts from 7 European Universities) on the following topics: European Union Culture and relevance of RCP, Sustainable Resource Economics, Sociology of sustainable business and consumption and the Circular Economy with case studies including waste management, material science, recycling, mining, and energy technologies		
Literature:	UNESCO Sustainable Development Goals (https://en.unesco.org/sustainabledevelopmentgoals), further literature will be recommended by each lecturer		
Types of Teaching:	S1 (SS): Lecture Series on SDG12 Topics / Lectures (2 SWS) S1 (SS): Introduction to term paper and scientific writing / Seminar (1 SWS) S1 (SS): Preparing a term paper - selfstudy with the compilation of an academic paper (10-pages) pp 30h / project		
Pre-requisites:	Recommendations: Good knowledge of English (understanding of the lectures, writing skills)		
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: Term paper KA: Written Exam [60 to 90 min] PVL: Active participation in class (at least 80%) PVL have to be satisfied before the examination.		
Credit Points:	5		
Grade:	The Grade is generated from the examination result(s) with the following weights (w): AP: Term paper [w: 1] KA: Written Exam [w: 1]		
Workload:	The workload is 150h. It is the result of 45h attendance and 105h self-studies.		


Data:	EU. MA. Nr. 2966 / Examination number: 60509	Version: 25.05.2016	Start Year: SoSe 2011
Module Name:	Decision Support Systems		
(English):			
Responsible:	Felden, Carsten / Prof. Dr.		
Lecturer(s):	Felden, Carsten / Prof. Dr.		
Institute(s):	Institute of IManagement 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:	<ol style="list-style-type: none"> 1. Systems theory 2. Decision theory 3. Behavioristical methods 4. Models and methods of decision support 		
Literature:	<p>Gluchowski, P.; Gabriel, R.; Chamoni, P. (1997): Management Support Systeme Computergestützte Informationssysteme für Führungskräfte und Entscheidungsträger, Berlin et al.: Springer</p> <p>Turban, E.; J.E. Aronson; T.-P. Liang (2004): Decision Support Systems and Intelligent Systems, 7th ed. Upper Saddle River, N.J.: Prentice Hall</p> <p>Luger, G. F. (2004): Artificial Intelligence - Structures and Strategies for Complex Problem Solving, 5th ed. Reading Massachusetts: Addison-Wesley</p> <p>Sprague, Ralph; Watson, Hugh (1996): Decision Support for management, Prentice Hall</p>		
Types of Teaching:	<p>S1 (SS): Lectures (2 SWS)</p> <p>S1 (SS): Exercises (2 SWS)</p>		
Pre-requisites:			
Frequency:	yearly in the summer semester		
Requirements for Credit Points:	<p>For the award of credit points it is necessary to pass the module exam.</p> <p>The module exam contains:</p> <p>KA [90 min]</p> <p>PVL: Case Study</p> <p>PVL have to be satisfied before the examination.</p>		
Credit Points:	6		
Grade:	<p>The Grade is generated from the examination result(s) with the following weights (w):</p> <p>KA [w: 1]</p>		
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.		

Data:	MFALCA. MA. Nr. / Examination number: 62402	Version: 15.07.2016	Start Year: SoSe 2017
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:	<p>The students</p> <ul style="list-style-type: none"> • 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:	<ul style="list-style-type: none"> • Systems and life cycle thinking • Material flow networks • Material and energy flow balancing • Material flow modelling • Life Cycle Assessment <ul style="list-style-type: none"> ◦ 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:	<ol style="list-style-type: none"> 1. Baccini & Brunner (2012): Metabolism of the Anthroposphere: Analysis, Evaluation, Design, MIT Press 2. Brunner/Rechberger (2004): Practical handbook of material flow analysis, Lewis 3. Guinée (2002): Handbook on Life Cycle Assessment, Kluwer 4. Hauschild/ Huijbregts (2015): Life Cycle Impact Assessment (LCA Compendium - The Complete World of Life Cycle Assessment), Springer 5. Klöpfer, W. (2014): Background and Future Prospects in Life Cycle Assessment, Springer 6. EU International Reference Life Cycle Data System (ILCD) Handbook Series 7. Journals: <ol style="list-style-type: none"> a. International Journal of Life Cycle Assessment b. Journal of Cleaner Production c. Journal of Industrial Ecology <p>Further literature recommendations will be given in the lecture.</p>		
Types of Teaching:	S1 (SS): Material Flow Analysis and Life Cycle Assessment (lecture) - Material Flow Analysis and Life Cycle Assessment (lecture) / Lectures (2		


	SWS) S1 (SS): Material Flow Analysis and Life Cycle Assessment (tutorial) - Material Flow Analysis and Life Cycle Assessment (tutorial) / 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: AP*: Assignment KA [90 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): AP*: Assignment [w: 1] KA [w: 4] * 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.

