International Module Handbook
For Exchange Students

- School of Business and Economics -
Table of Content

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Introduction</td>
<td>1</td>
</tr>
<tr>
<td>Bachelor Courses</td>
<td>43</td>
</tr>
<tr>
<td>Master Courses</td>
<td>56</td>
</tr>
</tbody>
</table>
Introduction

Information for exchange students
Welcome at the School of Business and Economics! The International Module Handbook informs you about all the courses taught in English at our School. You will find detailed information about each course in the campus system following the link indicated under the course title.

On the following pages, you will find some information about the organization of your stay. If you have further questions, the student counselling, the student body and the Erasmus office are always glad to help you.

Learning agreement - transcript
Please fill in a learning agreement form (if not already done) and bring it to Ms. Klöckner. The learning agreement is a list of the courses you will attend during the semester. Vera Klöckner is responsible for your transcript (academic record), which will be sent to your university at the end of the semester. In some cases the transcript can be collected at Ms. Klöckner’s office at the end of your stay.

Please note: No credits (ECTS) are granted for attendance, you have to pass an oral or written exam! Language courses and courses from other faculties can be included into the transcript, after a certificate (“Schein”) has been presented.

Course offer
The full list of the courses offered at the school of business and economics can be found in our course manuals

…or in the Campus system
http://campus.verwaltung.uni-tuebingen.de/lsfpublic/rds?state=wtree&search=1&trex=step&root120142=63179|65085|63530&P.vx=kurz&noDBAction=v&init=v

As an exchange student, you can choose among all courses offered.
For each class, you will receive 3, 6 or 9 ECTS credits, depending on the workload. The workload per credit is about 30 hours, including the time of attendance, preparation for the course and studying for the exam.
Course choice

There will be an information meeting on Friday before lectures start:

Prof. Schöbel who is in charge for the ERASMUS program and his staff will be happy to welcome new ERASMUS- and other exchange students studying at the School of Business and Economics for the next one or two semesters. We’ll be glad to answer all of your questions regarding course choice and examination rules.

In addition, the international consultants of the student body will present their offers and the facebook group for exchange students at the School of Business and Economics!

The course will be offered in cooperation with the Division for International Affairs and their Advisory Program (http://www.uni-tuebingen.de/en/facilities/verwaltung-dezernate/division-iii-international-affairs/section-2/services-for-international-students/advisory-course.html) but you're welcome to join us even if you don't participate in that course.

Details about time and location can be found here: https://campus.verwaltung.uni-tuebingen.de/lsfserver/rds?state=verpublish&status=init&vmfile=no&publishid=110901&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung

Should you need help with your course choice, please contact our student consultants:
http://www.wiwi.uni-tuebingen.de/international/offers-for-international-students.html

Course registration

No registration is required for lectures (“Vorlesung”) and for the practice course (“Übung”). But please register for colloquiums and seminars.

Exams

In order to receive ECTS credits, you have to pass an exam or assignment. Exams usually take place in the last week of the lectures and the first weeks of the semester break.

Important: For written exams it is absolutely necessary to register at the examination office (“Prüfungsamt”) in the Haußerstrasse 11. For this reason fill in the course registration form and deliver it to the examination office during the registration period (approx. 4-6 weeks before the exam period).

You will find the form on the homepage of the examination office:
Important Advice

Please show up in Ms. Klöckner’s office in the weeks after your arrival and before you leave Tübingen!

Contact

Erasmus Coordinator: Prof. Dr. Ing. Rainer Schöbel
Contact: Vera Klöckner – vera.kloeckner@uni-tuebingen.de
Address: Sigwartstrasse 18
Office hours: Tuesday – Friday: 10-12

Student counselling: Melanie Goletz, Franziska Joustra & Team
Address: Nauklerstraße 47, EG, 72074 Tübingen
Phone: 0707129 -76415
Office hours: See http://www.uni-tuebingen.de/en/18032

Student body: International Consultants
Contact:
Marius Becker, Sabine Kutzner und Thomas Tichelbäcker
Mailto: internat.students.unituebingen@gmail.com
Address: Mohlstr. 36, room E02
Office hours: Monday – Thursday 10 am – 2 pm; Wednesday 10 am – 12 pm
Bachelor Courses

**B290 Global Strategy**

| ECTS-Credits | 6 |
| Workload Hours | Contact Hours: 60  Independent Study: 120 |
| Duration | 1 Semester |
| Cycle | generally: WS |
| recommended for this semester or higher | 3 |
| Language | English |
| blocked | no |
| Course Type | Lecture (2 SWS), Practice Course (2 SWS) |
| Method of Assessment | Written Exam (60 minutes), Group Assignment (Case Study) |
| Prerequisite for | --- |
| Registration | Registration for practice course on ILIAS during the semester |
| Prerequisites |  |
| Limited Attendance | no formal limit |
| Person Responsible | Prof. Dr. Theresa Veer |
| Lecturer | Prof. Dr. Theresa Veer |

This course can be taken as part of the following programs/modules:

- **International Economics**
  - Focus Module Elective Studies
- **International Business Administration**
  - Profile-Building Module, Focus Module Elective Studies
- **Economics and Business Administration**
  - Profile-Building Module, Focus Module Elective Studies
- **Minor in Economics**
  - ---
- **Minor in Business Administration**
  - Basic Module Communication and Information
- **B.Ed. Wirtschaftswissenschaft**
  - Betriebswirtschaftliche Grundlagen - Wahlpflicht

**Content**

The subject Strategy is usually regarded as the most central topic in management as it brings all the various sub-areas such as finance, marketing etc. together and analyzes the key corporate decisions from the perspective of the CEO. Focus of this course in Global Strategy is the multinational company. In the practice course students will analyze in case studies corporate decisions of strategic importance in an international context.

**Objectives**

This course aims to show how strategy contributes to the success of the MNC, how it provides overall direction and how it integrates the various activities and decisions of the MNC. After attending the lecture and practice course students are able to identify and analyze the determinants of strategic decisions on a global level. They are able to describe and evaluate a firm’s business and corporate strategy and on this basis develop solutions for strategic dilemmas in real-life case studies.

**Literature**

Microfinance is a tool for financial inclusion and aims at delivering appropriate and affordable financial services to populations formerly unserved. A wide range of financial service providers offers numerous products covering the need for safe saving, money transfer, insurance and credit. In addition many also provide non-financial services. After a period of euphoria during the first decade of this century, the sector has faced several challenges in recent years which fostered new developments. Among them is the return to a focus on social performance and impact after a period of concentrating on the financial performance of microfinance institutions.

The seminar will focus on the theory of microfinance and its practical implementation in the field. It will cover current trends in the sector and discuss the ongoing debates.

Students will prepare a presentation and an essay on a given topic.
Objectives

Understanding the link between theory and practice of demand and supply for financial services targeting poor populations.
Getting an overview about the current developments in the sector.
Encouraging debate around the microfinance sector.

Literature


A complete set of literature will be delivered before the start of the seminar.
B321 Market Research

ECTS-Credits: 6 (9)*

Workload Hours: Contact Hours: 60  Independent Study: 120 (210)*

Duration: 1 Semester

Cycle: generally: generally: SS, not in summer term 2016 recommended for this semester or higher

Language: English

Course Type: Lecture (2 SWS), Practice Course (2 SWS)

Method of Assessment: Written Exam (60 minutes), Assignments (Presentation, Discussion)*

Prerequisite for: ---

Registration: no registration required

Prerequisites: ---

Limited Attendance: ---

Person Responsible: Prof. Dr. Dominik Papies

Lecturer: Prof. Dr. Dominik Papies

This course can be taken as part of the following programs/modules:

- International Economics
- International Business Administration
- Economics and Business Administration, Type Economics
- Economics and Business Administration, Type Business Administration
- Minor in Economics
- Minor in Business Administration
- B.Ed. Wirtschaftswissenschaft

Content

This course covers all relevant aspects of a market research project.
1. Designing a market research project
2. Sample and data collection
3. Measurement and survey design
4. Uni- and bivariate analyses
5. Factor analysis
6. Regression analysis
7. Cluster analysis
8. Conjoint analysis
**Objectives**

Students know how to conduct their own market research project, under which circumstances which data collection method is appropriate, and which method of data analysis is optimal in which situation. Students will also be aware of how to apply the knowledge they acquire in lecture and practice course to marketing research case studies.

**Literature**


*Students obtain 6 ECTS for enrollment in lecture and practice course and for passing the final exam. Students can earn additional 3 ECTS by working on market research cases and presenting these in the practice course. Participation in the practice course is limited to 112 students.*

Please register in ILIAS. Details are available at www.uni-tuebingen.de/wiwi/marketing.
B323 Brand Management

ECTS-Credits 6
Workload Hours Contact Hours: 60  Independent Study: 120
Duration 1 Semester
Cycle generally: WS
recommended for this semester or higher 5
Language English
blocked yes
Course Type Lecture (3 SWS)
Method of Assessment Written Exam (60 minutes)
Prerequisite for ---
Registration Please register in ILIAS. Further details are available at www.uni-tuebingen.de/wiwi/marketing
Prerequisites ---
Limited Attendance 84
Person Responsible Prof. Dr. Dominik Papies
Lecturer N.N.

This course can be taken as part of the following programs/modules:

- **International Economics**  Focus Module Elective Studies
- **International Business Administration**  Focus Module Marketing, Focus Module Elective Studies
- **Economics and Business Administration, Type Economics**  Focus Module Elective Studies
- **Economics and Business Administration, Type Business Administration**  Focus Module Marketing, Focus Module Elective Studies
- **Minor in Economics**  ---
- **Minor in Business Administration**  ---
- **B.Ed. Wirtschaftswissenschaft**  ---

**Content**

Developing and managing strong brands is of high managerial relevance since strong brands with high levels of brand equity are a valuable intangible asset with a potentially strong impact on firm value. A unique and distinctive brand gives firms the ability to differentiate their products and thus generate a competitive advantage, especially in times of increasing product homogeneity.

To provide knowledge about brand management at the strategic level and about different strategies for building brand equity as well as approaches for measuring brand performance, the course contains the following areas (i.e., agenda of the course, minor changes possible):

- Brands and brand management
- Customer-based equity and brand positioning
- Brand resonance and the brand value chain
- Choosing brand elements to build brand equity
- Designing marketing programs to build brand equity
- Integrating marketing communications to build brand equity
- Leveraging secondary brand associations to build brand equity
- Measuring sources of brand equity: capturing customer mindset
- Measuring outcomes of brand equity: capturing market performance
- Designing and implementing brand architecture strategies
- Introducing and naming new products and brand extensions
- Managing brands over time
Objectives

It is the learning goal of the course that the student can:
- demonstrate knowledge within the course topic by being able to describe the central concepts, theories, models, and strategies of brand management based on state-of-the-art international research in this field and to discuss similarities, differences and how the theories, concepts, models, and strategies supplement each other.
- demonstrate skills to illustrate, analyze, and critically discuss the relevant strategies to build brand equity; to analyze options for measuring sources and outcomes of brand equity; and to illustrate, analyze, and critically discuss options for developing and configuring brands nowadays.

Literature

Textbook:

Articles (minor changes possible):
This course aims to introduce you to the basic principles underlying modern marketing communications. Thereby students get a first introduction into the structure and processes of the current advertising industry. A strong emphasis is placed on how to develop, assess and implement effective communications campaigns in diverse contexts. Topics include consumer behavior, market segmentation and positioning, ad message strategy, advertising planning, media planning, advertising creativity and crisis communication.

**Objectives**

By the end of this course, it is expected that course participants will have developed an awareness and deeper understanding of the core communication principles. They will be able to develop an integrated advertising strategy, identify and hire a suitable ad agency, determine the right communication budget, brief and monitor the agency, and schedule the campaign.

**Literature**


Why do almost all people say sustainability (for example saving the environment) is important to them but almost no one actually acts in line with this statement? The aim of this course is to understand why this is the case and to learn how people (especially in their roles as consumers) can be motivated to act more sustainable. In this course, participants will learn theories and findings from consumer behavior, marketing and psychology, which help to understand why consumer think and act in different ways and how their behavior can be altered into a more sustainable way. In this course evolutionary motives, social norms, cognitions, (neuro)affect, motivation, the self and self-control, and perception will be addressed to understand consumers and their (non)sustainable behavior.
**Objectives**

At the end of this course you should be able to:
- understand the consumption process from a sustainability perspective.
- understand why consumers have difficulty to act sustainbale.
- explain how consumer behavior can be nudged into a more sustainable direction.

**Literature**

Background literature:

The journal articles for this course will be given to participants during the semester.
**B330 Accounting Information and Cost Management**

| **ECTS-Credits** | 6 |
| **Workload Hours** | Contact Hours: 45  Independent Study: 135 |
| **Duration** | 1 Semester |
| **Cycle** | generally: SS |
| **recommended for this semester or higher** | 4 |
| **Language** | English |
| **B328** | yes |
| **Course Type** | Lecture (2 SWS), Practice Course (1 SWS) |
| **Method of Assessment** | Written Exam (60 minutes) |
| **Prerequisite for** | B330K |
| **Registration** | no registration required |
| **Prerequisites** | B130 |
| **Limited Attendance** | --- |
| **Person Responsible** | Prof. Dr. Patrick Kampkötter |
| **Lecturer** | Prof. Dr. Patrick Kampkötter |

This course can be taken as part of the following programs/modules:

<table>
<thead>
<tr>
<th>Program/Module</th>
<th>Focus Module/Elective Studies</th>
</tr>
</thead>
<tbody>
<tr>
<td>International Economics</td>
<td>Focus Module Elective Studies</td>
</tr>
<tr>
<td>International Business Administration</td>
<td>Focus Module Financial Accounting &amp; Business Taxation, Focus Module Managerial Accounting &amp; Organisation, Focus Module Elective Studies</td>
</tr>
<tr>
<td>Economics and Business Administration, Type Economics</td>
<td>Focus Module Elective Studies</td>
</tr>
<tr>
<td>Economics and Business Administration, Type Business Administration</td>
<td>Focus Module Financial Accounting &amp; Business Taxation, Focus Module Managerial Accounting &amp; Organisation, Focus Module Elective Studies</td>
</tr>
<tr>
<td>Minor in Economics</td>
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<tr>
<td>Minor in Business Administration</td>
<td>Elective Module</td>
</tr>
<tr>
<td>B.Ed. Wirtschaftswissenschaft</td>
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</tbody>
</table>

**Content**

This course analyzes the decision-facilitating role of managerial accounting. Managers have the responsibility and authority for making decisions with respect to the acquisition and the use of an organization’s resources. To effectively do this, they must identify the actions or strategies available to them, predict the relevant consequences of those actions, and then choose the action that has the most preferred predicted outcome. Management accounting systems can be effective tools in providing information that is useful in predicting the possible consequences of alternative actions and in presenting a description of those consequences.

