

## International Semester

### Course Offer in English and descriptions

#### Fall Semester

All courses are subject to change.

**Update: March 2026**

Available Modules in English		
01-INT	<b>Academic Writing &amp; Presentation Skills:</b> Academic Writing, Presentation and Communication Skills	5 ECTS
02-INT	<b>Business Culture in Germany and Europe:</b> Cultural Aspects for Business in Germany and Europe, Globalization & EU	5 ECTS
03a-INT	<b>Current Topics I:</b> European Politics and International Relations, Cultural Awareness, Corporate Social Responsibility	5 ECTS
04a-INT	<b>Strategic Management I:</b> Strategy Essentials, Strategic Management with Game Theory	5 ECTS
05-INT	<b>International Topics of Social Work</b> German Foreign Policy and Its Role in International Social Work	3 ECTS
06-INT	<b>Applied Management:</b> Leadership, Change Management	5 ECTS
07-INT	<b>Business Ethics and Corporate Governance:</b> Business Ethics, Introduction to Corporate Governance	5 ECTS
21-WIB	<b>Macroeconomics I:</b> Fundamentals of Macroeconomics <sup>1 2</sup>	3 ECTS
22-WIB	Principles of Business Administration <sup>1</sup>	4 ECTS
23-WIB	<b>International Business and its Environment:</b> <sup>1</sup> Principles of International Business and its Environment	3 ECTS
24-WIB	<b>Intercultural Management I:</b> <sup>1</sup> Principles of Intercultural Management	3 ECTS
25-WIB	Applied Intercultural Management I <sup>1 2</sup> : Leadership, Ethics and Sustainability	3 ECTS
26-WIB	International Financial Management <sup>1 2</sup>	4 ECTS
Additional Modules in German		
13a-INT-D	<b>Business Management &amp; Organization I:</b> Management, Organization and HRM / Management, Organisation und Personalwirtschaft	5 ECTS
20-WWI-D	<b>Calculus and Linear Algebra</b> <sup>1</sup> / Analysis und Lineare Algebra	3 ECTS
Language Courses		
15a-INT	German Language basic	3 ECTS
16a-WTM	Business English <sup>1</sup> (Product Management & Sales)	2 ECTS

<sup>1</sup> Subject to timetable restrictions.

<sup>2</sup> Previous knowledge of the topics required

## Module descriptions

### 01-INT Academic Writing, Presentation and Communication Skills

Writing for academic purposes can be learned and continually improved over time. Development of strong skills will result in more effective writing that is enjoyable for both writer and reader. This course is designed to introduce some key building blocks of writing in English for undergraduate academic purposes. Guidelines, writing practice and feedback will strengthen both confidence and skills for more effective essay writing. Presentation skills will also be highlighted. Students will have practice presenting to a group and receiving feedback for reflection and improvement.

### 02-INT Business Culture in Germany and Europe

#### Cultural Aspects for Business in Germany and Europe:

Raising awareness for Developing Intercultural Competence. Communicating across cultures requires the development of a good understanding of the role of culture in business. Developing Intercultural Competence through:

- exploring and understanding your own culture
- learning about cultural concepts and understanding of other cultures
- identifying cultural values and their impact on work practices
- exploring the business culture of Germany and other European countries

Intercultural Business Communication: Developing intercultural communication skills by exploring and analyzing some characteristics of Business Culture in Germany and other European countries

- Social and business etiquette
- Business communication
- Management styles & decision making
- Marketing principles
- Meetings and Negotiations
- Presentations
- Applying for a job/ Setting up a business in Germany

#### Globalization and the EU

The Case for Globalization:

1. Globalization
  2. Case Study EU
  3. International Economics and Financial Markets
    - 3.1 Balance of Payments
    - 3.2 International Financial Markets
- The European Monetary Union (EMU):
1. Unified European Currency Area: The Euro
  2. The European Central Bank (EZB)

### 03a-INT Current Topics I:

#### European Politics and International Relations, Cultural Awareness, Corporate Social Responsibility

Lecture series with different topics from the areas of European Politics and International Relations, Cultural Awareness, Corporate Social Responsibility (exact topics to be confirmed each semester)

### 04a-INT Strategic Management I: Strategy Essentials, Strategic Management with Game Theory

#### Strategy Essentials

Strategy making is considered to be an exceptional challenge for management. The course "Strategic Management" is designed to develop a clear understanding of key strategic issues and decisions that are crucial to managers operating in international environments. The aim of the course is to combine important approaches of different schools. Students

will develop an understanding of strategic management that goes beyond the limitations of individual schools. The ultimate goal is to identify success factors that are substantial to an organization in order to perform well in the long term. The complexity of the content will vary in accordance with the size of the company, the products, and the markets in which the companies are operating.