Data:	INTCOMM. MA. Nr. 408 / Examination number: 60707	Version: 14.02.2017 	Start Year: SoSe 2011
Module Name: (English):	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:	<p>The module consists of one lecture and is structured as follows:</p> <ul style="list-style-type: none"> • 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 <p>The module is taught in English.</p>		
Literature:	<p>Hinner, M.B., Ed. (2007, 2010). Freiburger Beiträge zur interkulturellen und Wirtschaftskommunikation, Volume 4 and 7. Frankfurt am Main: Peter Lang.</p> <p>Lustig, M. W. (2012). Intercultural Competence, 7th Edition. Pearson.</p>		
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).		

Data:	CEO. MA. Nr. 3384 / Examination number: -	Version: 12.07.2012	Start Year: WiSe 2012
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:	De George, Richard T. (1999): Business Ethics, Upper Saddle River, New York; Crane, A., Matten, D. (2007): Business ethics Oxford; 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.		

Data:	OMIS. MA. Nr. 2903 / Examination number: 60517	Version: 06.07.2016 	Start Year: WiSe 2016
Module Name:	Information Management		
(English):			
Responsible:	Felden, Carsten / Prof. Dr.		
Lecturer(s):	Felden, Carsten / Prof. Dr.		
Institute(s):	Institute of IManagement Information Systems		
Duration:	1 Semester(s)		
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.		
Contents:	<ol style="list-style-type: none"> 1. Introduction: the domain of business information systems 2. Organizations and systems 3. Data, information, and knowledge 4. Information systems, and organizational infrastructure 5. Communication infrastructure 6. ICT systems infrastructure 7. The business environment 8. Electronic business, electronic commerce, and electronic government 9. Assessing the use and impact of information systems 10. Planning, strategy, and management 11. Services, projects and operations 12. Information systems development 13. Successful informatics practice 		
Literature:	<p>Beynon-Davies, P.: Business Information System, Palgrave Macmilian edition 2, London, 2013</p> <p>Bocij, P.; Business Information System, Global Edition, Pearson Education LTD, Harlow, 2014</p> <p>Laudon, K.; Laudon, J.: Management Information Systems, edition 14, Pearson Education, Prentice Hall, 2015.</p>		
Types of Teaching:	<p>Lecture / Lectures (2 SWS)</p> <p>Recitation / Exercises (2 SWS)</p>		
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:		
	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.		

Data:	HRMOB. MA. Nr. 3203 / Examination number: 61008	Version: 14.02.2017	Start Year: SoSe 2011
Module Name: (English):	Human Resource Management and Organizational Behavior		
Responsible:	Stumpf-Wollersheim, Jutta / Prof. Dr. rer. pol.		
Lecturer(s):	Stumpf-Wollersheim, Jutta / Prof. Dr. rer. pol.		
Institute(s):	International Management and Strategy		
Duration:	1 Semester(s)		
Competencies:	<p>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:</p> <ol style="list-style-type: none"> 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:	<ol style="list-style-type: none"> 1. Introduction 2. Organizational Behavior (OB) <ol style="list-style-type: none"> 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) <ol style="list-style-type: none"> 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:	<p>Mathis, R.L.; Jackson, J.H.: „Human Resource Management“, South Western College Publishing: Cincinnati 2006</p> <p>Judge, T.A.; Robbins, S.P.: „Organizational Behavior“, Pearson Prentice Hall: Upper Saddle River, N.J. 2016</p>		
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-studies.		


Data:	INTRORME. MA. Nr. 3418 / Examination number: 62008	Version: 22.01.2020 	Start Year: WiSe 2016
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:	<p>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.</p> <p>Part I: Critical view on analysis of business data and markets</p> <p style="padding-left: 20px;">I.1 Criteria for quality of data</p> <p style="padding-left: 20px;">I.2 Criteria for sound analysis</p> <p>Part II: Empirical analysis of business data and markets</p> <p style="padding-left: 20px;">II.1 Understanding statistical analysis</p> <p style="padding-left: 20px;">II.2 Evaluation of econometric analysis</p>		
Literature:	<p>Blaug, M, 1994, The methodology of economics, Cambridge University Press.</p> <p>Cameron and Trivedi (2005) Microeconometrics - Methods and Applications. Cambridge University Press.</p> <p>Dow, S., 2002, Economic methodology: an enquiry, Oxford University Press.</p> <p>Davis, J.B. and D.W. Hands, 2011, The Elgar Companion to Recent Economic Methodology, Edward Elgar.</p> <p>Lee M.-J., 2005. Micro-Econometrics for Policy, Program and Treatment Effects. Oxford University Press.</p> <p>Johnston J. and J. DiNardo, 1997. Econometric Methods. Mc Graw Hill.</p> <p>Wooldridge J., 2001. Econometric Analysis of Cross Section and Panel Data. MIT Press.</p>		
Types of Teaching:	<p>S1 (WS): Lectures (3 SWS)</p> <p>S1 (WS): Exercises (1 SWS)</p>		
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: 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.
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Data:	PET. MA. Nr. 3361 / Examination number: 62401	Version: 14.07.2016	Start Year: SoSe 2016
Module Name:	Plant Economics and Technology		
(English):			
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:	<ul style="list-style-type: none"> • 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:	<p>Recommended reading:</p> <ol style="list-style-type: none"> 1. Peters/Timmerhaus/West (2003): Plant Design and Economic for Chemical Engineers, McGrawHill 2. Chauvel (2003): Manual of Process Economic Evaluation, Edition Technip 3. Couper (2003): Process engineering economics, Marcel Dekker Inc <p>Further literature recommendations will be given in the lecture.</p>		
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.		