**Objectives**

Students develop analytics skills with respect to the identification and use of decision-relevant accounting information.

**Literature**


**B330K Spreadsheet Accounting**

**ECTS-Credits** 3

**Workload Hours**
- Contact Hours: 5
- Independent Study: 85

**Duration** 1 Semester

**Cycle** generally: SS recommended for this semester or higher 4

**Language** English

**Blocked** yes

**Course Type** Spreadsheet Exercise (Homework)

**Method of Assessment** Case Study

**Prerequisite for** ---

**Registration**
Details on the registration procedure will be provided on the chair website

**Prerequisites** B330

**Limited Attendance** ---

**Person Responsible** Prof. Dr. Patrick Kampkötter

**Lecturer** N.N.

**This course can be taken as part of the following programs/modules:**

- **International Economics** Focus Module Elective Studies
- **International Business Administration** Focus Module Financial Accounting & Business Taxation, Focus Module Managerial Accounting & Organisation, Focus Module Elective Studies
- **Economics and Business Administration, Type Economics** Focus Module Elective Studies
- **Economics and Business Administration, Type Business Administration** Focus Module Financial Accounting & Business Taxation, Focus Module Managerial Accounting & Organisation, Focus Module Elective Studies
- **Minor in Economics** ---
- **Minor in Business Administration** Elective Module
- **B.Ed. Wirtschaftswissenschaft** ---

**Content**

This course analyzes the decision-facilitating role of managerial accounting. Managers have the responsibility and authority for making decisions with respect to the acquisition and the use of an organization’s resources. To effectively do this, they must identify the actions or strategies available to them, predict the relevant consequences of those actions, and then choose the action that has the most preferred predicted outcome. Management accounting systems can be effective tools in providing information that is useful in predicting the possible consequences of alternative actions and in presenting a description of those consequences.

**Objectives**

Students develop analytics skills with respect to the identification and use of decision-relevant accounting information.

**Literature**

Case Study (tba)
B353 International Taxation

ECTS-Credits 6

Workload Hours Contact Hours: 20  Independent Study: 160

Duration 1 Semester

Cycle generally: SS recommended for this semester or higher 4

Language English

blocked yes

Course Type Lecture in block format at the beginning of the term (Saturday). Date will be announced via Campus and the chair’s homepage.

Method of Assessment Written Exam (60, 90% of final grade minutes), Presentation, presentation (10% of final grade)

Prerequisite for ---

Registration Details on the registration procedure will be provided on the chair website

Prerequisites Basic knowledge on Business Taxation as presented in B350 Grundlagen der Besteuerung is advisable, but no formal prerequisite.

Limited Attendance Limited Attendance: 50 – students have to register on Ilias before April 1st 2016. Admittance to the course is granted preferably for students who already participated in our course “Grundlagen der Besteuerung” during WS 2015/16 and otherwise by lot.

Person Responsible Prof. Dr. Martin Ruf

Lecturer Brigitte Ellerbeck

This course can be taken as part of the following programs/modules:

- International Economics
- International Business Administration
- Economics and Business Administration, Type Economics
- Economics and Business Administration, Type Business Administration
- Minor in Economics
- Minor in Business Administration
- B.Ed. Wirtschaftswissenschaft

Content

This course provides an overview on the basics of international taxation. The taxation of different forms of international investments and the tax effects caused by the financing decisions made on these international investments will be closer looked at. Furthermore the influence of the EU on taxation will be described.
Objectives

Students should gain knowledge on the basics of international taxation such the principles of International Tax Law, Model Tax Conventions on Double Taxation and Transfer Pricing Rules. Students are able to distinguish between permanent establishments and subsidiaries and their implications concerning taxation.

Literature

B354 Empirical Research in International Business Taxation

ECTS-Credits: 9

Workload Hours: Contact Hours: 30  Independent Study: 160

Duration: 1 Semester

Cycle: generally: generally: WS, not in WS 16/17

Recommended for this semester or higher: 4

Language: English

Blocked: no

Course Type: Lecture (2 SWS), Research oriented lecture

Method of Assessment: Presentation, Data management exercise (20 %), Team Presentation (20 %) and Team Replication Study (60 %)

Prerequisite for ---

Registration: Details on the registration procedure will be provided on the chair website

Prerequisites: Good knowledge of Econometrics as presented in S220 Quantitative Methoden der Wirtschaftswissenschaft or in S110 Explorative Datenanalyse.

Limited Attendance: Limited Attendance: 30 – students have to register on Ilias before April 1st 2016. Admittance to the course is granted preferably for students who already participated in our course “Grundlagen der Besteuerung” during WS 2015/16 and otherwise by lot.

Person Responsible: Prof. Dr. Martin Ruf

Lecturer: Prof. Dr. Martin Ruf

This course can be taken as part of the following programs/modules:

International Economics: Focus Module Elective Studies

International Business Administration: Focus Module Financial Accounting & Business Taxation, Focus Module International Business, Focus Module Elective Studies

Economics and Business Administration, Type Economics: Focus Module Elective Studies

Economics and Business Administration, Type Business Administration: Focus Module Financial Accounting & Business Taxation, Focus Module International Business, Focus Module Elective Studies

Minor in Economics: Elective Module

Minor in Business Administration: Elective Module

B.Ed. Wirtschaftswissenschaft: ---

Content:

This course provides an overview on research in international business taxation. Research fields in international business taxation are discussed in class from a theoretical as well as empirical perspective. Stata do-files producing research papers are presented and discussed.
Objectives

Students should get familiar with current research fields in international business taxation. Even more important, students should be able to do empirical research themselves. The main focus of the course is on replicating Huizinga, Harry; Laeven, Luc; Nicodeme, Gaetan (2008): Capital structure and international debt shifting. In: Journal of Financial Economics 88 (1), p. 80–118. The university has acquired the expensive dataset ORBIS (available through the library and the secretariat of the chair of international business taxation), which allows students to replicate this study. The first step is to get the ORBIS data into Stata and to run a basic regression. This is the data management exercise to be handed in by November 15th 2015. A pass of this data management exercise is obligatory. Then team student presentations give an introduction into STATA. Finally students have to hand in the team replication study by March 20th 2016. Replicating empirical studies is the most efficient way to get familiar with the techniques of empirical research. Students will be able to do own empirical research in all fields of economics and business afterwards.

Literature

Christopher F. Baum (2006): An introduction to modern econometrics using Stata. College Station, Tex: Stata Press.
**B360 Organisational Behaviour**

**ECTS-Credits**  
6

**Workload Hours**  
Contact Hours: 30  Independent Study: 150

**Duration**  
1 Semester

**Cycle**  
generally: SS  
recommended for this semester or higher: 4

**Language**  
English

**blocked**  
yes

**Course Type**  
Lecture (2 SWS)

**Method of Assessment**  
Written Exam (60 minutes), Group Assignment

**Prerequisite for**  
---

**Registration**  
Application with Transcript to philip.yang@uni-tuebingen.de.

**Prerequisites**  
---

**Limited Attendance**  
48

**Person Responsible**  
Prof. Dr. Philip Yang

**Lecturer**  
Prof. Dr. Philip Yang

This course can be taken as part of the following programs/modules:

- **International Economics**  
  Focus Module Elective Studies
- **International Business Administration**  
  Focus Module Managerial Accounting & Organisation, Focus Module Marketing, Focus Module Elective Studies
- **Economics and Business Administration, Type Economics**  
  Focus Module Elective Studies
- **Economics and Business Administration, Type Business Administration**  
  Focus Module Managerial Accounting & Organisation, Focus Module Marketing, Focus Module Elective Studies
- **Minor in Economics**  
  ---
- **Minor in Business Administration**  
  ---
- **B.Ed. Wirtschaftswissenschaft**  
  ---

**Content**

This course introduces Organizational Behaviour (OB) as a field of study to understand, explain, and improve the attitudes and behaviours of individuals and groups in organizations. Following a lecture, students will present and discuss main findings from recent literature in groups.

**Objectives**

The students understand each part one integrative OB model and are able to relate the main goals, better job performance and more organizational commitment to the determinants on the individual, group and organizational level. They are able to transfer the basic knowledge from the OB model to more complex journal articles in this field.

**Literature**

Research articles (e.g. Academy of Management, Journal, Journal of Management, Management Science....)
### B362 Bachelor Thesis Seminar on Organisational Behaviour

#### ECTS-Credits
12 (7.5)

#### Workload Hours
- Contact Hours: 30
- Independent Study: 330 (195)

#### Duration
1 Semester

#### Cycle
- generally: SS
- recommended for this semester or higher: 6

#### Language
English

#### Block
yes

#### Course Type
Seminar (2 SWS)

#### Method of Assessment
Term Paper, Presentation, Discussion (for 12 ECTS-Credits)

#### Prerequisite for
---

#### Registration
Application with Transcript to philip.yang@uni-tuebingen.de

#### Prerequisites
---

#### Limited Attendance
12

#### Person Responsible
Prof. Dr. Philip Yang

#### Lecturer
Prof. Dr. Philip Yang

This course can be taken as part of the following programs/modules:

- **International Economics** Bachelor Thesis
- **International Business Administration** Bachelor Thesis
- **Economics and Business Administration, Type Economics** Bachelor Thesis
- **Economics and Business Administration, Type Business Administration** Bachelor Thesis
- **Minor in Economics** ---
- **Minor in Business Administration** ---
- **B.Ed. Wirtschaftswissenschaft** ---

#### Content
This seminar focuses on recent papers in the field of organisational behaviour with an emphasis on contributions from top ranked journals.

#### Objectives
The students are able to understand most recent research in the area of organisations. Starting with one or two principal paper/s, they are able to dig deeper into a certain topic and understand the contribution of the principal paper/s to research as well as its/their advantages and drawbacks.

#### Literature

- tba
B390 International Business

ECTS-Credits 6

Workload Hours
Contact Hours: 60  Independent Study: 120

Duration 1 Semester

Cycle generally: SS recommended for this semester or higher 4

Language English

blocked no

Course Type Lecture (2 SWS), Practice Course (2 SWS)

Method of Assessment Written Exam (90 minutes), Group Assignment (Case Study)

Prerequisite for ---

Registration
Please apply for this course between April 10th and April 23rd, 2017 by sending the required signup form to ib(at)wiwi.uni-tuebingen.de. Applications sent before April 10th will not be taken into consideration.

Prerequisites none

Limited Attendance no formal limit (course registration required for group assignments)

Person Responsible Prof. Dr. Markus Pudelko

Lecturer Dr. Helene Tenzer

This course can be taken as part of the following programs/modules:

- International Economics Focus Module Elective Studies
- International Business Administration Focus Module International Business, Focus Module Elective Studies
- Economics and Business Administration, Type Economics Focus Module Elective Studies
- Economics and Business Administration, Type Business Administration Focus Module International Business, Focus Module Elective Studies
- Minor in Economics ---
- Minor in Business Administration ---
- B.Ed. Wirtschaftswissenschaft ---

Content

Course topics: Globalization, the cultural environments facing business, ethics in the globalized business world, international trade theory, governmental influence on trade, cross-national cooperation and agreements, organizational structures, global export and import strategies, global manufacturing and supply chain management, marketing globally, international human resource management.

Objectives

Competition is often global, and firms have become international in their investment, sourcing, production and sales. Foreign competition has devastated some industries, fundamentally changed others, and serious challenged even the "best." Technological advances in communications and the breakdown of regulatory barriers have connected financial markets across borders and revolutionized corporate supply chains. In short, the business world you will enter when you graduate is to a very large extent internationalized.

Literature

**B392 Bachelor Thesis Seminar on International Business**  

<table>
<thead>
<tr>
<th><strong>ECTS-Credits</strong></th>
<th>12</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Workload Hours</strong></td>
<td>Contact Hours: 16  Independent Study: 344</td>
</tr>
<tr>
<td><strong>Duration</strong></td>
<td>1 Semester</td>
</tr>
<tr>
<td><strong>Cycle</strong></td>
<td>generally: WS, SS</td>
</tr>
<tr>
<td><strong>recommended for this semester or higher</strong></td>
<td>5</td>
</tr>
<tr>
<td><strong>Language</strong></td>
<td>English</td>
</tr>
<tr>
<td><strong>blocked</strong></td>
<td>yes</td>
</tr>
<tr>
<td><strong>Course Type</strong></td>
<td>Seminar taught in block format</td>
</tr>
<tr>
<td><strong>Method of Assessment</strong></td>
<td>Term Paper, Presentation</td>
</tr>
<tr>
<td><strong>Prerequisite for</strong></td>
<td>---</td>
</tr>
<tr>
<td><strong>Registration</strong></td>
<td>Winter term 2016/17: Registration from July 18th to July 31st, 2016 by sending an e-mail to jiaxuan.liu[at]uni-tuebingen.de/ List of accepted candidates online: August 5th / Possible withdrawal until September 2nd / Writing Period starts from November 1st</td>
</tr>
<tr>
<td><strong>Prerequisites</strong></td>
<td>- Attending the Seminar “B394 Introduction into Research Methodology for B.Sc.” and passing its exam</td>
</tr>
<tr>
<td><strong>Limited Attendance</strong></td>
<td>12</td>
</tr>
<tr>
<td><strong>Person Responsible</strong></td>
<td>Prof. Dr. Markus Pudelko</td>
</tr>
<tr>
<td><strong>Lecturer</strong></td>
<td>Prof. Dr. Markus Pudelko</td>
</tr>
</tbody>
</table>

This course can be taken as part of the following programs/modules:

- **International Economics** Bachelor Thesis
- **International Business Administration** Bachelor Thesis
- **Economics and Business Administration, Type Economics** Bachelor Thesis
- **Economics and Business Administration, Type Business Administration** Bachelor Thesis
- **Minor in Economics** ---
- **Minor in Business Administration** ---
- **B.Ed. Wirtschaftswissenschaft** ---

**Content**

Students writing their Bachelor thesis with the Department of International Business will have to attend this seminar in order to present the key outcomes of their thesis. In order to write the Bachelor thesis and participate in the Bachelor Thesis Seminar, students will have to pass beforehand the seminar “B394 Introduction into Research Methodology for B.Sc.” also offered by the Department of International Business. The final mark will be based on the thesis and its presentation.
Objectives

The goal of this course is to gain an understanding of the critical issues that arise when firms undertake business activities across national borders. Specific attention will be dedicated to ethic principles in the globalized business world and the challenges of communicating across cultures. We will examine how the institutions of international trade, economic policies and regional economic integration affect a firm's operations and what the firm might be able to do to influence the evolution of these institutions. We will investigate issues specific to structuring multinational organizations, exporting and importing, international production, supply chain management, marketing and human resources management. By examining how an internationally oriented firm might adjust its operations to accommodate and even gain from the differences in social and economic institutions across countries, you will develop an understanding of the important issues related to doing business across national borders.

