

Course Offer

International Semester Program

Spring Semester

All courses are subject to change.

Update September 2026

Available Modules in English		
02-INT	Business Culture in Germany and Europe: Cultural Aspects for Business in Germany and Europe, Globalization and the EU	5 ECTS
03b-INT	Current Topics II: Sustainability and Environment, New Technologies & Trends, Culture & Society	5 ECTS
04b-INT	Strategic Management II: Business Model Innovation, Strategic Management with Game Theory	5 ECTS
08-INT	Business Leadership: Innovation Management, Business Leadership / Leading Teams, Entrepreneurship	5 ECTS
40-SSW	Social Work and conflict transformation in Germany – Rwanda – South Africa ¹	5 ECTS
27-WIB	International Operations Management ¹	4 ECTS
28-WIB	Human Resource Management ¹	3 ECTS
31-WIB	Macroeconomics II: ^{1, 2} Macroeconomics, Money & Banking	3 ECTS
32-WIB	Corporate Accounting: ¹ Cost and Management Accounting Investment and Financing	5 ECTS
33-WIB	Management of Digitalization and Sustainability ¹	5 ECTS
34-WIB	Advanced Microeconomics ^{1, 2}	3 ECTS
35-WIB	Statistics ¹	3 ECTS
36-WIB	Principles of Intercultural Management ¹ Principles of Intercultural Management International Organizational Behavior	5 ECTS
37-WIB	Key Skills ¹ Fundamentals of Academic Writing and Research Presentation and Communication Skills	5 ECTS
Additional Modules in German		
13b-INT-D	Business Management & Organization II: Business Management, Marketing Issues / Betriebswirtschaftslehre und Marketing	5 ECTS
21-WWI-D	Operations Research	3 ECTS
Language Courses		
15a-INT	German Language basic	3 ECTS
16b-WTM	Business English: International Project Management ¹	2 ECTS

¹ Subject to timetable restrictions.

² Previous knowledge of the topics required

Module descriptions

02-INT Business Culture in Germany and Europe: Cultural Aspects for Business in Germany and Europe, Globalization and the EU

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)

03b-INT Current Topics II:

Sustainability and Environment, New Technologies & Trends, Culture & Society

Lecture series with different topics from the areas of Sustainability and Environment, New Technologies & Trends, Culture & Society (exact topics to be confirmed each semester)

04b-INT Strategic Management

Business Model Innovation

An accelerating pace of change and associated market dynamics are affecting organizations worldwide. The challenge is for decision-makers to identify relevant changes in good time to transform their organizations accordingly. New business models with the potential to change the competitive landscape of entire industries are constantly emerging.

The course "Business Model Innovation" is designed to give students the possibility to get acquainted with megatrends such as sustainability and/or digitization including associated complex changes, innovations, and effects on the future viability of business models. Participants familiarize themselves with management tools such as the Business Model Canvas or the Business Model Navigator enabling them to analyze a business of their choice. In addition, students will take on the role of a consultant or managing director in order to develop a convincing business model that ensures the future competitiveness of the company.

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.

08-INT Business Leadership: Innovation Management, Business Leadership / Leading Teams, Entrepreneurship

Innovation Management:

Importance of innovation to new ventures, established companies and society. In the beginning of the course, fundamentals of innovation management are introduced (e.g. characteristics of innovations, invention – innovation, incremental innovations – radical innovations, market pull – technology push, managing innovation).

Business Leadership / Leading Teams:

The course will give students an understanding about leadership definitions, key elements of leadership, leadership success, Leadership of groups/teams, typology of different kinds of teams, leadership in teams (life cycle and dynamics in groups), and contemporary leadership theories.

Entrepreneurship:

The course includes an introduction to entrepreneurship. In the form of workshops, case studies and discussions, students acquire knowledge and skills about the key drivers, challenges, success factors and risks of entrepreneurship, as well as Intrapreneurship and the innovative power in organizations.

40-SSW Social Work and conflict transformation in Germany – Rwanda – South Africa

Student will gain social-reflective competences regarding academic, personal and social skills in the field of international social work. The course is an offer to reflect one's own (world) knowledge, experiences and pedagogical practice.