Data:	LSBP. MA. Nr. 3648 / Examination number: 43111	Version: 08.01.2016	Start Year: WiSe 2017
Module Name:	Literature Study and Business Plan		
(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:	<p>On completion of the course the student shall be able to:</p> <ul style="list-style-type: none"> • 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. <p>After passing the course, the student should be able to describe and understand the essence of:</p> <ul style="list-style-type: none"> • 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*: Course work 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*: Course work [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.

Data:	CULSTU. MA. Nr. 2912 / Examination number: -	Version: 12.10.2010 	Start Year: WiSe 2010
Module Name:	Cultural Studies		
(English):			
Responsible:	Hinner, Michael B. / Prof. Dr.		
Lecturer(s):	Pohl, Norman / Dr. Hinner, Michael B. / Prof. 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:	<p>The module consists of three courses and is structured as follows:</p> <ol style="list-style-type: none"> 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:	<p>Scripts for part 1 and 2 will be sold at the beginning of each course; Hinner, M.E., Ed. (2007, 2010). Freiburger Beiträge zur interkulturellen und Wirtschaftskommunikation, Volume 4 and 7. Frankfurt am Main: Peter Lang. Worster, Donald (1997): Nature's economy. Cambridge; Worster, Donald (1993): The wealth of nature. New York, Oxford; Merchant, Carolyn (2001): The death of nature. San Francisco. Schama, Simon (1995): Landscape and memory. London; Mason, S. F. (1953): A history of the sciences. London.</p>		
Types of Teaching:	<p>S1 (WS): Lectures (2 SWS) S1 (WS): Exercises (2 SWS)</p>		


	S2 (SS): Lectures (1 SWS) S2 (SS): Exercises (1 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.


Data:	Examination number: 60811	Version: 23.01.2020 	Start Year: SoSe 2020
Module Name: (English):	Financial Management in Emerging and Developing Countries		
Responsible:	Horsch, Andreas / Prof. Dr. Kunerts, Sophie		
Lecturer(s):			
Institute(s):	Professor of Investment and Finance		
Duration:	1 Semester(s)		
Competencies:	Students learn to detect and evaluate differences (and common features) of corporate finance in developing and emerging countries on the one hand and industrialized countries on the other hand and to understand how selected corporate finance options help to overcome the particular challenges of the former markets.		
Contents:	<ol style="list-style-type: none"> 1. Peculiarities of financial markets in developing and emerging countries 2. Basics of Financial Risk Management 3. Financial Intermediation 4. Microfinance 5. Project Finance 6. Case Studies of Banking and Finance in Selected Emerging Markets 		
Literature:	<p>Ashta (2011): Advanced Technologies for Microfinance. Advances in Finance, Accounting, and Economics, 1st ed., Heshey;</p> <p>Besley / Brigham (2015): Principles of finance, 6th ed., Mason;</p> <p>Brealey / Myers / Allen (2019): ISE Principles of Corporate Finance, 13th ed., McGraw-Hill Education Ltd;</p> <p>Damodaran (2014): Applied corporate finance, 4th ed., Hoboken;</p> <p>Gatti: (2018): Project Finance in Theory and Practice: Designing, Structuring, and Financing Private and Public Projects, 3rd ed., Academic Press;</p> <p>Hillier / Grinblatt / Titman (2011): Financial markets and corporate strategy, 2nd ed., McGraw-Hill Education Ltd;</p> <p>Ledgerwood / Earne / Nelson (2013): The new microfinance handbook: A financial market system perspective, 2nd ed., The World Bank;</p> <p>Cornett / Saunders (2017): Financial institutions management: A risk management approach, 9th ed., McGraw-Hill/Irwin;</p> <p>Kawai / Prasad (2008): Financial market regulation and reforms in emerging markets, 1st ed., . Bookings institution press</p>		
Types of Teaching:	S1 (SS): Lectures / Lectures (2 SWS) S1 (SS): Tutorials / 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 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.		