Literature

Depending on the topic of the Bachelor thesis.
**B394 Introduction into Research Methodology for B.Sc.**

**ECTS-Credits** 3

**Workload Hours** Contact Hours: 15  Independent Study: 75

**Duration** 1 Semester

**Cycle** generally: WS, SS

**recommended for this semester or higher** 5

**Language** English

**blocked** yes

**Course Type** Seminar (1 SWS)

**Method of Assessment** Written Exam (60 minutes)

**Prerequisite for** Attending this course and passing its exam constitute prerequisites for writing a Bachelor thesis at the Department of International Business.

**Registration** Please apply for this course between October 3rd and 16th, 2016 by sending the required signup form to ib(at)wiwi.uni-tuebingen.de. Applications sent before these dates will not be taken into consideration.

**Prerequisites** ---

**Limited Attendance** This course is limited to students writing their B.Sc. thesis at the Department of International Business. Students assigned to the Department for the current semester will be given preference over students planning to write their thesis in future semesters

**Person Responsible** Prof. Dr. Markus Pudelko

**Lecturer** Dr. Helene Tenzer

This course can be taken as part of the following programs/modules:

- *International Economics* Focus Module Elective Studies
- *International Business Administration* Focus Module International Business, Focus Module Elective Studies
- *Economics and Business Administration, Type Economics* Focus Module Elective Studies
- *Economics and Business Administration, Type Business Administration* Focus Module International Business, Focus Module Elective Studies
- *Minor in Economics* ---
- *Minor in Business Administration* ---
- *B.Ed. Wirtschaftswissenschaft* ---

**Content**

Students writing their B.Sc. thesis at the department of International Business learn how to find relevant literature, how to review it concisely, how to structure their scientific papers and how to present their findings in a convincing way. To provide students with a sound understanding of the literature they have to review, the seminar will also cover different research designs, methods of data collection, analysis and display.
Objectives

This seminar is designed to equip students with: a basic understanding of doing research in the area of international business; a plan how to develop a new research project; advice on how to review literature efficiently; a plan how to structure a scientific thesis; an overview of common methodological tools; advice for good practice in research; the prerequisites for writing a Bachelor thesis at the Department of International Business.

Literature

### B414 CFA® Level I: Security Valuation - Chartered Financial Analysts® Preparation

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
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<td>Workload Hours</td>
<td>Contact Hours: 60  Independent Study: 120</td>
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<td>Duration</td>
<td>1 Semester</td>
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<tr>
<td>Cycle</td>
<td>generally: SS, triennially, next: SS 2019</td>
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<td>Language</td>
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<tr>
<td>blocked</td>
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<tr>
<td>Course Type</td>
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<td>Method of Assessment</td>
<td>Written Exam (90 minutes)</td>
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<td>Prerequisite for</td>
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<td>Registration</td>
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<td>Prerequisites</td>
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<tr>
<td>Person Responsible</td>
<td>Prof. Ted Azarmi, PhD</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Prof. Ted Azarmi, PhD</td>
</tr>
</tbody>
</table>

*This course can be taken as part of the following programs/modules:*

- **International Economics**: Focus Module Elective Studies
- **International Business Administration**: Focus Module Banking & Finance, Focus Module Elective Studies
- **Economics and Business Administration, Type Economics**: Focus Module Elective Studies
- **Economics and Business Administration, Type Business Administration**: Focus Module Banking & Finance, Focus Module Elective Studies
- **Minor in Economics**: ---
- **Minor in Business Administration**: ---
- **B.Ed. Wirtschaftswissenschaft**: ---
- **M.Sc.**: yes (further information can be found in the Master Module Handbook)

**Content**

The course covers the material for the CFA® Level I. Standards of practice, detailed finance, accounting, and security valuation tools are included. The curriculum, in class mock exams and the final exam resemble a portion of a CFA® level I exam.
Objectives

US-oriented business coverage complements students’ German business education and provides a truly international perspective. CFA’s code of ethics and rigorous problem-solving oriented approach provides an edge in the finance industry. The main goal is to provide a solid foundation that helps students to succeed in CFA® exams and to eventually achieve the CFA® designation which is a highly regarded professional distinction in business.

Literature

Lecture notes, Mock CFA exams and course announcements at www.azarmi.org. The site may be used for studying CFA, forming a study group, and networking. It has over 20,000 users.
Principles of Corporate Finance, Brealey, Myers, and Allen, current edition
Fundamentals of Financial Management, Brigham and Houston, current edition
Prof. Harvey’s finance dictionary http://people.duke.edu/~charvey/Classes/wpg/glossary.htm
CFA program curriculum, level I, Volumes I-VI, current edition
<table>
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<td><strong>ECTS-Credits</strong></td>
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<td><strong>Workload Hours</strong></td>
<td>Contact Hours: 60  Independent Study: 120</td>
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<td><strong>Duration</strong></td>
<td>1 Semester</td>
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<td><strong>Cycle</strong></td>
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<td><strong>Language</strong></td>
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<td><strong>Course Type</strong></td>
<td>Lecture (2 SWS), Practice Course (2 SWS)</td>
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<tr>
<td><strong>Method of Assessment</strong></td>
<td>Written Exam (90 minutes)</td>
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<tr>
<td><strong>Prerequisite for</strong></td>
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</tr>
<tr>
<td><strong>Registration</strong></td>
<td>no registration required</td>
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<td><strong>Prerequisites</strong></td>
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<td><strong>Limited Attendance</strong></td>
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<tr>
<td><strong>Person Responsible</strong></td>
<td>Prof. Ted Azarmi, PhD</td>
</tr>
<tr>
<td><strong>Lecturer</strong></td>
<td>Prof. Ted Azarmi, PhD</td>
</tr>
</tbody>
</table>

This course can be taken as part of the following programs/modules:

- **International Economics**
  - Focus Module Elective Studies
- **International Business Administration**
  - Focus Module Banking & Finance, Focus Module Elective Studies
- **Economics and Business Administration, Type Economics**
  - Focus Module Elective Studies
- **Economics and Business Administration, Type Business Administration**
  - Focus Module Banking & Finance, Focus Module Elective Studies
- **Minor in Economics**
  - ---
- **Minor in Business Administration**
  - ---
- **B.Ed. Wirtschaftswissenschaft**
  - ---
- **M.Sc.**
  - yes (further information can be found in the Master Module Handbook)

**Content**

The course covers the material for the CFA® Level II. Standards of practice, detailed finance, accounting, and security valuation tools are included. The curriculum, in class mock exams and the final exam resemble a portion of a CFA® level II exam.
Objectives
US-oriented business coverage complements students’ German business education and provides a truly international perspective. CFA’s code of ethics and rigorous problem-solving oriented approach provides an edge in the finance industry. The main goal is to provide a solid foundation that helps students to succeed in CFA® exams and to eventually achieve the CFA® designation which is a highly regarded professional distinction in business.

Literature
Lecture notes, Mock CFA exams and course announcements at www.azarmi.org. The site may be used for studying CFA, forming a study group, and networking. It has over 20,000 users.
Principles of Corporate Finance, Brealey, Myers, and Allen, current edition
Fundamentals of Financial Management, Brigham and Houston, current edition
Prof. Harvey’s finance dictionary http://people.duke.edu/~charvey/Classes/wpg/glossary.htm
CFA program curriculum, level II, Volumes I-VI, current edition
B417 CFA® Level III: Security Valuation - Chartered Financial Analysts® Preparation

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<td>Workload Hours</td>
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<tr>
<td>Duration</td>
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<tr>
<td>Cycle</td>
<td>generally: SS, triennially, next: SS 2018</td>
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<td>recommended for this semester or higher</td>
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<td>Language</td>
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<td>Course Type</td>
<td>Lecture (2 SWS), Practice Course (2 SWS)</td>
</tr>
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<td>Method of Assessment</td>
<td>Written Exam (90 minutes)</td>
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<td>Prerequisite for</td>
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</tr>
<tr>
<td>Registration</td>
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<tr>
<td>Prerequisites</td>
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<tr>
<td>Limited Attendance</td>
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<tr>
<td>Person Responsible</td>
<td>Prof. Ted Azarmi, PhD</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Prof. Ted Azarmi, PhD</td>
</tr>
</tbody>
</table>

This course can be taken as part of the following programs/modules:

- **International Economics**
  - Focus Module Elective Studies

- **International Business Administration**
  - Focus Module Banking & Finance, Focus Module Elective Studies

- **Economics and Business Administration, Type Economics**
  - Focus Module Elective Studies

- **Economics and Business Administration, Type Business Administration**
  - Focus Module Banking & Finance, Focus Module Elective Studies

- **Minor in Economics**
  - ---

- **Minor in Business Administration**
  - ---

- **B.Ed. Wirtschaftswissenschaft**
  - ---

- **M.Sc.**
  - yes (further information can be found in the Master Module Handbook)

**Content**

The course covers the material for the CFA Level III. Standards of practice, detailed finance, accounting, and security valuation tools are included. The curriculum, in class mock exams and the final exam resemble a portion of a CFA level III exam.
Objectives

US-oriented business coverage complements students’ German business education and provides a truly international perspective. CFA’s code of ethics and rigorous problem-solving oriented approach provides an edge in the finance industry. The main goal is to provide a solid foundation that helps students to succeed in CFA® exams and to eventually achieve the CFA® designation which is a highly regarded professional distinction in business.

Literature

Lecture notes, Mock CFA exams and course announcements at www.azarmi.org. The site may be used for studying CFA, forming a study group, and networking. It has over 20,000 users.
Principles of Corporate Finance, Brealey, Myers, and Allen, current edition
Fundamentals of Financial Management, Brigham and Houston, current edition
Prof. Harvey’s finance dictionary http://people.duke.edu/~charvey/Classes/wpg/glossary.htm
CFA program curriculum, level III, Volumes I-VI, current edition
E312 Bachelor Thesis Seminar on Empirical Public Economics

ECTS-Credits: 12 (7.5)

Workload Hours:
- Contact Hours: 30
- Independent Study: 330 (195)

Duration: 1 Semester

Cycle: generally: WS, SS

recommended for this semester or higher: 5

Language: English

blocked: no

Course Type: Seminar (2 SWS)

Method of Assessment: Term Paper, Presentation

Prerequisite for: ---

Registration:
- Registration by sending an e-mail to georg.wamser@uni-tuebingen.de (subject: E312 registration); more information available on chair homepage

Prerequisites: ---

Limited Attendance: 12

Person Responsible: Prof. Dr. Georg Wamser

Lecturer: Prof. Dr. Georg Wamser

This course can be taken as part of the following programs/modules:

- International Economics Bachelor Thesis
- International Business Administration Bachelor Thesis
- Economics and Business Administration, Type Economics Bachelor Thesis
- Economics and Business Administration, Type Business Administration Bachelor Thesis
- Minor in Economics ---
- Minor in Business Administration ---
- B.Ed. Wirtschaftswissenschaft ---

Content

The seminar will deal with selected topics in public economics. Students are expected to write an essay (bachelor thesis) and to present their results in class (both in English). Essays and presentations are based on journal articles at the frontier of modern economic research. The articles typically evaluate public policies using modern empirical techniques. Having some basic knowledge in empirical economics is therefore very helpful.

Objectives

The seminar will prepare students to write their Bachelor thesis. Students will also learn to present their own research.

Literature

Depends on the topic of the Bachelor Thesis.
E320 Economics in Action - The Euro Area and the Crisis

ECTS-Credits 6
Workload Hours Contact Hours: 60  Independent Study: 120
Duration 1 Semester
Cycle generally: i.d.R.: SS, nicht SS 17
recommended for this semester or higher 5
Language English
blocked yes
Course Type Practice Course (2 SWS)
Method of Assessment Written Exam (90 minutes)
Prerequisite for ---
Registration Details on the registration procedure will be provided on the chair website
Prerequisites E130 Macroeconomics
Limited Attendance ---
Person Responsible Prof. Dr. Wilhelm Kohler
Lecturer Dr. Nico Zorell

This course can be taken as part of the following programs/modules:

International Economics Focus Module Applied Economics, Focus Module International Economics, Focus Module Elective Studies
International Business Administration Focus Module Elective Studies
Economics and Business Administration, Type Economics Focus Module Applied Economics, Focus Module International Economics, Focus Module Elective Studies
Economics and Business Administration, Type Business Administration Focus Module Elective Studies
Minor in Economics Elective Module
Minor in Business Administration ---
B.Ed. Wirtschaftswissenschaft ---

Content

This course studies the developments in the euro area since the onset of the global financial crisis. The course makes use of macroeconomic theory and empirical methods to improve our understanding of the crisis. In particular, we will look at the build-up of imbalances in the euro area in the pre-crisis years, the impacts of the global financial crisis and the response of fiscal and monetary policy. We will also study the post-crisis adjustment, particularly in fiscal and external positions, as well as the steps taken to enhance the governance framework in the euro area (“EMU 2.0”).

Objectives

Having been exposed to teaching in economics for two years, participants in this course will finally see various economic concepts and principles applied to one of the most important topics of the time. Students completing this course will have a solid understanding of the developments in the euro area during the crisis.

Literature

Lecture notes to be made available in the course.
E321 European Economic Integration

ECTS-Credits

6

Workload Hours

Contact Hours: 60  Independent Study: 120

Duration

1 Semester

Cycle

generally: SS

recommended for this semester or higher

4

Language

English

blocked

no

Course Type

Lecture (3 SWS), Practice Course (1 SWS)

Method of Assessment

Written Exam (90 minutes), Assignments (Problem Sets) during term

Prerequisite for

---

Registration

Registration via ILIAS in the first week of term. The ILIAS password will be communicated in the first lecture.

Prerequisites

Completion of all obligatory modules of years 1 and 2

Limited Attendance

---

Person Responsible

Prof. Dr. Wilhelm Kohler

Lecturer

Prof. Dr. Wilhelm Kohler, Peter Eppinger, M.Sc.

This course can be taken as part of the following programs/modules:

<table>
<thead>
<tr>
<th>Program/Module</th>
<th>Focus Module</th>
<th>Elective Studies</th>
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</thead>
<tbody>
<tr>
<td>International Economics</td>
<td>International Economics</td>
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<tr>
<td>International Business Administration</td>
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<td>Economics and Business Administration, Type Economics</td>
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<td>Elective Studies</td>
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<tr>
<td>Minor in Business Administration</td>
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<td></td>
</tr>
<tr>
<td>B.Ed. Wirtschaftswissenschaft</td>
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<td></td>
</tr>
</tbody>
</table>

Content

This course applies modern theory of international economics, both monetary and real theory, to key issues of European integration:

1. History of European integration
2. Choice of exchange rate regime
3. The European Monetary Union
4. Integrating European goods markets - The traditional view
5. Integrating European goods markets - The modern view
6. EU Common agricultural policy (CAP)
7. Labor market integration
Objectives

Students completing this course will have a solid understanding of the history and the topical issues of European economic integration. They will recognize the relevance of modern international economics for these issues and be able to apply simple models of international economics to derive policy conclusions.