In this strategy essentials course students will:

- » learn what strategic management in corporations means
- » study, learn and apply meaningful approaches
- » begin to recognize strategic correlations in decision-making processes
- » develop an understanding of the relevance of sustainability in the field of strategic management
- » get familiar with Business Model Canvas

### **Strategic Management with Game Theory**

In this course, students will acquire knowledge about the principles of game theory and strategic decisions. Game theory is the study of mathematical models of strategic interaction among rational decision-makers. Topics of this lecture are static and dynamic games between two persons, teams or companies. There are wide applications in the field of economics, marketing, logistics, production and all competitive situations.

### **05-INT International Topics of Social Work: German Foreign Policy and Its Role in International Social Work**

Cold War and the inner German division historically determine the foreign policy of the Federal Republic of Germany. From 1949 to 1990, West Germany's foreign and security policy was defined by an attempt to integrate Germany into the Western economic and security structure as well as to find a way to end German division. After the Cold War and German reunification, it took some time for the country to define its foreign policy. However, there have always been certain aspects, which have been part of the foundation in which ways Germany wants to pursue its international interests: peacekeeping, human rights, international development, foreign trade, NATO and EU membership.

Germany has always been keen to strengthen its soft power as much as its more basic power needs. Therefore, it is not surprising that Germany also plays a bigger role in International Social Work, as part of its European politics as much as in its development aid in the so-called Third World. There are numerous areas, which can be explored in order to understand Germany's role in this field of political activity and connect such findings Berlin's more general foreign policy.

In the first part, the seminar will deal with questions and topics concerning the historical and current development of German foreign policy from a general perspective. This should help to lay the foundation to understand how Germany approaches its interactions with foreign countries. The second part deals with International Social Work in a more general context, helping us to understand the theoretical and practical basics of the field. Moreover, it gives us an idea what role Social Work can play in the context of foreign affairs. The last part is about connecting German International Social Work with German foreign policy. This way, we enhance our understanding of Germany's actions as well as its perspective in International Politics and International Social Work.

### **06-INT Applied Management: Leadership, Change Management, Marketing**

#### **Leadership**

This course will provide an overview of theoretical concepts of leadership in organizations, application of theory, and best practice. Therefore, the course will utilize a variety of learning opportunities, including lecture, discussion, individual and group exercise, case study analysis, student research and presentations, and role play.

Students will achieve the following:

- Understand key leadership concepts, models and perspectives and how they are applied within a variety of contexts.
- Develop a more complete and holistic theoretical leadership framework.
- Examine leadership practices in various work environments.
- Discuss indicators of leadership success and evaluate leadership effectiveness within different situations.

- Assess the relation between leadership and relevant factors such as power, trust or company culture.
- Recognize skills and measures involved in leading others.
- Develop a toolbox of skills for increasing employee motivation and performance.
- Develop personal understanding and self-awareness of their leadership behaviour, and how to develop new skills and techniques to support effective leadership.
- Acquire critical thinking regarding various leadership approaches.

### **Change Management**

The objective of this course is that students acquire knowledge in all aspects of the Change Management process. Students will learn to

- identify the main players in all phases of a change process,
- identify resistance and obstacles in a change process,
- communicate in a goal-oriented way
- use different source of power
- identify and develop appropriate tools of change management

## **07-INT Business Ethics and Corporate Governance**

### **Business Ethics**

Business is one of the ruling forces in the modern world. Whether one is an employer, an employee, a client, a customer, a consumer, a shareholder, a board member, or a community resident, good and bad business ethics have an impact on all lives. One way to learn about ethics is by discussing issues so that each individual can come to their own evaluation of ethical behavior.

This course will assist students in identifying their own ethical standpoint as well as help them analyze ethical issues in business. For this reason, the course format will involve lecture and group discussion based on readings and case studies. Team debating will help students to voice their opinions in a structured, supportive way.

### **Corporate Governance**

The topics of Corporate Governance will include the definition of basic concepts, historical development of Corporate Governance- main milestones on how Corporate Governance was established and developed in Anglo-American, Saxon, Russian and Japanese types of systems. Students will learn about the role of institutional investors in corporate governance, the role of financial institutions in corporate governance as well as best practices on Corporate Governance from the financial sector. It will also include corporate social responsibility and corporate social performance.

## **21-WIB Macroeconomics I: Fundamentals of Macroeconomics**

Students are able to describe short and long-term macroeconomic developments in the economy and analyze them using models.