Data:	SCM. MA. Nr. 937 / Examination number: 61305	Version: 06.07.2015	Start Year: SoSe 2016
Module Name:	Supply Chain 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:	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.		
Literature:	Chopra, S.; Meindl, P. (2006): Supply Chain Management, 3rd Ed., Pearson Prentice Hall, New York. Cachon, G.; Terwiesch, C. (2006): Matching Supply with Demand, McGraw-Hill, Boston.		
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.		

Data:	RESMGT. MA. Nr. 2082 / Examination number: 62407	Version: 31.05.2018 	Start Year: WiSe 2016
Module Name:	Resource Management		
(English):			
Responsible:	Fröhling, Magnus / Prof.		
Lecturer(s):	Fröhling, Magnus / Prof.		
Institute(s):	Professor of Ressourcemanagement		
Duration:	1 Semester(s)		
Competencies:	<p>Students</p> <ul style="list-style-type: none"> • explain the resource related corporate management tasks, structure these, • use selected tools and methods and • explain the interplay between resource management and related tasks such as operations and supply chain management. 		
Contents:	<p>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.</p>		
Literature:	<ul style="list-style-type: none"> • Bausch (2009): Handbook Utility Management, Springer • Thiede (2012): Energy Efficiency in Manufacturing Systems, Springer • Thonemann (2015): Operations Management, Pearson • Vrat (2014): Materials Management, Springer • Wagner, Enzler (2006) Material Flow Management, Physica 		
Types of Teaching:	<p>S1 (WS): Lectures (2 SWS) S1 (WS): Exercises (2 SWS)</p>		
Pre-requisites:			
Frequency:	yearly in the winter semester		
Requirements for Credit Points:	<p>For the award of credit points it is necessary to pass the module exam. The module exam contains: AP*: Case study with oral presentation KA* [90 min]</p> <p>* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.</p>		
Credit Points:	6		
Grade:	<p>The Grade is generated from the examination result(s) with the following weights (w): AP*: Case study with oral presentation [w: 1] KA* [w: 4]</p> <p>* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.</p>		
Workload:	The workload is 180h. It is the result of 60h attendance and 120h self-studies.		

Data:	INTLAW1. MA. Nr. 2902 / Examination number: 61514	Version: 14.07.2016	Start Year: WiSe 2016
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:	<p>1. General Introduction to Law This part contains the basic legal terms, the introduction to the different fields of law and the interpretation of law.</p> <p>2. Introduction to International and International environmental Law Problems of allocation of resources between states and international environmental problems will be discussed.</p> <p>3. The topics 1 and 2 will also be presented by presenting cases (seminar).</p>		
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.		

Data:	ECODEV. MA. Nr. 2901 / Examination number: -	Version: 02.09.2009 	Start Year: SoSe 2010
Module Name:	International Economics and Development		
(English):			
Responsible:	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:	Krugman, P. R. ; Obstfeld, M. (2005): International Economics - Theory and Practice. 7 th edition, Addison-Wesley, New York. Todaro, M. P. (2006): Economic Development, 9th edition, Addison Wesley, New York.		
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.		


Data:	OPMAN. MA. Nr. 2970 / Examination number: 61304	Version: 06.07.2015 	Start Year: WiSe 2016
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:	Davis, M. & Heineke, J. (2005): Operations Management, 5/e, McGraw-Hill Cachon & Terwiesch (2006): Matching Supply and Demand, McGraw-Hill Stevenson (2007): Operations Management, 9/e, McGraw-Hill.		
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.		

Data:	SUSLSE. MA. Nr. 088 / Examination number: 60217	Version: 01.01.2014	Start Year: SoSe 2014
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:	<p>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.</p> <p>The aspects which have to be observed within such a complex process include (but are not restricted to)</p> <ul style="list-style-type: none"> • legal requirements, • economic conditions, • environmental objectives and regional political aims, • communication, information management and negotiation methods. <p>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.</p>		
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.		
Literature:	John D. Leshy: The Mining Law: A Study in Perpetual Motion, Resources for the Future, ISBN: 0915707268, ISBN-13: 9780915707263, 542pp, 1987;		

	Warren Richard Plunkett, Raymond F. Attner, Gemmy Allen: Management: Meeting and Exceeding Customer Expectations, Thomson – South Western, 2005, ISBN 0324259131, 742 pp
Types of Teaching:	S1 (SS): Lectures (4 d) S1 (SS): Seminar (1 d)
Pre-requisites:	Recommendations: No previous knowledge of management 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 [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.