Literature

The course is based on the following textbook:
Supplementary Reading to be given in the course.
E322 Bachelor Thesis Seminar on International Trade and Economic Integration

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<th>ECTS-Credits</th>
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<tbody>
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<td>Workload Hours</td>
<td>Contact Hours: 30 Independent Study: 330</td>
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<tr>
<td>Duration</td>
<td>1 Semester</td>
</tr>
<tr>
<td>Cycle</td>
<td>generally: SS</td>
</tr>
<tr>
<td>recommended for this semester or higher</td>
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<td>Language</td>
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<td>blocked</td>
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<tr>
<td>Course Type</td>
<td>Seminar (2 SWS)</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Term Paper, Presentation, Discussion</td>
</tr>
<tr>
<td>Prerequisite for</td>
<td>---</td>
</tr>
</tbody>
</table>

**Registration**
The seminar is open only to students who have been formally assigned to the seminar by the examinations office. Those students will receive an email-invitation to an ILIAS course in March.

**Prerequisites**
Completion of all obligatory modules of years 1 and 2, as well as completion of at least one (preferably) two courses in the International Economics

**Limited Attendance**
24

**Person Responsible**
Prof. Dr. Wilhelm Kohler

**Lecturer**
Prof. Dr. Wilhelm Kohler, Peter Eppinger, M.Sc.

**This course can be taken as part of the following programs/modules:**

- International Economics Bachelor Thesis
- International Business Administration Bachelor Thesis
- Economics and Business Administration, Type Economics Bachelor Thesis
- Economics and Business Administration, Type Business Administration Bachelor Thesis
- Minor in Economics ---
- Minor in Business Administration ---
- B.Ed. Wirtschaftswissenschaft ---

**Content**
The seminar has a varying focus, but will always deal with issues of international trade, migration or economic integration. The courses taught in Trade Theory as well as European Economic Integration as part of the module International Economics will form the point of departure, from which we move up to the frontier of academic research on special topics that play an important role in the present literature and the present policy debate.

**Objectives**
Students will learn how to solidify their own understanding of advanced economic theory and economic policy issues by writing an extended essay (Bachelor Thesis). They will develop a critical attitude with respect to existing academic literature, trying to extend existing models or empirical approaches to gain new insights. In addition, students will learn how to communicate their own research, not just in writing, but also through a presentation in the seminar.

**Literature**
To be announced individually for each Bachelor thesis topic.
E330 International Money and Finance

ECTS-Credits 6
Workload Hours Contact Hours: 45  Independent Study: 135
Duration 1 Semester
Cycle generally: WS
recommended for this semester or higher 3
Language English
blocked no
Course Type Lecture (2 SWS), Practice Course (1 SWS)
Method of Assessment Written Exam (60 minutes)
Prerequisite for ---
Registration no registration required
Prerequisites Das Bestehen von Makroökonomik/Intermediate Macroeconomics ist Voraussetzung für die Belegung dieser Veranstaltung.
Limited Attendance ---
Person Responsible Prof. Dr. Gernot Müller
Lecturer Prof. Dr. Gernot Müller

This course can be taken as part of the following programs/modules:

- International Economics
  Focus Module International Economics, Focus Module Elective Studies
- International Business Administration
  Focus Module International Business, Focus Module Elective Studies
- Economics and Business Administration, Type Economics
  Focus Module International Economics, Focus Module Elective Studies
- Economics and Business Administration, Type Business Administration
  Focus Module International Business, Focus Module Elective Studies
- Minor in Economics ---
- Minor in Business Administration ---
- B.Ed. Wirtschaftswissenschaft ---

Content

This course is concerned with the allocative role of international financial markets. The determinants of the current account and exchange rates are discussed in some detail as are debt crises. The role of monetary and exchange rate policies also come into focus, not least to shed some light on recent developments in the euro area.

Objectives

Students become familiar with key concepts of international finance and basic tools of dynamic macroeconomic analysis.

Literature

Specific references will be provided during the lectures.
E332 Bachelor Thesis Seminar on Monetary and Fiscal Policy

ECTS-Credits: 12 (7,5)
Workload Hours: Contact Hours: 30  Independent Study: 330 (195)
Duration: 1 Semester
Cycle: generally: WS
recommended for this semester or higher: 6
Language: English
blocked: yes
Course Type: Seminar (2 SWS), Blockveranstaltung
Method of Assessment: Term Paper, Presentation
Prerequisite for: ---
Registration: Please register for this course on ILIAS before October 14, 2016
Prerequisites: E330 or equivalent
Limited Attendance: 24
Person Responsible: Prof. Dr. Gernot Müller
Lecturer: Prof. Dr. Gernot Müller

This course can be taken as part of the following programs/modules:

- International Economics
- Bachelor Thesis
- International Business Administration
- Bachelor Thesis
- Economics and Business Administration, Type Economics
- Bachelor Thesis
- Economics and Business Administration, Type Business Administration
- Bachelor Thesis
- Minor in Economics
- ---
- Minor in Business Administration
- ---
- B.Ed. Wirtschaftswissenschaft
- ---

Content

The seminar is on monetary and fiscal policy. Students work on one of the papers/themes announced. These papers will be assigned during the introductory session.

Your thesis should demonstrate that you have full understanding of what is going on in the paper and that you are able to place the issue in a broader context. A good thesis may also present some small modification to the treatment that you find in the original articles.

Objectives

Students become familiar with the state of the art in macroeconomic research. Against this background they perform an assessment of current policy issues. This includes an extended essay (Bachelor Thesis) and a presentation within the seminar.

Literature

A syllabus will be provided on the Ilias homepage of the seminar well before the semester starts.
### E342 Bachelor Thesis Seminar on Selected Topics in Economics

**ECTS-Credits** 12 (7,5)  
**Workload Hours** Contact Hours: 30  Independent Study: 330 (195)  
**Duration** 1 Semester  
**Cycle** generally: WS 16/17 and SS 17  
**Language** English  
**blocked** yes  
**Course Type** Seminar (2 SWS)  
**Method of Assessment** Term Paper, Presentation  
**Prerequisite for** ---  
**Registration** Registration via the examinations office  
**Prerequisites** ---  
**Limited Attendance** 12  
**Person Responsible** Prof. Dr. Frank Stähler  
**Lecturer** Prof. Dr. Frank Stähler

### This course can be taken as part of the following programs/modules:

<table>
<thead>
<tr>
<th>Program/MODULE</th>
<th>Bachelor Thesis</th>
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<tbody>
<tr>
<td>International Economics</td>
<td>Bachelor Thesis</td>
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<td>International Business Administration</td>
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</tr>
<tr>
<td>Economics and Business Administration, Type Economics</td>
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<td>Economics and Business Administration, Type Business Administration</td>
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</table>

### Content

This seminar will deal with different selected topics in economics, mostly, but not exclusively, from the field of international economics. Having attended an international economics class is therefore helpful, but not mandatory. There is a two-stage process to attend this seminar: first you have to sign up with the Examination Office, and second, you will get an email from us with the details of the seminar. You are expected to write a 25 page essay (20 page essay in case of 7.5 ECTS) and present it in class.

### Objectives

This seminar will prepare students to write their Bachelor thesis successfully. Note that this seminar is held in English, and students are also expected to write their essay and do their presentation in English.

### Literature

This will change from semester to semester and will be communicated to students by email.
### E350 Innovation and Technological Change

<table>
<thead>
<tr>
<th><strong>ECTS-Credits</strong></th>
<th>6</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Workload Hours</strong></td>
<td>Contact Hours: 60  Independent Study: 120</td>
</tr>
<tr>
<td><strong>Duration</strong></td>
<td>1 Semester</td>
</tr>
<tr>
<td><strong>Cycle</strong></td>
<td>generally: SS</td>
</tr>
<tr>
<td><strong>recommended for this semester or higher</strong></td>
<td>6</td>
</tr>
<tr>
<td><strong>Language</strong></td>
<td>English</td>
</tr>
<tr>
<td><strong>blocked</strong></td>
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</tr>
<tr>
<td><strong>Course Type</strong></td>
<td>Lecture (2 SWS), Practice Course (2 SWS)</td>
</tr>
<tr>
<td><strong>Method of Assessment</strong></td>
<td>Written Exam (90 minutes), Assignments</td>
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<tr>
<td><strong>Prerequisite for</strong></td>
<td>---</td>
</tr>
<tr>
<td><strong>Registration</strong></td>
<td>no registration required</td>
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<td><strong>Prerequisites</strong></td>
<td>---</td>
</tr>
<tr>
<td><strong>Limited Attendance</strong></td>
<td>---</td>
</tr>
<tr>
<td><strong>Person Responsible</strong></td>
<td>Prof. Dr. Manfred Stadler</td>
</tr>
<tr>
<td><strong>Lecturer</strong></td>
<td>Prof. Dr. Manfred Stadler</td>
</tr>
</tbody>
</table>

**This course can be taken as part of the following programs/modules:**

- **International Economics**
  - Focus Module Applied Economics, Focus Module Elective Studies

- **International Business Administration**
  - Focus Module Managerial Accounting & Organisation, Focus Module Marketing, Focus Module Elective Studies

- **Economics and Business Administration, Type Economics**
  - Focus Module Applied Economics, Focus Module Elective Studies

- **Economics and Business Administration, Type Business Administration**
  - Focus Module Managerial Accounting & Organisation, Focus Module Marketing, Focus Module Elective Studies

- **Minor in Economics**
  - ---

- **Minor in Business Administration**
  - ---

- **B.Ed. Wirtschaftswissenschaft**
  - Managerial Economics: Specialization Studies
  - Management & Economics: Specialization Studies

- **M.Sc.**
  - International Economics: Elective Module Economics
  - Quantitative Economics: Elective Module Economics
  - Economics and Finance: Elective Module Economics

### Content

Innovation is the main driving force of the development of firms, industries and economies. The causes and effects of innovation cannot be explained in a satisfying way by focusing on only one of these levels. The lecture therefore provides an integrated bottom-up analysis of the innovation process, starting at the microeconomic firm level (innovation management), moving on to the industry level (dynamic competition), the aggregate macroeconomic level (innovation and growth dynamics), and finally the global level (innovation and international trade).
Objectives
This lecture aims to familiarize students with issues of innovation and technological change. To achieve this, students will learn some basic tools of modern economic theory (dynamic optimization, game theory, general-equilibrium theory). They should gain insight that business economics as well as micro- and macroeconomic theory simply take different perspectives of a unified scientific discipline.

Literature
The script for this lecture will be made available via Ilias.
**E352 Bachelorseminar in Industrie- und Innovationsökonomik**

<table>
<thead>
<tr>
<th>Course details</th>
<th>Details</th>
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<tbody>
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<td>ECTS-Credits</td>
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<td>Workload Hours</td>
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<tr>
<td></td>
<td>Independent Study: 330</td>
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<td>Duration</td>
<td>1 Semester</td>
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<tr>
<td>Cycle</td>
<td>generally: WS, SS</td>
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<tr>
<td>recommended for this semester or higher</td>
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<td>Language</td>
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<tr>
<td>blocked</td>
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<tr>
<td>Course Type</td>
<td>Seminar (2 SWS)</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Term Paper, Presentation</td>
</tr>
<tr>
<td>Prerequisite for</td>
<td>---</td>
</tr>
<tr>
<td>Registration</td>
<td>no registration required</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>Industrie- und/oder Innovationsökonomik</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>12</td>
</tr>
<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Manfred Stadler</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Prof. Dr. Manfred Stadler und Dr. Alexandra Zaby</td>
</tr>
</tbody>
</table>

**This course can be taken as part of the following programs/modules:**

- **International Economics** Bachelor Thesis
- **International Business Administration** Bachelor Thesis
- **Economics and Business Administration, Type Economics** Bachelor Thesis
- **Economics and Business Administration, Type Business Administration** Bachelor Thesis
- **Minor in Economics** ---
- **Minor in Business Administration** ---
- **B.Ed. Wirtschaftswissenschaft** ---

**Content**

Im Bachelorseminar wird der Stoff aus der Industrie- und/oder Innovationsökonomik modelltheoretisch vertieft und auf passende Fallstudien angewendet.

**Objectives**

Das Seminar dient der Vorbereitung, Erstellung und Präsentation einer Bachelorarbeit.

**Literature**

Informationen dazu werden auf ILIAS bereitgestellt.
E363 International Development Economics and Economic History  

ECTS-Credits 3 (6)

Workload Hours  
- Contact Hours: 30
- Independent Study: 60 (150)

Duration 1 Semester

Cycle generally: SS recommended for this semester or higher

Language English

blocked no

Course Type Lecture (2 SWS)

Method of Assessment  
- Written Exam (60 minutes), Assignment (optional for students who want to absolve this course with 6 instead of 3 ECTS-Credits)

Prerequisite for ---

Registration  
- Registration required on the first course date

Prerequisites ---

Limited Attendance 100

Person Responsible Prof. Dr. Jörg Baten

Lecturer Prof. Dr. Jörg Baten

This course can be taken as part of the following programs/modules:

- International Economics Focus Module International Economics, Focus Module Elective Studies
- International Business Administration Focus Module Elective Studies
- Economics and Business Administration, Type Economics Focus Module International Economics, Focus Module Elective Studies
- Economics and Business Administration, Type Business Administration Focus Module Elective Studies
- Minor in Economics Elective Module
- Minor in Business Administration ---
- B.Ed. Wirtschaftswissenschaft ---

Content

Questions that will be discussed are, for example: Which influence does development aid have on successful growth of Less Developed Countries (LDCs)? Can we estimate the level of ‘colonial legacies’ (the influence of colonialism on development hurdles in LDCs)? To which extent can expansion of educational programs reduce poverty and stimulate growth? Can micro credit systems help on a broader scale? Clearly, economic development is also interrelated with political factors. Hence, this lecture series will also address the effects and causes of civil wars and the degree of political participation on development, inequality, and poverty. In contrast to most development economics courses, this lecture series will take a long-term perspective. We trace the development of welfare, education and inequality in the long run, discussing recent research and measurement approaches of economic historians.

Objectives

The students learn about the relationship between development and long run growth. Additionally, they get to know the current research in this field and its most important methods.