Topics include:

- Economic cycle and national accounts
- Basic ideas of macroeconomic paradigms: Keynesian vs. neoclassical approaches
- Model-based macroeconomic analysis of the closed economy (e.g. IS-LM model, AS-AD model, Solow model)
- Economic policy implications (e.g. fiscal and monetary policy)

## **22-WIB Principles of Business Administration**

Students learn to understand the basic interrelationships of business thinking and acting. Based on this, they will be able to describe and exemplify the essential constitutive decision fields and know the subtasks in the entrepreneurial decision cycle. To the same extent, students will be able to outline the basic steps of the economic performance process of a company.

Topics include:

- The enterprise as an economic and social system
- Scientific-theoretical basic positions of business administration
- Models and methods of business administration
- Business environment: goals and decisions
- Core functions of management: legal forms, rights of disposal and corporate constitution, concentration and cooperation
- Location decisions
- Overview of the dimensions of the value creation process

### **23-WIB International Business and its Environment: Principles of International Business and its Environment**

The course will focus on the following topics:

- Perspectives of international trade
- (Counter)Tendencies of globalization
- Obstacles to trade
- Modes and phases of internationalization
- A framework of the international enterprise
- Challenges/Risks for international companies
- Specific factors and key indices to consider
- International Organisations
- Characterizing International corporations

### **24-WIB Intercultural Management I: Principles of Intercultural Management:**

The students deal with the influences of the increasing internationalization of business activities on different cultural levels. They get to know the key concepts for strengthening the perception of their social and cultural environment. As a basis for their orientation in the international environment, the students get to know the central concepts of culture and gain an overview of the possibilities and limitations of essential traditional and modern cultural theories. They learn the basics of acculturation theory and are able to assess the limitations and possibilities of different cultures or groups that collide with each other. They analyze the central variables influencing situations of intercultural communication and develop a fundamental understanding of cultural influences in interpersonal situations.

Topics include:

The multicultural society: effects of internationalization and immigration;  
Cultural theory in transition: from anthropology to management theory;  
traditional and modern approaches to cultural theory; ethnocentrism/ethno-relativism;  
"The Perceptual Lens": self-image/foreign-image; stereotyping; diversity; social and cultural intelligence;  
Acculturation theory; Intercultural communication.

### **25-WIB Applied Intercultural Management I: Leadership, Ethics and Sustainability**

The cultural background of managers and the corporate culture represent a complex entity that has a profound influence on the prevailing management and leadership styles in the company. Building on the basic knowledge already gained, students acquire further knowledge of the complex interplay of cultural levels and their influence on corporate management and strategic orientation.

Topics include:

- Cultural management and leadership styles: In-depth studies
- Cooperation in international teams
- Basic understanding of ethics
- International ethical viewpoints
- Sustainability
- Ethics and sustainability: an international comparison.

**Prerequisites:** Principles of Intercultural Management or similar knowledge

## **26-WIB International Financial Management**

Students understand the financial implications of internationalization decisions. They can assess the financial risks and recommend suitable hedging instruments and strategies. They know the instruments for carrying out and financing international trade transactions. They master common procedures for the financial optimization of the flow of goods in the company.

Topics include:

- Determination of risk exposures for internationalization strategies (e.g. transaction risk, translation risk, economic currency risk)
- Hedging risk exposures via derivatives (hedging strategies, forwards, futures, options)
- Documents in foreign trade (customs documents, certificates of origin, shipping documents, order papers, insurance papers, SGS and PSI certificates)
- Foreign trade financing (Hermes guarantees, international export and investment guarantee cover, forms of risk cover, foreign credit institutions, KfW project financing, forfaiting, buyer credits)
- International payment transactions (international bill of exchange transactions, BOE versus promissory notes, discounting of bills of exchange, acceptances, drafts and endorsements, documentary collection transactions, letters of credit)
- Use of supply chain financing to optimize business processes (e.g. factoring, leasing, cash forwarding)
- Optimization of working capital (e.g. cash management, receivables management, payables management, capital structure management)

## **13a-INT-D Business Management & Organization I: Management, Organization and HRM / Management, Organisation und Personalwirtschaft**

German language level of at least B1 is required.

Students consolidate, expand and apply their knowledge of business, especially with regard to entrepreneurship and organization. They also develop their thinking skills, and learn about different cultural perspectives. Topics include introduction to company organization and structures, management processes and communication.

## **20-WWI-D Calculus and Linear Algebra / Analysis und Lineare Algebra**

Using economic issues as examples, the following concepts are taught:

- Calculus: functions, properties of functions, differential calculus in one and several variables (including limits, continuity, optimization problems, derivatives), integral calculus
- Linear Algebra: matrix operations, determinant, systems of linear equations, solution methods for systems of linear equations

Depending on the students' prior knowledge, the following topics from financial mathematics are additionally offered: application of arithmetic and geometric sequences and series, compound interest calculation, net present value methods, redemption (amortization) calculation, annuity calculation, pension (perpetuity) calculation.

*This list is updated on a regular basis. All courses are subject to change.*