It will give an insight into Social Work in post-conflict societies and postcolonial relations regarding South Africa, Rwanda and Germany. The topics include:

- Identification of social problems in each country and their global connectedness.
- History of Social Work in Rwanda, South Africa, Germany and common international standards of Social Work
- Relations of power in Social Work, especially colonial continuities / strategies of de-colonizing Social Work
- Critical whiteness
- Empowerment / powersharing / allyship
- Environmental and epistemic justice / eco-social transformation

27-WIB International Operations Management

This Module provides in-depth focus on operations (goals, content, activities, methods, tools), particularly in an international context. Upon completion of the module, students have attained comprehensive and in-depth understanding of the opportunities and risks of working with international suppliers, while paying attention to the aspects of quality, costs, methods, organization, new communication media, etc. In addition, they have learned about strategic decision-making in purchasing, warehousing, production and logistics from an international perspective. They possess comprehensive and in-depth knowledge about the tools of production planning and controlling, as well as logistics – about their implementation, the opportunities and significance of international risk and quality management.

28-WIB Human Resource Management

Students learn to understand and evaluate the relevance of HR policy decisions for the company as a whole. They gain an overview of all relevant human resources management processes, from personnel planning to staff release, and can classify the relevance of company participation.

In addition, they get to know the basic theories and concepts of organizational design as well as the different forms and models of organizational structure and process organization.

Topics are in particular:

- Objectives and tasks of company personnel work

- Planning of personnel requirements
- Basic features of personnel marketing
- Recruitment
- Company remuneration policy
- Personnel development
- Dismissal of staff
- Organizational models for the HR sector

31-WIB Macroeconomics II: Macroeconomics, Money & Banking

Students learn to describe short- and long-term macroeconomic developments in the economy and to analyze those using models. Students will be able to present the origin of money, its value and its effects based on different concepts and in the context of the financial system and apply it to current issues. They are familiar with important monetary theoretical contexts and are able to explain monetary policy decisions.

Content:

- Basic monetary concepts, financial system
- Money demand and supply
- Fundamentals of monetary policy
- Institutional structure of monetary policy
- Inflation and deflation
- Current monetary policy issues
- Foreign exchange market
- Exchange rate theories
- International Monetary System

32-WIB Corporate Accounting

Cost and Management Accounting

- Fundamentals of Cost and Performance Accounting
- Full Cost Accounting: cost type, cost center and cost unit accounting / operating income statement and their applications (e.g. cost-based pricing)
- Variable (Direct) Costing: basic concepts and decision-oriented applications (e.g. make-or-buy decisions, product mix planning, etc.)

Business Financial Management: Investment and Financing

- Fundamentals of investment and financing
- Operational investment decisions, in particular static and dynamic methods of investment calculation
- Financing alternatives
- Financial and liquidity planning

33-WIB Management of Digitalization and Sustainability

Management of Sustainability

- Introduction to sustainability
- Sustainable Development Goals (SDGs)
- Legal framework and international standards
- Overview of methods and tools of sustainable management

Optional additional content

- Social sustainability
- Circular economy and resource conservation
- Climate protection
- Biodiversity

Management of Digitalization

- Introduction to digital transformation
- Technological foundations of digitalization
- Digital organizational development
- IT governance and ethical aspects

Optional additional content

- Digital business models and strategies
- Digital transformation of business processes
- Digital marketing and sales

34-WIB Advanced Microeconomics

- Household Theory
- Theory of the Firm
- Price formation in different market structures (perfect competition, monopoly, oligopoly, monopolistic competition)
- Advanced topics in microeconomics (e.g. market failure, behavioral economics, new institutional economics)

35- WIB Statistics

- Tasks and challenges of statistics
- Fundamentals of descriptive statistics (e.g. univariate and multivariate frequency distributions with their descriptive measures)
- Fundamentals of probability theory (e.g. probability calculus, probability models and distributions)
- Fundamentals of inferential statistics (e.g. estimation and hypothesis testing procedures)
- If applicable: Computer-based statistical tools
- If applicable: Program-specific extensions according to disciplinary relevance

36-WIB Principles of Intercultural Management

Principles of Intercultural Management

The Multicultural Society

- Effects of internationalization and immigration
- Cultural theory in transition: from anthropology to management studies
- Traditional and modern approaches in cultural theory
- Ethnocentrism / ethnorelativism

“The Perceptual Lens”

- Self-perception and perception by others
- Stereotyping
- Diversity
- Social and cultural intelligence
- Acculturation theory
- Intercultural communication
- Acculturation stress / culture shock
- Impact of digitalization and AI

International Organisational Behavior

The influence of culture on various selected functional areas, such as human resource management, production, R&D, marketing and controlling, is addressed and explored in depth.