Literature

Articles and working papers on the chair’s homepage
### E364 Bachelorseminar „Forschungspraktikum“

<table>
<thead>
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<th>ECTS-Credits</th>
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</thead>
<tbody>
<tr>
<td>Workload Hours</td>
<td>Contact Hours: 45 Independent Study: 225</td>
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<tr>
<td>Duration</td>
<td>1 Semester</td>
</tr>
<tr>
<td>Cycle</td>
<td>generally: WS, SS</td>
</tr>
<tr>
<td>recommended for this semester or higher</td>
<td>3</td>
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<tr>
<td>Language</td>
<td>English</td>
</tr>
<tr>
<td>blocked</td>
<td>yes</td>
</tr>
<tr>
<td>Course Type</td>
<td>Seminar (3 SWS)</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Assignment, Term Paper, Presentation, Discussion</td>
</tr>
<tr>
<td>Prerequisite for</td>
<td>---</td>
</tr>
<tr>
<td>Registration</td>
<td>Application and approval of Prof. Baten required (<a href="mailto:wisoge@unittuebingen.de">wisoge@unittuebingen.de</a>).</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>Interesse an wirtschaftshistorischer Forschung</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>---</td>
</tr>
<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Jörg Baten</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Prof. Dr. Jörg Baten</td>
</tr>
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</table>

This course can be taken as part of the following programs/modules:

<table>
<thead>
<tr>
<th>Program/Module</th>
<th>Focus Module Applied Economics, Focus Module International Economics, Focus Module Elective Studies</th>
</tr>
</thead>
<tbody>
<tr>
<td>International Economics</td>
<td>Focus Module Elective Studies</td>
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<tr>
<td>International Business Administration</td>
<td>Focus Module Applied Economics, Focus Module International Economics, Focus Module Elective Studies</td>
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<tr>
<td>Economics and Business Administration, Type Economics</td>
<td>Focus Module Elective Studies</td>
</tr>
<tr>
<td>Economics and Business Administration, Type Business Administration</td>
<td>Focus Module Elective Studies</td>
</tr>
<tr>
<td>Minor in Economics</td>
<td>---</td>
</tr>
<tr>
<td>Minor in Business Administration</td>
<td>---</td>
</tr>
<tr>
<td>B.Ed. Wirtschaftswissenschaft</td>
<td>---</td>
</tr>
</tbody>
</table>

#### Content

In this internship, students can obtain deep insights into the process of scholarly research in economic history. They not only look over the shoulders of researchers who are currently working on studies, but they will also participate actively in small work units of information retrieval, econometric analysis and the design of texts. The topics of this research internship will cover long-run human capital development, the development of welfare in many different world regions and international economic history. The internship students will present their results in smaller in-group presentations and will write a final report about the research that has been done. They work at our institute for six afternoons (on appointment. Spring or Summer break also possible), plus some work in between and thereafter.

#### Objectives

Practical application of current research methods in economic history. Participation in scientific projects.

#### Literature

E371 Theory and Policy of International Trade

ECTS-Credits
6

Workload Hours
Contact Hours: 45  Independent Study: 135

Duration
1 Semester

Cycle
generally: WS, ab WS 2016/17

recommended for this semester or higher
4

Language
English

blocked
no

Course Type
Lecture (2 SWS), Practice Course (1 SWS)

Method of Assessment
Written Exam (90 minutes)

Prerequisite for
Voraussetzung für: E372

Registration
no registration required

Prerequisites
E140 Makroökonomik, E150 Mikroökonomik

Limited Attendance
---

Person Responsible
Prof. Dr. Valeria Merlo

Lecturer
Valeria Merlo, PhD

This course can be taken as part of the following programs/modules:

<table>
<thead>
<tr>
<th>Program/Major</th>
<th>Modules/Modules</th>
</tr>
</thead>
<tbody>
<tr>
<td>International Economics</td>
<td>Focus Module International Economics, Focus Module Elective Studies</td>
</tr>
<tr>
<td>International Business Administration</td>
<td>Focus Module International Business, Focus Module Elective Studies</td>
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<tr>
<td>Economics and Business Administration, Type Economics</td>
<td>Focus Module International Economics, Focus Module Elective Studies</td>
</tr>
<tr>
<td>Economics and Business Administration, Type Business Administration</td>
<td>Focus Module International Business, Focus Module Elective Studies</td>
</tr>
<tr>
<td>Minor in Economics</td>
<td>Elective Module</td>
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<td>Minor in Business Administration</td>
<td>---</td>
</tr>
<tr>
<td>B.Ed. Wirtschaftswissenschaft</td>
<td>---</td>
</tr>
</tbody>
</table>

Content

1. Trade and technology: The Ricardian model
2. Factor endowments and trade I: The Specific-factors model
3. Factor endowments and trade II: The Heckscher-Ohlin model
4. International Movements of Capital and Labour
5. New trade theory: Increasing returns to scale and imperfect competition
6. Trade policy under perfect competition
7. Trade policy under imperfect competition
8. International trade agreements

Objectives

The key aim of the course is to serve as an introduction to economic models that are relevant to the understanding of the causes and consequences of international trade.

Literature

**E372 Bachelor Thesis Seminar on International Economics**

**ECTS-Credits** 12 (7,5)

**Workload Hours** Contact Hours: 30  Independent Study: 330 (195)

**Duration** 1 Semester

**Cycle** generally: WS, SS recommended for this semester or higher

**Language** English

**blocked** yes

**Course Type** Seminar (2 SWS)

**Method of Assessment** Term Paper, Presentation

**Prerequisite for** ---

**Registration** no registration required

**Prerequisites** E371 Theory and Policy of International Trade, E376 Empirical Research with Firm-level Data

**Limited Attendance** 12

**Person Responsible** Prof. Dr. Valeria Merlo

**Lecturer** Prof. Dr. Valeria Merlo

This course can be taken as part of the following programs/modules:

<table>
<thead>
<tr>
<th>International Economics</th>
<th>Bachelor Thesis</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>International Business Administration</strong></td>
<td>Bachelor Thesis</td>
</tr>
<tr>
<td><strong>Economics and Business Administration, Type Economics</strong></td>
<td>Bachelor Thesis</td>
</tr>
<tr>
<td><strong>Economics and Business Administration, Type Business Administration</strong></td>
<td>Bachelor Thesis</td>
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<tr>
<td><strong>Minor in Economics</strong></td>
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</tr>
<tr>
<td><strong>Minor in Business Administration</strong></td>
<td>---</td>
</tr>
<tr>
<td><strong>B.Ed. Wirtschaftswissenschaft</strong></td>
<td>---</td>
</tr>
</tbody>
</table>

**Content**

The topics assigned will cover various aspects of international economics, as well as issues of regional economics, as taught in the corresponding courses.

**Objectives**

The purpose of this course is to enhance students’ understanding of certain topics in international and regional economics. Students are expected to write an essay (bachelor thesis) and to present their results in class (both in English). Essays and presentations are based on journal articles at the frontier of modern economic research. The focus of the seminar will be on empirical contributions. Having some basic knowledge in empirical economics is therefore necessary.

**Literature**

A list of topics and readings will be announced together in the first meeting of the seminar.
E376 Empirical Research with Firm-level Data

ECTS-Credits 3
Workload Hours Contact Hours: 30  Independent Study: 60
Duration 1 Semester
Cycle generally: WS, SS
recommended for this semester or higher 5
Language English
blocked yes
Course Type Lecture (1 SWS), Practice Course (1 SWS)
Method of Assessment Assignment
Prerequisite for E372 Bachelor Thesis Seminar in International Economics, E312 Bachelor Thesis Seminar in Public Economics
Registration
Prerequisites Applied Econometrics
Limited Attendance 24
Person Responsible Prof. Dr. Valeria Merlo
Lecturer Prof. Dr. Valeria Merlo

This course can be taken as part of the following programs/modules:

* International Economics  Focus Module Applied Economics, Focus Module Elective Studies
* International Business Administration  Focus Module Financial Accounting & Business Taxation, Focus Module Elective Studies
* Economics and Business Administration, Type Economics  Focus Module Applied Economics, Focus Module Elective Studies
* Economics and Business Administration, Type Business Administration  Focus Module Financial Accounting & Business Taxation, Focus Module Elective Studies
* Minor in Economics  ---
* Minor in Business Administration  ---
* B.Ed. Wirtschaftswissenschaft  ---

Content
The course will discuss how to manage large and complex data sets and prepare them to conduct empirical research. We will discuss data management, description and graphical illustration using STATA. Furthermore, we will review several identification strategies and econometric techniques, and learn how to apply the methods using STATA.

Objectives
Students will be familiarized with applied empirical research and acquire the tools needed to write an empirical bachelor thesis.

Literature
S310 Financial Market Microstructure  

ECTS-Credits: 6  
Workload Hours: Contact Hours: 60, Independent Study: 120  
Duration: 1 Semester  
Cycle: generally: SS  
recommended for this semester or higher: 4  
Language: English  
blocked: no  
Course Type: Lecture (2 SWS), Practice Course (2 SWS)  
Method of Assessment: Written Exam (60 minutes), Term Paper  
Prerequisite for: ---  
Registration: keine Anmeldung erforderlich  
Prerequisites: S325 Applied Econometrics (kann parallel gehört werden)  
Limited Attendance: 60  
Person Responsible: Dr. Thomas Dimpfl  
Lecturer: Dr. Thomas Dimpfl  

This course can be taken as part of the following programs/modules:  

- **International Economics**  
  Focus Module Applied Economics, Focus Module Elective Studies  
- **International Business Administration**  
  Focus Module Banking & Finance, Focus Module Elective Studies  
- **Economics and Business Administration, Type Economics**  
  Focus Module Applied Economics, Focus Module Elective Studies  
- **Economics and Business Administration, Type Business Administration**  
  Focus Module Banking & Finance, Focus Module Elective Studies  
- **Minor in Economics**  
  Elective Module  
- **Minor in Business Administration**  
  ---  
- **B.Ed. Wirtschaftswissenschaft**  
  ---  

**Content**  
The course starts with institutional background and market microstructure basics, in particular market types (dealer or limit order book markets), order types and market participants. It moves on to the main theoretical models of price formation (Roll model, Kyle model, Glosten model, and others). The course then covers structural models of the trading process (Huang/Stoll, Glosten/Harris, Madhavan/Richardson/Roomans model). Finally, insight is given into recent developments in the analysis of high frequency financial data (such as realized volatility, microstructure noise, algorithmic trading).  
The theoretical aspects are illustrated in empirical applications using SAS. Case studies covering the different topics will be treated in the practical sessions.  

**Objectives**  
The aim of this course is to equip students with a general knowledge about the design of financial markets. They will learn to understand the influence of market characteristics on market efficiency and trading patterns. Besides gaining an insight into theoretical models, students will also learn to apply their knowledge within the framework of empirical case studies using the econometric/statistical software (SAS).  

**Literature**  
tba
### S312 Bachelor Thesis on Empirical Economics

<table>
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<th></th>
<th>B.Sc.</th>
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</thead>
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<td><strong>ECTS-Credits</strong></td>
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<tr>
<td><strong>Workload Hours</strong></td>
<td>Contact Hours: 30 Independent Study: 330 (195)</td>
</tr>
<tr>
<td><strong>Duration</strong></td>
<td>1 Semester</td>
</tr>
<tr>
<td><strong>Cycle</strong></td>
<td>generally: WS, SS</td>
</tr>
<tr>
<td>recommended for this semester or higher</td>
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</tr>
<tr>
<td><strong>Language</strong></td>
<td>English</td>
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<tr>
<td><strong>blocked</strong></td>
<td>yes</td>
</tr>
<tr>
<td><strong>Course Type</strong></td>
<td>Seminar (2 SWS)</td>
</tr>
<tr>
<td><strong>Method of Assessment</strong></td>
<td>Term Paper, Presentation, Discussion</td>
</tr>
<tr>
<td><strong>Prerequisite for</strong></td>
<td>---</td>
</tr>
<tr>
<td><strong>Registration</strong></td>
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<tr>
<td><strong>Prerequisites</strong></td>
<td>Successful completion of at least one 3rd year (or higher) Bachelor Econometrics Course</td>
</tr>
<tr>
<td><strong>Limited Attendance</strong></td>
<td>24</td>
</tr>
<tr>
<td><strong>Person Responsible</strong></td>
<td>Prof. Dr. Martin Biewen, Prof. Dr. Joachim Grammig</td>
</tr>
<tr>
<td><strong>Lecturer</strong></td>
<td>Prof. Dr. Joachim Grammig, Prof. Dr. Martin Biewen and team members of both chairs</td>
</tr>
</tbody>
</table>

**This course can be taken as part of the following programs/modules:**

- **International Economics** Bachelor Thesis
- **International Business Administration** Bachelor Thesis
- **Economics and Business Administration, Type Economics** Bachelor Thesis
- **Economics and Business Administration, Type Business Administration** Bachelor Thesis
- **Minor in Economics** ---
- **Minor in Business Administration** ---
- **B.Ed. Wirtschaftswissenschaft** ---

**Content**

Topics in Empirical Economics, Business and Finance

**Objectives**

Students learn how to write a term paper on a topic related to the research interests of the chairs of Prof. Grammig and Prof. Biewen. They learn how to present their paper in front of a critical audience.

**Literature**

Will be recommended according to the topic
S314 Computational Econometrics Using Stata  

ECTS-Credits 3  
Workload Hours  
Contact Hours: 30  
Independent Study: 60  
Duration 1 Semester  
Cycle generally: SS  
recommended for this semester or higher 4  
Language English  
blocked no  
Course Type PC-Lab (2 SWS)  
Method of Assessment Written Exam (60 minutes)  
Prerequisite for ---  
Registration Anmeldung via Lehrstuhllhomepage  
Prerequisites S220 Quantitative Methoden der Wirtschaftswissenschaft  
Limited Attendance ---  
Person Responsible Prof. Dr. Martin Biewen  
Lecturer Matthias Seckler, M.Sc.  

This course can be taken as part of the following programs/modules:  

International Economics  
Focus Module Applied Economics, Focus Module Elective Studies, Professional Skills (SQ)  
International Business Administration  
Focus Module Elective Studies, Professional Skills (SQ)  
Economics and Business Administration, Type Economics  
Focus Module Applied Economics, Focus Module Elective Studies, Professional Skills (SQ)  
Economics and Business Administration, Type Business Administration  
Focus Module Elective Studies, Professional Skills (SQ)  
Minor in Economics  
---  
Minor in Business Administration  
---  
B.Ed. Wirtschaftswissenschaft  
---  

Content  
- Data management  
- Estimation  
- Introduction to Programming  
- Examples from different fields of Economics  

Objectives  
The goal of this course is to enable students to conduct empirical studies using micro data. Students will learn to use the statistical software package Stata in order to import, manipulate and analyze data. The course focuses on microeconometric methods.  