Data:	SUSGMF. MA. Nr. 083 / Examination number: 60204	Version: 01.01.2014	Start Year: WiSe 2014
Module Name:	Management and Finance of Mining Operations along the Life Cycle		
(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:	<p>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.</p>		
Contents:	<p>According to the objectives, the module is structured into two separate but closely linked parts:</p> <p><u>Part A: General management</u></p> <ul style="list-style-type: none"> • 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 <p><u>Part B: Financial management</u></p> <ul style="list-style-type: none"> • 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 <p>The subjects will be presented using overview texts and summary texts,</p>		


	<p>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.</p> <p>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.</p> <p>Presentation of small group projects and case studies forms an essential part of the module in order to train communication skills.</p>
Literature:	<p>Peter Attil & Eddie McLaney: Financial Accounting for decision makers, Fourth edition, Pearson education, 2004;</p> <p>Kenneth Merchant, Wim Van der Stede; Management Control Systems, Performance Measurement, Evaluation and Incentives, 2nd Edition, Pearson education, 2007;</p> <p>Rudolf Volkart: Corporate Finance</p>
Types of Teaching:	<p>S1 (WS): Lectures (4 d)</p> <p>S1 (WS): Exercises (4 d)</p>
Pre-requisites:	<p>Recommendations:</p> <p>No previous knowledge of management is required.</p>
Frequency:	yearly in the winter semester
Requirements for Credit Points:	<p>For the award of credit points it is necessary to pass the module exam.</p> <p>The module exam contains:</p> <p>KA [120 min]</p> <p>PVL: Home assignment</p> <p>PVL have to be satisfied before the examination.</p>
Credit Points:	6
Grade:	<p>The Grade is generated from the examination result(s) with the following weights (w):</p> <p>KA [w: 1]</p>
Workload:	The workload is 180h. It is the result of 64h attendance and 116h self-studies.

Data:	Examination number: 62410	Version: 19.02.2018 	Start Year: WiSe
Module Name:	Seminar Energie-, Rohstoff- und Umweltmanagement		
(English):	Seminar Energy, Resource and Environmental Management		
Responsible:	Fröhling, Magnus / Prof.		
Lecturer(s):	Fröhling, Magnus / Prof.		
Institute(s):	Professor of Ressourcemanagement		
Duration:	1 Semester(s)		
Competencies:	<p>The seminar is aimed at enabling students for scientific work. For a given problem, the students are able to</p> <ul style="list-style-type: none"> • 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:	<ul style="list-style-type: none"> • Dichtl, E.(1996): Deutsch für Ökonomen. Vahlen, München. • Eco, U. (2000): Wie man eine wissenschaftliche Abschlußarbeit schreibt: Doktor-, Diplom- und Magisterarbeit in den Geistes- und Sozialwissenschaften. Müller, Heidelberg, 8. Aufl.. • Karmasin, M. und R. Ribing (2002): Die Gestaltung wissenschaftlicher Arbeiten: ein Leitfaden für Haus-, Seminar- und Diplomarbeiten sowie Dissertationen. Facultas-Verlag, Wien, 3. Aufl.. • Scholz, D. (2001): Diplomarbeiten normgerecht verfassen. Schreibtipps zur Gestaltung von Studien, Diplom- und Doktorarbeiten. Vogel, Würzburg, 1. Aufl.. • Glinz, M. (2003): Grundlagen und Techniken des wissenschaftlichen Arbeitens. http://www.ifi.unizh.ch/groups/req/ftp/wap/grundlagen.pdf, 18.04.2005. • Corsten, H. und J. Deppe (2002): Technik des wissenschaftlichen Arbeitens: Wege zum erfolgreichen Studieren. Oldenbourg, München/Wien, 2. Aufl.. 		
Types of Teaching:	S1 (WS): Energie-, Rohstoff- und Umweltmanagement / Seminar (2 SWS)		
Pre-requisites:			
Frequency:	each semester		
Requirements for Credit Points:	<p>For the award of credit points it is necessary to pass the module exam. The module exam contains:</p> <p>AP*: Seminararbeit (Seminar Thesis) AP*: Seminarpräsentation & Diskussion (Presentation and Discussion) [20 to 30 min]</p> <p>* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.</p>		
Credit Points:	4		
Grade:	<p>The Grade is generated from the examination result(s) with the following weights (w):</p> <p>AP*: Seminararbeit (Seminar Thesis) [w: 3] AP*: Seminarpräsentation & Diskussion (Presentation and Discussion) [w: 1]</p>		

	* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.
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Workload:	The workload is 120h.
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Data:	INTMAR. MA. Nr. 2073 / Examination number: 60405	Version: 28.04.2020 	Start Year: SoSe 2010
Module Name:	International Marketing		
(English):			
Responsible:	Leischnig, Alexander / Prof.		
Lecturer(s):	Leischnig, Alexander / Prof.		
Institute(s):	Professor of Business-to-Business Marketing		
Duration:	1 Semester(s)		
Competencies:	After successful completion of the module, students should be able to explain the motives and barriers of internationalization and discuss and critique theories to explain internationalization. Students should know criteria to evaluate target markets and be able to distinguish and evaluate market entry modes. Furthermore, they should be able to develop global marketing strategies and discuss approaches to implement them.		
Contents:	The module will start with basics of marketing and international marketing. It will then illuminate theories and frameworks to explain elements of internationalization and address central questions along the internationalization process. The module covers topics such as market selection, market entry, international marketing strategies and instruments, and coordination of and implementation of international marketing.		
Literature:	Czinkota, M. R., & Ronkainen, I. A. (2013). International Marketing. 10th ed., South-Western. Hollensen, S. (2017). Global Marketing – A decision-oriented approach. 7th ed., Pearson. Homburg, C., Kuester, S., & Krohmer, H. (2013). Marketing Management – A Contemporary Perspective. 2nd ed. McGraw-Hill. Keegan, W. J., & Green, M. C. (2016). Global Marketing. 9th ed., Pearson.		
Types of Teaching:	S1 (SS): Lectures (2 SWS) S1 (SS): Exercises (2 SWS)		
Pre-requisites:	Recommendations: -		
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:	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.		

Data:	MCCLR. MA. Nr. 2930 / Examination number: 60705	Version: 12.04.2013 	Start Year: WiSe 2013
Module Name: (English):	Multicultural Communication, Language and 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 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:	<p>The module consists of two courses and is structured as follows:</p> <p>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.</p> <p>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.</p>		
Literature:	Scripts will be sold at the beginning of each course; Hinner, M. B. Ed. (2007, 2010). Freiburger 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.		
Frequency:	yearly in the winter semester		
Requirements for Credit Points:	<p>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</p> <p>* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.</p>		
Credit Points:	6		
Grade:	<p>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]</p> <p>* In modules requiring more than one exam, this exam has to be passed</p>		

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 and completion of the written assignment, the formal presentation as well as the written exam, i.e. "Klausurarbeit."


Data:	FILMPRO. BA. Nr. 422 / Examination number: 60702	Version: 14.02.2017 	Start Year: SoSe 2011
Module Name:	Film Project		
(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 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.		
Contents:	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.		
Literature:	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.		
Types of Teaching:	S1 (SS): Practical Application (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*: 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 * 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*: 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] * 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 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.		

Data:	CULUSA. MA. Nr. 3039 / Examination number: 60708	Version: 14.02.2017	Start Year: SoSe 2011
Module Name:	Cultural Studies of the USA		
(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 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:	<p>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:</p> <ul style="list-style-type: none"> - 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 <p>The module is taught in English.</p>		
Literature:	Datesman, M. (2014). American Ways. Pearson.		
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, i.e. "Klausurarbeit."		


Data:	SINREMB. MA. Nr. 3614 / Examination number: 43110	Version: 08.01.2016	Start Year: WiSe 2016
Module Name:	Problems and Innovations in the Process Chain of Mineral Resources		
(English):			
Responsible:	Bertau, Martin / Prof. Dr.		
Lecturer(s):	Haseneder, Roland / Dr. rer. nat. Höck, Michael / Prof. Dr. Unland, Georg / Prof. Dr.-Ing. Bertau, Martin / Prof. Dr. Joseph, Yvonne / Prof. Dr. Lieberwirth, Holger / Prof. Dr.-Ing. Frisch, Gero / Prof. Dr. Charitos, Alexandros / Prof. Hedrich, Sabrina / Prof.		
Institute(s):	Institute of Thermal, Environmental and Natural Products Process Engineering Professor of Industrial Management, Production Management and Logistics Institute of Mineral Processing Machines Institute of Chemical Technology Institute of Electronic and Sensor Materials Institute of Inorganic Chemistry Institute for Nonferrous Metallurgy and Purest Materials Institute of Biosciences		
Duration:	1 Semester(s)		
Competencies:	On completion of the course the student shall be able to explain real world problems in the process chain of special resources. They have an understanding about how different sectors have to interact to form a working unit in research. Innovative solutions on current issues in industries shall be highlighted and still occurring problems discussed to create an idea of entrepreneurship for various fields of the here outlined process chain.		
Contents:	<ol style="list-style-type: none"> 1. Introduction of lecturers, companies, and students by short talks. Later social events will force the team building. 2. 5 Lectures on the process chain (Preprocessing technologies, (Bio-)Leaching, Separation processes, Hydrometallurgy, Process analysis) in combination with seminars to form working groups on individual topics. 3. Excursions and field trips, company talks and lectures. 		
Literature:	not applicable		
Types of Teaching:	S1 (WS): Lectures - Bloc course / Lectures (1 SWS) S1 (WS): with short report of the team - Bloc course / Seminar (2 SWS) S1 (WS): Excursion - Bloc course / Excursion S1 (WS): Thesis - Bloc course / project (1 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: Problem based learning course work		
Credit Points:	4		
Grade:	The Grade is generated from the examination result(s) with the following weights (w): AP: Problem based learning course work [w: 1]		