Topics covered include, among others:

- Communication
- Relationships
- Hierarchies
- Expectations
- Compensation systems
- Risk propensity

- Role perceptions in an international context

37-WIB Key Skills

Fundamentals of Academic Writing and Research

- Academic working techniques (including competences, learning theory, learning strategies and techniques – e.g. mind maps, mnemonic techniques/retention strategies – workplace and study organization, reading, writing and presentation techniques and methods, stress management – e.g. time management, self-management – communication and collaboration with others)
- Science and the scope of academic work, scientific methods in the human sciences
- Requirements of academic work (e.g. objectivity, honesty/integrity, verifiability, reliability, validity, logical argumentation, transparency)
- Basic process of working on a topic (initial situation: problem/question, analysis/clarification, searching for and finding solutions, implementation, preparation of results)
- Stages of an academic paper (choice of topic/objectives, delimitation and specification of the topic, defining the objective of the paper and deriving the research question)
- Research proposal (exposé)
- Project planning (communication with supervisors, time and resource planning, time management, work aids)
- Orientation phase (literature study, selection and search), main and writing phase (design of introductory chapters, alternative structures, concluding chapter), revision phase
- Formal layout and structure (cover/title page – including confidentiality note where applicable –, tables of contents, main text, appendices, reference list, declaration of authorship), layout elements
- Referencing and citation (e.g. types of citations, citation rules, plagiarism), types of literature, reference list and bibliographic details

Presentation and Communication Skills

Presentation Skills

- Areas of application and objectives of a presentation
- Content structure and dramaturgy of a presentation
- Use of media and visualization techniques (e.g. text slides, graphics and symbols)
- Presentation techniques
- Voice work and rhetoric
- Nonverbal communication: body language, facial expressions and gestures
- Coping with stage fright
- Follow-up and review of the presentation
- Specific features of academic presentations
- Exercises related to the respective field of study

Communication Skills

- Communication psychology research and communication theories
- Communication and interaction
- Rhetoric
- Development of communicative and rhetorical skills
- Negotiation techniques
- Active listening
- Questioning techniques
- Handling objections
- Communication breakdowns
- Difficult conversations, facilitation/moderation, feedback and appraisal interviews, communication in teams
- Exercises based on current topics in the respective field of study, followed by discussion

13b-INT-D Business Management & Organization II: Business Management, Marketing Issues / Betriebswirtschaftslehre und Marketing (in German)

Business Management (in German)

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.

Students will learn about the work environment in German companies and will get familiar with business situations: presentations, introduction, tasks, and sales procedures – offers and orders, leading discussions and meetings. They will learn to be competent and confident users of German for professional purposes.

Marketing (in German)

German language level of at least B1 is required.

Students get to know the following topics:

1. Introduction, concepts and evolution of marketing
2. Introduction to the topic “Trademarks”
3. Market understanding, introduction to market analysis and market research
4. Marketing policy: Price policy, Distribution policy, Product policy, Communication policy, the 3 other Ps of (service) marketing

21-WWI-D Operations Research

- Linear Optimization: Problem definition – graphical solution – simplex method – duality
- Graph Theory: Fundamentals – shortest paths in graphs – minimum spanning trees – network planning techniques
- Simulation: Types of simulation – techniques (Monte Carlo method, generation of random numbers) – simulation languages – fields of application

Optional additional content:

- Transportation problems: NWE rule, stepping-stone method, MODI method, linear assignment problem
- Combinatorial and integer optimization: branch-and-bound method – heuristic solution methods
- Fundamentals of nonlinear optimization

16b-WTM Business English: International Project Management

The course aims to improve the students’ English language skills by applying the language and grammar in the field of International Project Management. The following topics will be covered:

- Working in teams
- Assigning roles and responsibilities in projects
- Setting and meeting deadlines
- Allocating resources and budgets in projects
- Dealing with conflict, trouble shooting, handling complaints
- Communicating across cultures in international projects
- Company organisation: types of company, legal forms and structures with respect to projects, roles and responsibilities
- Project management in Production: product design and attributes, R&D, product lifecycle
- Sales and distribution: distribution channels, B2B, supply/value chain; payment and delivery terms +
- Marketing: market research, marketing mix, marketing strategy

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