Literature  
Baum: An Introduction to Modern Econometrics Using Stata  
Wooldridge: Introductory Econometrics
**S316 Policy Analysis and Evaluation**

**ECTS-Credits**
6

**Workload Hours**
Contact Hours: 60  Independent Study: 120

**Duration**
1 Semester

**Cycle**
gerenly: WS

**recommended for this semester or higher**
5

**Language**
English

**blocked**
no

**Course Type**
Lecture (2 SWS), Practice Course (2 SWS)

**Method of Assessment**
Written Exam (60 minutes)

**Prerequisite for**
---

**Registration**
keine Anmeldung erforderlich

**Prerequisites**
S220 Quantitative Methoden der Wirtschaftswissenschaft

**Limited Attendance**
---

**Person Responsible**
Prof. Dr. Bernhard Boockmann

**Lecturer**
Prof. Dr. Bernhard Boockmann

This course can be taken as part of the following programs/modules:

- **International Economics**
  Focus Module Applied Economics, Focus Module Elective Studies

- **International Business Administration**
  Focus Module Elective Studies

- **Economics and Business Administration, Type Economics**
  Focus Module Applied Economics, Focus Module Elective Studies

- **Economics and Business Administration, Type Business Administration**
  Focus Module Elective Studies

- **Minor in Economics**
  ---

- **Minor in Business Administration**
  ---

- **B.Ed. Wirtschaftswissenschaft**
  ---

**Content**

1. Introduction
2. Randomised experiments
3. Regression analysis and statistical matching
4. Instrumental variables
5. Regression discontinuity design
6. Difference-in-differences
7. Cost-benefit analysis
8. An evaluation project

**Objectives**

Participants will learn how to apply statistical evaluation methods to real-world policy questions, such as:
- What is the causal effect of education on future earnings?
- Which labour market programmes help the unemployed to change to employment?
- What are the costs and benefits of government subsidy programmes?

**Literature**
The course will be based on Angrist, J.D., and Pischke, J.-S. (2015): Mastering ‘Metrics, Princeton University Press. A list of further references will be provided.
S321 Applied Econometrics

ECTS-Credits

6

Workload Hours

Contact Hours: 60  Independent Study: 120

Duration

1 Semester

Cycle

generally: SS recommended for this semester or higher

Language

English

blocked

no

Course Type

Lecture (3 SWS), Practice Course (1 SWS)

Method of Assessment

Written Exam (60 minutes)

Prerequisite for

---

Registration

keine Anmeldung erforderlich

Prerequisites

S220 Quantitative Methoden der Wirtschaftswissenschaft

Limited Attendance

---

Person Responsible

Prof. Dr. Martin Biewen

Lecturer

Prof. Dr. Martin Biewen, Madalina Tapalaga, M.Sc.

This course can be taken as part of the following programs/modules:

International Economics

Focus Module Applied Economics, Focus Module Elective Studies

International Business Administration

Focus Module Banking & Finance, Focus Module Marketing, Focus Module Elective Studies

Economics and Business Administration, Type Economics

Focus Module Applied Economics, Focus Module Elective Studies

Economics and Business Administration, Type Business Administration

Focus Module Banking & Finance, Focus Module Marketing, Focus Module Elective Studies

Minor in Economics

Elective Module

Minor in Business Administration

---

B.Ed. Wirtschaftswissenschaft

---

Content

1) Multiple Regression Analysis for Cross-Sectional Data, Estimation, Inference, Asymptotics, Qualitative Information, Heteroscedasticity, Data and Specification Issues

2) Multiple Regression Analysis for Time Series Data, Serial Correlation, Heteroscedasticity

3) Linear Panel Data Methods, Instrumental Variables Estimation and Two Stage Least Squares, Simultaneous Equation Models, Limited Dependent Variables Models, Sample Selection Correction, Unit Roots, Cointegration, Forecasting

Objectives

Students learn to understand and apply the most commonly used methods of applied econometrics. The focus is on understanding the assumptions and the intuition behind the different methods, not on their derivation. Students are taught how to employ the different methods using Stata.

Literature

Wooldridge: Introductory Econometrics
S326 Empirical Analysis of Panel Data

ECTS-Credits 3

Workload Hours
Contact Hours: 30  Independent Study: 60

Duration 1 Semester

Cycle generally: WS recommended for this semester or higher 4

Language English

blocked no

Course Type PC-Lab (2 SWS)

Method of Assessment Written Exam (60 minutes)

Prerequisite for ---

Registration Anmeldung via Lehrstuhllhomepage

Prerequisites S220 Quantitative Methoden der Wirtschaftswissenschaft

Limited Attendance ---

Person Responsible Prof. Dr. Martin Biewen

Lecturer Madalina Tapalaga, M.Sc.

This course can be taken as part of the following programs/modules:

International Economics Focus Module Applied Economics, Focus Module Elective Studies, Professional Skills (SQ)

International Business Administration Focus Module Elective Studies, Professional Skills (SQ)

Economics and Business Administration, Type Economics Focus Module Applied Economics, Focus Module Elective Studies, Professional Skills (SQ)

Economics and Business Administration, Type Business Administration Focus Module Elective Studies, Professional Skills (SQ)

Minor in Economics ---

Minor in Business Administration ---

B.Ed. Wirtschaftswissenschaft ---

Content
- Introduction to Using Data from the German Socio-Economic Panel (GSOEP)
- Estimation of Panel Data Models

Objectives
The goal of this course is to enable students to conduct empirical studies using panel data. Students will learn to use the statistical software package Stata in order to import, manipulate and analyze data. The course focuses on panel data analysis of microdata, with applications in labor economics. Students will work with the German Socio-Economic Panel (GSOEP) - the largest panel data set of German households available and one of the longest-running panel data sets in the world.

Literature
Baum: An Introduction to Modern Econometrics Using Stata
Cameron/Trivedi: Microeconometrics Using Stata
Wooldridge: Introductory Econometrics
**SQ717 How to set up a scientific presentation / paper in LaTex**

<table>
<thead>
<tr>
<th><strong>ECTS-Credits</strong></th>
<th>1.5</th>
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</thead>
<tbody>
<tr>
<td><strong>Workload Hours</strong></td>
<td></td>
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<tr>
<td>Contact Hours</td>
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<tr>
<td>Independent Study</td>
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<tr>
<td><strong>Duration</strong></td>
<td>1 Semester</td>
</tr>
<tr>
<td><strong>Cycle</strong></td>
<td>generally: tba</td>
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<tr>
<td><strong>recommended for this semester or higher</strong></td>
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<td><strong>Language</strong></td>
<td>English</td>
</tr>
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<td><strong>blocked</strong></td>
<td>yes</td>
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<td><strong>Course Type</strong></td>
<td>Seminar (1 SWS), PC-Lab (blocked, 2 SWS)</td>
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<tr>
<td><strong>Method of Assessment</strong></td>
<td>Assignment</td>
</tr>
<tr>
<td><strong>Prerequisite for</strong></td>
<td>E372 Bachelor Thesis Seminar in International Economics</td>
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<td><strong>Registration</strong></td>
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<tr>
<td><strong>Prerequisites</strong></td>
<td>access to the PC-Lab</td>
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<td><strong>Limited Attendance</strong></td>
<td>25</td>
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<tr>
<td><strong>Person Responsible</strong></td>
<td>Prof. Dr. Valeria Merlo</td>
</tr>
<tr>
<td><strong>Lecturer</strong></td>
<td>David Kurfess</td>
</tr>
</tbody>
</table>

**This course can be taken as part of the following programs/modules:**

- **International Economics**
- **International Business Administration**
- **Economics and Business Administration, Type Economics**
- **Economics and Business Administration, Type Business Administration**
- **Minor in Economics**
- **Minor in Business Administration**
- **B.Ed. Wirtschaftswissenschaft**

**Content**

The course will be divided into three parts. In the first part students will be made familiar with standard search tools allowing for quick access and profound evaluation of the available online resources. In the second part of the course a short introduction into LaTeX is given. LaTeX is a free downloadable and easy to learn document markup language which enables users to produce graphically appealing scientific documents. In the third part students will learn how to set up a scientific presentation.

**Objectives**

The purpose of this course is to equip students with essential tools regularly used to produce scientific documents.

**Literature**

Please see ILIAS for course material.
Master Courses

B400 Advanced Corporate Finance I - Capital Structure  

ECTS-Credits  
9

Workload Hours  
Contact Hours: 60  
Independent Study: 210

Duration  
1 Semester

Cycle  
generally: WS

Language  
English

Course Type  
Lecture (2 SWS), Practice Course (2 SWS)

blocked  
no

PhD-oriented  
no

Method of Assessment  
Written Exam (60 minutes), Assignment

Prerequisite for  
B472, B473

Prerequisites  
---

Registration  
No registration required.

Limited Attendance  
---

Person Responsible  
Prof. Dr. Christian Koziol

Lecturer  
Prof. Dr. Christian Koziol and Sebastian Weitz

This course can be taken as part of the following programs/modules:

<table>
<thead>
<tr>
<th>Program/Module</th>
<th>Details</th>
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<tbody>
<tr>
<td>Accounting and Finance</td>
<td>Compulsary Module Finance, Specialization Studies</td>
</tr>
<tr>
<td>Economics</td>
<td>Elective Module Finance, Elective Module Elective Studies</td>
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<tr>
<td>Economics and Finance</td>
<td>Specialization Module Finance, Elective Module Finance, Elective Module Elective Studies</td>
</tr>
<tr>
<td>European Economics</td>
<td>Specialization Studies Focus Finance</td>
</tr>
<tr>
<td>European Management/General Management/International Business</td>
<td>Compulsory Studies Focus Finance, Elective Studies</td>
</tr>
<tr>
<td>International Economics</td>
<td>Elective Module Finance, Elective Module Elective Studies</td>
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<tr>
<td>Management &amp; Economics</td>
<td>Specialization Studies, Elective Studies</td>
</tr>
<tr>
<td>Managerial Economics</td>
<td>Elective Studies</td>
</tr>
</tbody>
</table>

Content

This course has the following structure:
- Introduction to financing decisions
- A structural firm value model (Merton, 1974)
- Tradeoff theory (Leland, 1994)
- Problems between claim holders
- Problems from asymmetric information
- Further aspects of capital structure
Objectives

This course focuses on the fundamental question of corporate finance “what is the optimal capital structure of a firm?”. The aim of the course is to introduce the students to the major practical and theoretical factors that drive the optimal capital structure and to provide an advanced model framework with that the classical solutions for the corporate financing problems are derived.

Literature

### ECTS-Credits
9

### Workload Hours
Contact Hours: 30  
Independent Study: 240

### Duration
1 Semester

### Cycle
generally: WS 16/17

### Language
English

### Course Type
Lecture (2 SWS)

### Method of Assessment
Written Exam (120 minutes), Assignment

### Prerequisite for
B472, B473

### Prerequisites
---

### Limited Attendance
---

### Person Responsible
Prof. Dr. Christian Koziol

### Lecturer
Dr. Margarita Mejia Likosova

### This course can be taken as part of the following programs/modules:

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### Content
Sessions 1 and 2: Introduction to Financial Statement Analysis
- Reporting financial information
- The agency problem
- Users of financial information
- Sources of business information
- Limitations of business information
- Analysis tools: percentages, variation rates and ratios
- Consolidated accounts

Sessions 3 and 4: Financial Statements (I)
- The balance sheet
- Structure and elements of assets, liabilities and equity
• The profit and loss statement
• Structure, elements and intermediate results
• The annual report (content and structure)

Sessions 5 and 6: Financial Statements (II)
• The statement of changes in equity
• The statement of cash flows
• Connecting the different statements (balance sheet and profit and loss, changes in equity and cash flows statements)

Sessions 7 and 8: Financial Position Analysis
• Analysis of the short term solvency using ratios
• Analysis of the short term solvency from the statement of cash flows
• Analysis of the long term solvency using ratios
• The short and long term debt
• The financial equilibrium
• The self-financing

Sessions 9 and 10: Current Capital Management
• Working capital and funding needs
• The operating cycle: average maturation period and cash period

Sessions 11 and 12: Profitability
• Analysis of the profit and loss statement (margins and added value)
• The economic profitability (ROA: return on assets)
• The financial profitability (ROE: return on equity)
• Relation between ROE and ROA (the pyramid of ratios)
• The investments profitability (ROI: return on investments)
• Relation between ROI and ROE (the financial leverage)

Sessions 13 and 14: Integral Analysis of the Company
• Summarizing the course
• Briefly presenting the results of the work groups
• Answering questions/solving problems before the exam

Objectives

The aim of this course is to prepare students to be able to understand, analyse and interpret the financial statements of the companies (balance sheet, profit and loss statement, annual report, statement of changes in equity and statement of cash flows) in order to make intelligent investment decisions.

After passing the FSA course the students are expected to:
• Understand the different incentives and financial information needs of the different company stakeholders.
• Extract and/or calculate the relevant numbers from the financial statements to find solutions efficiently.
• Understand how the different financial statements connect to each other to provide an overall picture of the company financial position.
• Use tools and techniques for financial statement valuation in order to make a diagnosis of the company financial and economic situation/evolution.
• Identify improvements in the internal management process which stimulate the company productivity.

Literature

### B412 Managerial Accounting and Risk Management in Banks

**ECTS-Credits**
6

**Workload Hours**
Contact Hours: 60  
Independent Study: 120

**Duration**
1 Semester

**Cycle**
generally: WS

**Language**
English

**Course Type**
Lecture (2 SWS), Tutorial (2 SWS)

**blocked**
no

**PhD-oriented**
no

**Method of Assessment**
Written Exam (90 minutes)

**Prerequisite for**
---

**Prerequisites**
B130, B270

**Registration**
Keine Anmeldung erforderlich.

**Limited Attendance**
---

**Person Responsible**
Prof. Dr. Jan Riepe

**Lecturer**
Prof. Dr. Jan Riepe; Markus Merz, M.Sc.

---

This course can be taken as part of the following programs/modules:

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<tr>
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<td>Elective Module Elective Studies</td>
</tr>
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<td>European Economics</td>
<td>----</td>
</tr>
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<td>European Management/ General Management/ International Business</td>
<td>Specialization Studies Focus Banking, Elective Studies</td>
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<tr>
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<td>Elective Module Elective Studies</td>
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<td>Management &amp; Economics</td>
<td>Elective Studies</td>
</tr>
<tr>
<td>Managerial Economics</td>
<td>Specialization Studies</td>
</tr>
</tbody>
</table>

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### Content

The course deals with the specific methods of managerial accounting and risk management in banks. Thereby, topics related to value maximizing management of internal processes as well as to the link between risk management and managerial accounting. Furthermore, the course covers recent trends in the design of internal governance mechanisms in banks. The course is accompanied by exercise sessions.

**Topic 1:** Introduction into managerial accounting in banks

**Topic 2:** Market interest rates and the opportunity principle

**Topic 3:** Customer defaults and expected risk

**Topic 4:** Activity based costing

**Topic 5:** Introduction into risk management in banks

**Topic 6:** Market risk measurement

**Topic 7:** Operational and liquidity risk

**Topic 8:** Current topics in bank management
Objectives

At the end of the course, the students should be able to select profitable investment projects of a bank based on the bank’s business objectives combined with the risk-return trade-off, conduct a capital allocation process inside a banking group, quantify the underlying risk with an appropriate method, and evaluate the design of internal business processes according to regulatory requirements and good governance principles.