Workload:	The workload is 120h. It is the result of 60h attendance and 60h self-studies.
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Data:	ECOTHE. MA. Nr. 3420 / Examination number: 61415	Version: 12.07.2016 	Start Year: WiSe 2016
Module Name: (English):	Economic Theory: Micro-Economics		
Responsible:	Schönfelder, Bruno / Prof. Dr.		
Lecturer(s):	Schönfelder, Bruno / Prof. Dr.		
Institute(s):	Professor of Economics		
Duration:	1 Semester(s)		
Competencies:	Students become proficient in microeconomic theory (at an intermediate level).		
Contents:	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.		
Literature:	Friedman, D. (1996): Hidden Order. New York; Varian, H. (2014): Intermediate Microeconomics, New York.		
Types of Teaching:	S1 (WS): Lectures (2 SWS) S1 (WS): Exercises (2 SWS)		
Pre-requisites:	Recommendations: Students should be familiar with calculus.		
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: A midterm test, 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.		

Data:	PROFCOM. BA. Nr. 349 / Examination number: 60701	Version: 25.05.2021 	Start Year: WiSe 2010
Module Name: (English):	Professional Communication		
Responsible:	Hinner, Michael B. / Prof. Dr.		
Lecturer(s):	Jacob, Mark / Dr.		
Institute(s):	International Centre/ Languages Professor of Business English, Business Communication and Intercultural Communication		
Duration:	2 Semester(s)		
Competencies:	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.		
Contents:	<p>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.</p> <p>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.</p>		
Literature:	<p>Scripts for Part One and Part Two will be sold at the beginning of the respective semester.</p> <p>The participants are also expected to have read the following textbooks:</p> <p>Hybels, S., & Weaver, R.L. (2004). Communicating effectively, 7th ed. Boston: McGraw Hill; Bovée, C.L., Thill, J.V., & Schatzman, B.E. (2010). Business communication today, 10th ed. Upper Saddle River, NJ: Pearson Education.</p>		
Types of Teaching:	S1 (WS): Lectures (2 SWS) S2 (SS): Exercises (2 SWS)		
Pre-requisites:	Recommendations: Abitur-level English, or equivalent knowledge of English.		
Frequency:	yearly in the winter semester		
Requirements for Credit Points:	<p>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</p> <p>* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.</p>		
Credit Points:	6		

Grade:	<p>The Grade is generated from the examination result(s) with the following weights (w):</p> <p>KA* [w: 10]</p> <p>AP*: Written assignments [w: 7]</p> <p>AP*: Presentation [w: 3]</p> <p>* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.</p>
Workload:	<p>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.</p>

Data:	SPAED. MA. Nr. 2080 / Examination number: 60308	Version: 03.09.2013 	Start Year: SoSe 2013
Module Name: (English):	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:	<p>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.</p> <p>The simulation game seminar gives students the opportunity to test their management abilities in a simulated, computer-network based environment of a competitive market.</p> <p>The presentations by practitioners in the format of executive dialogues provides students with insights into real-life experiences.</p>		
Literature:	Gillo, M., Hampden-Turner, C. (2005), Saxony 2025, Dresden. Schwartz, P. (1996), The Art of the Long View, New York.		
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.		

Data:	ECOCEE. MA. Nr. 2076 / Examination number: -	Version: 03.09.2013	Start Year: WiSe 2013
Module Name:	Economies in Central and Eastern Europe		
(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 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:	<ol style="list-style-type: none"> 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:	<p>Aslund, A. (2002) Building Capitalism, The Transformation of the Former Soviet Bloc, Cambridge</p> <p>Alsund, A.(2007), How Capitalism Was Build, Cambridge</p> <p>Berglöf, E., Roland, G. (2007), The Economics of Transition, Houndmills European Bank for Reconstruction and Development, Transition Reports, London</p> <p>Gros, D. and A. Steinherr, A. (2004) Economic Transition in Central and Eastern Europe, Planting the Seeds, Cambridge</p> <p>Lavigne, M. (1999) The Economics of Transition. From Socialist Economy to Market, Basingstoke/ London</p>		
Types of Teaching:	<p>S1 (WS): Lectures (2 SWS)</p> <p>S1 (WS): Exercises (2 SWS)</p>		
Pre-requisites:	<p>Recommendations:</p> <p>Makroökonomik, 2009-08-18</p> <p>Mikroökonomische Theorie, 2014-03-05</p> <p>Knowledge at Bachelor level in business administration required.</p>		
Frequency:	yearly in the winter semester		
Requirements for Credit Points:	<p>For the award of credit points it is necessary to pass the module exam.</p> <p>The module exam contains:</p> <p>KA* [120 min]</p> <p>AP*: Presentation [15 min]</p> <p>* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.</p>		
Credit Points:	6		
Grade:	<p>The Grade is generated from the examination result(s) with the following weights (w):</p> <p>KA* [w: 4]</p> <p>AP*: Presentation [w: 1]</p> <p>* In modules requiring more than one exam, this exam has to be passed or completed with at least "ausreichend" (4,0), respectively.</p>		
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.