Literature

Selected chapters of:
• Rose and Hudins: Bank Management & Financial Services; 9th ed.
• Koch and Mac Donalds: Bank Management
• Hull, Risk Management in Financial Institutions, 3rd ed.
The course covers the material for the CFA® Level I. Standards of practice, detailed finance, accounting, and security valuation tools are included. The curriculum, in class mock exams and the final exam resemble a portion of a CFA® level I exam.
Objectives

US-oriented business coverage complements students’ German business education and provides a truly international perspective. CFA’s code of ethics and rigorous problem-solving oriented approach provides an edge in the finance industry. The main goal is to provide a solid foundation that helps students to succeed in CFA® exams and to eventually achieve the CFA® designation which is a highly regarded professional distinction in business.

Literature

Lecture notes, Mock CFA exams and course announcements at www.azarmi.org . The site may be used for studying CFA, forming a study group, and networking. It has over 20,000 users.
Principles of Corporate Finance, Brealey, Myers, and Allen, current edition
Fundamentals of Financial Management, Brigham and Houston, current edition
Prof. Harvey’s finance dictionary http://people.duke.edu/~charvey/Classes/wpg/glossary.htm
CFA program curriculum, level I, Volumes I-VI, current edition
**B416 CFA® Level II: Security Valuation - Chartered Financial Analysts® Preparation**

| ECTS-Credits | 6 |
| Workload Hours | Contact Hours: 60 Independent Study: 120 |
| Duration | 1 Semester |
| Cycle | generally: SS, triennial, next: SS 2017 |
| Language | English |
| Course Type | Lecture (2 SWS), Practice Course (2 SWS) |
| blocked | yes |
| PhD-oriented | no |
| Method of Assessment | Written Exam (90 minutes) |
| Prerequisite for | --- |
| Prerequisites | --- |
| Registration | No registration required. |
| Limited Attendance | --- |
| Person Responsible | Prof. Ted Azarmi, PhD |
| Lecturer | Prof. Ted Azarmi, PhD |

This course can be taken as part of the following programs/modules:

| Accounting and Finance | Specialization Studies |
| Economics | Elective Module Elective Studies |
| Economics and Finance | Elective Module Elective Studies |
| European Economics | --- |
| European Management/ General Management/ International Business | Specialization Studies Focus Banking, Elective Studies |
| International Economics | Elective Module Elective Studies |
| Management & Economics | Elective Studies |
| Managerial Economics | --- |

**Content**

The course covers the material for the CFA® Level II. Standards of practice, detailed finance, accounting, and security valuation tools are included. The curriculum, in class mock exams and the final exam resemble a portion of a CFA® level II exam.
Objectives

US-oriented business coverage complements students’ German business education and provides a truly international perspective. CFA’s code of ethics and rigorous problem-solving oriented approach provides an edge in the finance industry. The main goal is to provide a solid foundation that helps students to succeed in CFA® exams and to eventually achieve the CFA® designation which is a highly regarded professional distinction in business.

Literature

Lecture notes, Mock CFA exams and course announcements at www.azarmi.org. The site may be used for studying CFA, forming a study group, and networking. It has over 20,000 users.
Principles of Corporate Finance, Brealey, Myers, and Allen, current edition
Fundamentals of Financial Management, Brigham and Houston, current edition
Prof. Harvey’s finance dictionary http://people.duke.edu/~charvey/Classes/wpg/glossary.htm
CFA program curriculum, level II, Volumes I-VI, current edition
B417 CFA® Level III: Security Valuation - Chartered Financial Analysts® Preparation

ECTS-Credits 6
Workload Hours Contact Hours: 60 Independent Study: 120
Duration 1 Semester
Cycle generally: SS, triennial, next: SS 2018
Language English
Course Type Lecture (2 SWS), Practice Course (2 SWS)
blocked yes
PhD-oriented no
Method of Assessment Written Exam (90 minutes)
Prerequisite for ---
Prerequisites ---
Registration No registration required.
Limited Attendance ---
Person Responsible Prof. Ted Azarmi, PhD
Lecturer Prof. Ted Azarmi, PhD

This course can be taken as part of the following programs/modules:

<table>
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<tr>
<th>Accounting and Finance</th>
<th>Specialization Studies</th>
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</thead>
<tbody>
<tr>
<td>Economics</td>
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<tr>
<td>Economics and Finance</td>
<td>Elective Module Elective Studies</td>
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<td>European Economics</td>
<td>---</td>
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<tr>
<td>European Management/General Management/International Business</td>
<td>Specialization Studies Focus Banking, Elective Studies</td>
</tr>
<tr>
<td>International Economics</td>
<td>Elective Module Elective Studies</td>
</tr>
<tr>
<td>Management &amp; Economics</td>
<td>Elective Studies</td>
</tr>
<tr>
<td>Managerial Economics</td>
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</tr>
</tbody>
</table>

Content
The course covers the material for the CFA Level III. Standards of practice, detailed finance, accounting, and security valuation tools are included. The curriculum, in class mock exams and the final exam resemble a portion of a CFA level III exam.
Objectives

US-oriented business coverage complements students’ German business education and provides a truly international perspective. CFA’s code of ethics and rigorous problem-solving oriented approach provides an edge in the finance industry. The main goal is to provide a solid foundation that helps students to succeed in CFA® exams and to eventually achieve the CFA® designation which is a highly regarded professional distinction in business.

Literature

Lecture notes, Mock CFA exams and course announcements at www.azarmi.org. The site may be used for studying CFA, forming a study group, and networking. It has over 20,000 users.
Principles of Corporate Finance, Brealey, Myers, and Allen, current edition
Fundamentals of Financial Management, Brigham and Houston, current edition
Prof. Harvey’s finance dictionary http://people.duke.edu/~charvey/Classes/wpg/glossary.htm
CFA program curriculum, level III, Volumes I-VI, current edition
This course can be taken as part of the following programs/modules:

<table>
<thead>
<tr>
<th>Program/Module</th>
<th>Content</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting and Finance</td>
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</tr>
<tr>
<td>Economics</td>
<td>Elective Module Elective Studies</td>
</tr>
<tr>
<td>Economics and Finance</td>
<td>Elective Module Elective Studies</td>
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<tr>
<td>European Economics</td>
<td>---</td>
</tr>
<tr>
<td>European Management/General Management/International Business</td>
<td>Compulsory Studies Focus Marketing, Elective Studies</td>
</tr>
<tr>
<td>International Economics</td>
<td>Elective Module Elective Studies</td>
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<tr>
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<td>---</td>
</tr>
</tbody>
</table>

Content

The focus of this class is on elaborating key concepts of marketing and its implementation in the marketing mix. In addition, the interaction between the elements of the marketing mix will be analyzed. Further, the class will cover aspects of the international implementation of the marketing mix.

(1) Product management
(2) Pricing
(3) Communication management
(4) Distribution management
(5) Branding
(6) Optimization
(7) International Marketing
**Objectives**

Students know key concepts and advanced aspects regarding the implementation and optimization of marketing mix elements. In addition, students will be familiar with how to apply academic literature from peer-reviewed journals to current problems of marketing.

**Literature**

(Selection):
*Students obtain 6 ECTS for enrollment in lecture and practice course and for passing the final exam. Students can earn additional 3 ECTS by working on case studies and presenting these in the practice course.*
B425 Price and Promotion Management

ECTS-Credits  6
Workload Hours Contact Hours: 30  Independent Study: 150
Duration 1 Semester; block form 2nd half of semester
Cycle generally: WS
Language English
Course Type Lecture (2 SWS)
blocked no
PhD-oriented no
Method of Assessment Written Exam (60 minutes)
Prerequisite for ---
Prerequisites ---
Registration Please register in ILIAS. Registration is possible from October 28, 2016. Regular attendance is mandatory for students in all courses in order to take the exam. Further details are available at www.uni-tuebingen.de/wiwi/marketing.
Limited Attendance 28
Person Responsible Jun.-Prof. Dr. Wiebke Keller
Lecturer Jun.-Prof. Dr. Wiebke Keller

This course can be taken as part of the following programs/modules:

<table>
<thead>
<tr>
<th>Accounting and Finance</th>
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<tr>
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</tbody>
</table>

Content

This course provides an overview of tactical and strategic price management as well as promotional actions. The students will learn to identify appropriate price and promotional strategies given specific circumstances.
**Objectives**

Students will know basics of price and promotional management. Based on this knowledge they will be able to choose appropriate price and promotional strategies in order to gain higher revenue and profit.

**Literature**


B427 Marketing and Empirical Banking

ECTS-Credits 6
Workload Hours Contact Hours: 45 Independent Study: 135
Duration 1 Semester
Cycle generally: SS
Language English
Course Type Seminar (3 SWS)
blocked no
PhD-oriented no
Method of Assessment Presentation, Assignment, Oral Participation
Prerequisite for ---
Prerequisites ---
Registration Please register in ILIAS. Registration period tba.
Limited Attendance 30
Person Responsible Prof. Dr. Wiebke Keller, Prof. Dr. Jan Riepe
Lecturer Prof. Dr. Wiebke Keller, Prof. Dr. Jan Riepe

This course can be taken as part of the following programs/modules:

<table>
<thead>
<tr>
<th>Accounting and Finance</th>
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<td>European Economics</td>
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<tr>
<td>European Management/</td>
<td>Compulsory Studies Focus Banking, Specialization Studies Focus Banking, Specialization Studies Focus Finance, Specialization Studies Focus Marketing, Elective Studies</td>
</tr>
<tr>
<td>General Management/</td>
<td>Specialization Studies Focus Banking, Specialization Studies Focus Finance, Specialization Studies Focus Marketing, Elective Studies</td>
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<td>International Business</td>
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</table>

Content
The lecture gives an introduction into empirical research as well as it surveys important topics at the link between empirical marketing and in empirical banking. As examples, the role of advertisement on stock liquidity or the marketing of IPOs can be mentioned.

Objectives
Knowledge of relevant questions at the link between empirical marketing and in empirical banking and their analyses in empirical studies.

Literature
see course homepage in ILIAS

B432 Managerial Economics and Organizational Architecture M.Sc.
ECTS-Credits  6  
Workload Hours  
Contact Hours: 45  Independent Study: 135  
Duration  1 Semester  
Cycle  generally: SS  
Language  English  
Course Type  Lecture (2 SWS), Practice Course (1 SWS)  
blocked  no  
PhD-oriented  yes  
Method of Assessment  Written Exam (60 minutes)  
Prerequisite for  B432K  
Prerequisites  ---  
Registration  No registration required.  
Limited Attendance  ---  
Person Responsible  Prof. Dr. Patrick Kampkötter  
Lecturer  Prof. Dr. Patrick Kampkötter  

This course can be taken as part of the following programs/modules:

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Content
Firms need to react to recent developments in corporate governance, global competition, and continuous technological change by adjusting their organizational structure. This course provides a multidisciplinary approach to managerial and organization economics, with a special focus on accounting information and the internal organization of firms. After a general introduction to organizational architecture as a management device, the course topics relate to allocating tasks within organizations, rewarding managerial performance, and measuring managerial performance.

Objectives
Students learn about how to use accounting information for efficiently designing and operating an organization. The goal in this course is to develop rigorous frameworks and apply them to real-life problems.

Literature
B432K Colloquium on Managerial Economics and Organizational Architecture

ECTS-Credits 3
Workload Hours Contact Hours: 15 Independent Study: 75
Duration 1 Semester
Cycle generally: SS
Language English
Course Type Colloquium (1 SWS)
blocked yes
PhD-oriented yes
Method of Assessment Presentation
Prerequisite for ---
Prerequisites B432
Registration Details will be announced in the corresponding lecture B432.
Limited Attendance 24
Person Responsible Prof. Dr. Patrick Kampkötter
Lecturer Prof. Dr. Patrick Kampkötter

This course can be taken as part of the following programs/modules:

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Content
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Objectives

Students learn about how to use accounting information for efficiently designing and operating an organization. The goal in this course is to develop rigorous frameworks and apply them to real-life problems. Student terms work on case studies and research papers and present and discuss their findings.

Literature

Case studies and research papers (tba).
B434 Managerial Accounting: Control Systems, Top Executives, and Ethics

ECTS-Credits 6

Workload Hours Contact Hours: 30 Independent Study: 150

Duration 1 Semester

Cycle generally: WS

Language English

Course Type Lecture (2 SWS), Practice Course (1 SWS)

blocked no

PhD-oriented yes

Method of Assessment Written Exam (60 minutes)

Prerequisite for ---

Prerequisites ---

Registration No registration required.

Limited Attendance ---

Person Responsible Prof. Dr. Patrick Kampkötter

Lecturer Prof. Dr. Patrick Kampkötter

This course can be taken as part of the following programs/modules:

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Content

This course provides a multidisciplinary approach to the concepts of management and control, top executive compensation and ethics in accounting. In detail, the course covers issues such as the design and evaluation of management control systems, fundamental issues on top management incentives and characteristics (compensation, pay-for-performance sensitivity, leadership styles, careers, etc.). Furthermore, the course introduces good corporate governance with a specific focus on the role of controllers and auditors and ethical dilemmas such as the manipulation of key performance indicators, gaming incentive systems, organizational misbehavior and management fraud.
Objectives

Students learn how to use management control systems for operating an organization and how to critically assess the interdependencies between control systems, executive compensation and corporate governance and apply this to real-life problems. The goal of the course is to develop a rigorous framework and to apply this to ethical dilemmas that can be observed in real-word firms. Students also improve their analytical and discussion skills with respect to scientific papers.

Literature

Will be provided during the course.
### ECTS-Credits
9

### Workload Hours
Contact Hours: 75  Independent Study: 195

### Duration
1 Semester

### Cycle
generally: WS; not in WS 2017/18, but instead in SS 2018

### Language
English

### Course Type
Lecture (3 SWS), Practice Course (2 SWS)

### blocked
no

### PhD-oriented
no

### Method of Assessment
Written Exam (60 minutes, alternatively Oral Exam for M.Sc. European Management students)

### Prerequisite for
B441, B540, B544

### Registration
No registration required.

### Limited Attendance
---

### Person Responsible
Prof. Dr. Kerstin Pull

### Lecturer
Prof. Dr. Kerstin Pull, N.N.

---

## This course can be taken as part of the following programs/modules:

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### Content
This course analyzes HRM from an economics perspective, i.e. HR is regarded as a potential driving force of firm performance. A personnel economics approach on HRM complements other, e.g., sociological or psychological approaches that students might be familiar with. In the course, we analyze different HR functions (e.g., recruitment, training, compensation & benefits, promotion, dismissal) and focus on problems associated with informational asymmetries, opportunism and bounded rationality and how these might be solved. Methodologically, the course is based on formal theoretical models as well as empirical studies.
Objectives

Students are introduced to the principles of personnel economics and will develop a strategic way of thinking about HRM and its contribution to organizational performance. With much of the literature offering “recipe-like” best practices, the goal in this course is to develop a more rigorous framework for the analysis of questions in the context of HRM that can be applied more generally.