Data:	COMIPR. MA. Nr. 2078 / Examination number: 62002	Version: 22.01.2020	Start Year: SoSe 2009
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:	<p>This module is split into two sections. The objective of the first section is to inform students about the role of market-competition and competition policy for economic development with a focus on emerging markets. In particular, the pros and cons of competition law enforcement in emerging markets, as discussed in academia and the (international) political sphere, are critically reviewed.</p> <p>The objective of the second section is to make students aware of the two faces of IPR protection (copyright, trademark, trade secrets, and patents): the protection of IPR as a driver of investment, research and development, as well as innovation on the one side, and IPR as a hindrance to the dissemination, use of knowledge, and of competition on the other. In addition, the module focuses on how enterprises in catch-up economies can use IPR regimes with a view on international competitiveness.</p>		
Contents:	<p>Course I: Market-competition and competition policy</p> <ul style="list-style-type: none"> I.1 The economic analysis of competition <ul style="list-style-type: none"> I.1.1 Conceptual approaches to competition I.1.2 Economic effects of competition I.1.3 Competition and market structure, oligopoly-theory I.2 Competition policy for emerging markets <ul style="list-style-type: none"> I.2.1 The goals of competition policy I.2.2 Competition as an engine of technological economic growth I.2.3 Socialist planning as an alternative to competition? I.2.4 The concept of Developmental States (Haggard, 2018) <p>Course II: The economics of intellectual property rights</p> <ul style="list-style-type: none"> II. 1 The economic rationales for IPR regimes <ul style="list-style-type: none"> II. 1.1 The investment, R&D, and innovation incentive II. 1.2 The knowledge-dissemination incentive II.2 IPR protection and the protection of competition <ul style="list-style-type: none"> II. 2.1 Patent thicket, patent trolls, etc. II. 2.2 The international dimension II.3 IPR regime and economic development <ul style="list-style-type: none"> II. 3.1 International agreements on IPR (TRIPS, etc.) II.3.2 Development-oriented IPR regimes 		
Literature:	<p>Fox, E. (2003) Abuse of dominance and monopolisation: How to protect competition without protecting competitors, EUI-RSCAC.</p> <p>Lipzyski, J. and J. Wilson (2001), 'Chapter 1: Industrial organisation: an introduction', in: Industrial Organisation: An Analysis of Competitive Markets, FT Prentice Hall Person Education, pp. 1-13.</p> <p>Lipzyski, J. and J. Wilson (2001), 'Chapter 11: Competition policy', in: Industrial Organisation: An Analysis of Competitive Markets, FT Prentice Hall Person Education, pp. 347-378.</p> <p>Singh, A. (2002), Competition and Competition Policy in Emerging Markets: International and Developmental Dimensions, UNCTAD G-24 Discussion Paper No. 18. (available online: http://www.unctad.org/en/docs/gdsmdpbg2418_en.pdf)</p>		

	<p>Andersen, B. (2003), 'If 'intellectual property rights' is the answer, what is the question? Revisiting the patent controversies', Econ. Innov. New Techn., 13(5), pp. 417-442</p> <p>Netanel, N.W. (2009) (ed.), Chapter 1: Introduction, in "The Development Agenda; global intellectual property and developing countries". New York: Oxford University Press, pp. 1-29.</p> <p>Stiglitz, Joseph E. (2004), Towards a pro-developmental and balanced IPR regime, Columbia University, mimeo.</p> <p>UNCTAD (2002) Competition policy and the exercise of intellectual property rights, TD/B/COM.2/CLP/22/Rev.1.</p>
Types of Teaching:	<p>S1 (SS): Lectures (2 SWS)</p> <p>S1 (SS): Exercises (2 SWS)</p>
Pre-requisites:	<p>Recommendations:</p> <p>Knowledge of micro-economics and macro-economics at Bachelor level equivalent to 6 ECTS points each is required to be able to follow teaching and tutorials in the module and successfully complete the module.</p>
Frequency:	yearly in the summer semester
Requirements for Credit Points:	<p>For the award of credit points it is necessary to pass the module exam.</p> <p>The module exam contains:</p> <p>KA [90 min]</p> <p>PVL: Case studies presentations and accompanying papers</p> <p>PVL have to be satisfied before the examination.</p>
Credit Points:	6
Grade:	<p>The Grade is generated from the examination result(s) with the following weights (w):</p> <p>KA [w: 1]</p>
Workload:	The workload is 180h. It is the result of 60h attendance and 120h self-studies.