Literature

### ECTS-Credits
9

### Workload Hours
Contact Hours: 60
Independent Study: 210

### Duration
1 Semester

### Cycle
generally: SS

### Language
English

### Course Type
Lecture (2 SWS), Practice Course (2 SWS)

### blocked
no

### PhD-oriented
no

### Method of Assessment
Exam (60 minutes, 80% of final grade), case study (20% of final grade) within the 7., 8. oder 9. week of the lecture). Exact date is announced in the first lecture.

### Prerequisite for
---

### Prerequisites
---

### Registration
No registration.

### Limited Attendance
---

### Person Responsible
Prof. Dr. Martin Ruf

### Lecturer
Prof. Dr. Martin Ruf

---

**This course can be taken as part of the following programs/modules:**

<table>
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**Content**

This course provides the effects of taxation on eminent corporate decisions such as investment, financing, acquisitions or the selection of the legal form of the company. This course does not focus on detailed legal rules. Therefore the course is although eligible for students who want to get a basic knowledge of the importance of taxation in corporate decisions but do not have detailed legal understanding. There are no prerequisites to attend the course.
Objectives

Students should gain knowledge on the impact of taxes on corporate decisions. Further they gain the competence to apply different tax planning approaches.

Literature

B450b Taxes and Business Strategy for Exchange Students  

ECTS-Credits: 9  
Workload Hours:  
- Contact Hours: 60  
- Independent Study: 210  
Duration: 1 Semester  
Cycle: generally: SS  
Language: English  
Course Type: Lecture (2 SWS), Practice Course (2 SWS)  
blocked: no  
PhD-oriented: no  
Method of Assessment: Exam (60 minutes, 80% of final grade), case study (20% of final grade) within the 7., 8. oder 9. week of the lecture. Exact date is announced in the first lecture.  
Prerequisite for: ---  
Prerequisites: ---  
Registration: No registration.  
Limited Attendance: ---  
Person Responsible: Prof. Dr. Martin Ruf  
Lecturer: Prof. Dr. Martin Ruf  

This course can be taken as part of the following programs/modules:  

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Content  
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Objectives

Students should gain knowledge on the impact of taxes on corporate decisions. Further they gain the competence to apply different tax planning approaches.

Literature

Content
This course provides an opportunity to study and discuss current topics in international business taxation research.

Objectives
Students should gain knowledge on the current research topics in international business taxation such as the local decision, the investment decision and international debt shifting. Students should achieve a basic understanding of the research methodologies currently applied in research on international business taxation. Students will present a published research paper in class as well as replicate its results using data available at the department.

Literature
Christopher F. Baum (2006): An introduction to modern econometrics using Stata. College Station, Tex: Stata Press.
**ECTS-Credits**  
6

**Workload Hours**  
Contact Hours: 30  
Independent Study: 150

**Duration**  
1 Semester

**Cycle**  
generally: WS

**Language**  
English

**Course Type**  
Lecture (2 SWS)

**blocked**  
no

**PhD-oriented**  
no

**Method of Assessment**  
Written Exam (60 minutes)

**Prerequisite for**  
---

**Prerequisites**  
---

**Registration**  
No registration required.

**Limited Attendance**  
---

**Person Responsible**  
Prof. Dr. Philip Yang

**Lecturer**  
Prof. Dr. Philip Yang

---

**This course can be taken as part of the following programs/modules:**

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**Content**

This course combines several concepts related to the improvement of human capital from childhood to adulthood to show how skill formation at several stages of life affects individual and firm performance.
Objectives

The students are familiar with concepts of human capital and skill formation. Further, they improve their skills with respect to understanding scientific research papers in the area of economics and management.

Literature

Research papers.
B461 Empirical Studies in Organisation Research

ECTS-Credits 6

Workload Hours
Contact Hours: 30 Independent Study: 150

Duration 1 Semester

Cycle generally: WS

Language English

Course Type Seminar (2 SWS)

blocked yes

PhD-oriented no

Method of Assessment Term Paper

Prerequisite for ---

Prerequisites Basic econometric knowledge and Stata experience are advantageous

Registration Bewerbung mit Transcript in pdf bis 5.10.2016 an: philip.yang(at)uni-tuebingen.de.

Limited Attendance 12

Person Responsible Prof. Dr. Philip Yang

Lecturer Prof. Dr. Philip Yang

This course can be taken as part of the following programs/modules:

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Content

This interactive course starts with a brief introduction on causal inference and econometrics in the context of research on organizations. Thereafter follows a short refreshment on Stata computation and the main topics of organizational behaviour. In the main part, the students have to clean and work on existing datasets (e.g. IAB, CPS, GSOEP, Company data) to answer a self-elaborated research question that they present in front of the class. The research questions should address one of the many areas of organizational behaviour (e.g. Job performance, Organizational commitment, Learning & Decision, Organizational structure, Organizational culture, Change Management). Marks are based on a final seminar paper (50%) and the Stata log file (50%).
Objectives

The students are able to use Stata to answer a self-elaborated organization research question with given datasets on the individual level or company level.

Literature

Cameron, A. C. & Trivedi, P. K. (2009), Microeconometrics Using Stata, Cambridge University Press.
Research papers (e.g. Academy of Management series, American Economic Review, Organizational Science, Management Science)
B463 Strategy & Innovation

ECTS-Credits 3/6*
Workload Hours Contact Hours: 0 Independent Study: 60/120*
Duration 1 Semester
Cycle generally: SS, not SS 2017
Language English
Course Type blocked yes
PhD-oriented no
Method of Assessment Written Exam (60 minutes), *Assignments & Participation (only for students who take the Practice Course)
Prerequisite for ---
Prerequisites sign up per e-mail for the practice course: theresa.veer@uni-tuebingen.de
Registration No registration required.
Limited Attendance *20
Person Responsible Prof. Dr. Theresa Veer
Lecturer Prof. Dr. Theresa Veer

This course can be taken as part of the following programs/modules:

| Accounting and Finance | --- |
| Economics | Elective Module Elective Studies |
| Economics and Finance | Elective Module Elective Studies |
| European Economics | --- |
| European Management/ | Specialization Studies Focus Industrial Economics, Specialization Studies Focus Marketing, Elective Studies |
| General Management/ | |
| International Business | |
| International Economics | Elective Module Elective Studies |
| Management & Economics | Specialization Studies, Elective Studies |
| Managerial Economics | Specialization Studies |

Content

Over the past years, research at the intersection of innovation and strategy has highlighted that the innovation capability of firms is crucial to firms long-term survival. This lecture series looks at firms’ strategies particularly from an innovation viewpoint, including aspects evolving around R&D, corporate entrepreneurship, IP management, IP strategy, industry lifecycles, industry evolution, etc. It also deepens students’ knowledge on the very basics of strategy analysis, development, and implementation.

The course draws on findings from a number of academic disciplines, especially economics, organization theory, sociology, and management policy to build a fundamental understanding of how and why some firms achieve and sustain superior performance, especially regarding innovation as a crucial aspect of firms long-term strategy. In the case study seminar students will use their acquired knowledge for discussing and solving case studies connected to the lecture’s content.

* The participation in the practice course is optional and will be credited with an additional 3 ECTS. The practice course will be organized as an MBA case discussion class. It is essential that students read the assigned material and that they prepare the Class Preparation Questions before coming to class. Class participation will be a significant part of the grade for the practice course; additional assignments will be graded.
Objectives

The course’s primary goal is to enable students to comprehend and analyze the factors that impact organizations’ long-term economic performance and to make them familiar with the tools and frameworks to make recommendations to organization on how they can improve their long-run performance. To do this, the course aims to make students familiar with the necessary tools that will enable them to:

• Appraise the structure of firms’ external environments and understand how these affect expected long-run industry performance
• Assess firms’ competitive positioning and interaction, and evaluate firm-level resources and capabilities
• Develop suitable and superior strategies at the business-unit and corporate levels
• Assess the dynamics of competition and understand how social, technological, political, and economic factors and forces can influence and determine the necessity for strategic (re-)positioning and impact long-run profitability
• Comprehend, analyze, and manage the complex ethical and social issues organizations face as they develop and implement their strategies

Literature

For the lecture:
Contemporary Strategy Analysis, Robert M. Grant; Ninth Edition (to be published in December)
Additional reading material will be made available online on the ILIAS Platform

For the practice course:
Case study material will be made available on the ILIAS Platform as will additional readings.
**Content**

The lecture gives an overview of important topics in the empirical Venture Capital literature. Furthermore, students will have to replicate current studies with new data using STATA or a similar software.

**Objectives**

At the end of the course, students know the relevant questions in the VC literature, are familiar with the different empirical strategies to test those questions, and can work with empirical VC data.

**Literature**

Will be uploaded on ILIAS. It includes, but is not limited to:
ECTS-Credits: 9
Workload Hours: Contact Hours: 75, Independent Study: 195
Duration: 1 Semester
Cycle: generally: WS
Language: English
Course Type: Lecture (3 SWS), Practice Course (2 SWS)
blocked: no
PhD-oriented: no
Method of Assessment: Written Exam (120 minutes, alternatively Oral Exam (30 minutes) for M.Sc. European Management students)
Prerequisite for: B472, B473, B570
Prerequisites: ---
Registration: No registration required.
Limited Attendance: ---
Person Responsible: Prof. Dr.-Ing. Rainer Schöbel
Lecturer: Prof. Dr.-Ing. Rainer Schöbel and assistants

This course can be taken as part of the following programs/modules:

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Content

This course provides an introduction to options and futures markets. Topics include a market overview, arbitrage bounds, put-call-parity, binomial option pricing, and the Black-Scholes-Merton model. It discusses strategies like cash-and-carry arbitrage, hedging with futures and options, stop-loss-start-gain paradox, portfolio insurance among others. The course concentrates on the understanding of analytical techniques, rather than institutional details.
Objectives

By the end of the course successful students will be able to:
- understand the differences between forwards and futures
- know arbitrage bounds and parity relationships for options
- use the binomial model as well as the Black-Scholes-Merton formulas
- apply the most common hedging techniques using options or futures
- understand important concepts like implied volatility and implied probabilities
- notice and handle the inherent model risk of dynamic strategies correctly.

Literature

B471 Interest Rate Derivatives and Credit Risk

ECTS-Credits 9

Workload Hours Contact Hours: 75 Independent Study: 195

Duration 1 Semester

Cycle generally: SS

Language English

Course Type Lecture (3 SWS), Practice Course (2 SWS)

Prerequisite for B472, B473, B570

Prerequisites ---

Registration No registration required.

Limited Attendance ---

Person Responsible Prof. Dr.-Ing. Rainer Schöbel

Lecturer Prof. Dr.-Ing. Rainer Schöbel and assistants

This course can be taken as part of the following programs/modules:

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<td>Elective Studies</td>
</tr>
</tbody>
</table>

Content

This course gives an introduction to the analysis and management of derivatives on fixed-income securities. Basic bond valuation techniques will be reviewed. Immunization strategies based on simple risk measures are discussed in detail. Using a unified approach for pricing and hedging the most important fixed-income securities and interest rate derivatives in the markets are explored. While the focus is on the management of interest rate risk, instruments for the management of credit and default risks will be examined as well.
Objectives

The course is designed to equip students with an understanding of
- how to extract the term structures of interest rates from the prices of coupon bonds
- how to apply simple risk measures, like duration and convexity, to interest rate risk management
- how to value bonds with and without embedded options, interest rate derivatives like caps, floors and collars, as well as FRAs, Swaps and Swaptions

Literature

B472 Continuous Time Finance

ECTS-Credits 9
Workload Hours Contact Hours: 60 Independent Study: 210
Duration 1 Semester
Cycle generally: SS
Language English
Course Type Lecture (2 SWS), Practice Course (2 SWS)
blocked no
PhD-oriented yes
Method of Assessment Written Exam, Assignments
Prerequisite for B473
Prerequisites At least one out of: B400, B470, B471 or S413 or equivalent
Registration No registration required.
Limited Attendance ---
Person Responsible Prof. Dr.-Ing. Rainer Schöbel
Lecturer Prof. Dr.-Ing. Rainer Schöbel and assistants

This course can be taken as part of the following programs/modules:

<table>
<thead>
<tr>
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<td>Specialization Studies Focus Finance</td>
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<td>European Management/</td>
<td>Specialization Studies Focus Corporate Finance, Elective Studies</td>
</tr>
<tr>
<td>General Management/</td>
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</tr>
<tr>
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</tbody>
</table>

Content

Modelling the random nature of financial markets: Brownian motion and stochastic integration; the fundamental partial differential equation of financial economics and applications; continuous-time portfolio selection; valuation in complete and incomplete markets.
Objectives

During this course students with a solid background in finance will be given access to the mathematical concepts of modern finance theory and their application to derivative securities pricing. After completion of this course students should be able to approach the literature in this field successfully and use continuous-time techniques for their own research.

Literature

B473 Numerical Methods in Finance

ECTS-Credits 9
Workload Hours Contact Hours: 60 Independent Study: 210
Duration 1 Semester
Cycle generally: WS
Language English
Course Type Lecture (2 SWS), PC-Lab (2 SWS)
blocked no
PhD-oriented yes
Method of Assessment Written Exam, Assignments
Prerequisite for ----
Prerequisites At least one out of: B470, B471, B472, B570 or S413
Registration On the first course date.
Limited Attendance 24
Person Responsible Prof. Dr.-Ing. Rainer Schöbel
Lecturer Prof. Dr.-Ing. Rainer Schöbel and assistants

This course can be taken as part of the following programs/modules:

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</tbody>
</table>

Content

- Numerical integration and Monte Carlo methods
- Finite difference methods
- Dynamic programming and optimization
- Fourier transform methods.
Objectives

In this course students learn to apply successfully state-of-the-art numerical methods to a variety of standard and advanced problems from finance, especially option pricing and portfolio optimization.

Literature

## Content
The course will cover, among others, the following issues:
- how national culture influences the perceptions and practices of management
- how national culture influences the major business systems in the world
- how to communicate and negotiate across cultures
- how to co-operate in an international strategic alliance
- how to co-ordinate the integration process of international mergers & acquisitions
- how to deal with the specific problems related to expatriation.

This lecture yields more ECTS credits than the previous one as the time in class has been increased by 14 hours.
Objectives

This course responds in particular to the increasing need of future managers, working in an international environment, to acquire essential cross-cultural skills and competencies which often seem to be missing, even in the management of multinational companies. It is believed that a better understanding of these issues will assist future managers in dealing with cross-cultural problems.

Literature

will be distributed
**ECTS-Credits** 3

**Workload Hours**
- Contact Hours: 15
- Independent Study: 75

**Duration**
- 1 Semester

**Cycle**
- Generally: SS

**Language**
- English

**Course Type**
- Seminar (1 SWS)

**blocked**
- Yes

**PhD-oriented**
- No

**Method of Assessment**
- Written Exam (60 minutes)

**Prerequisite for**
- ---

**Prerequisites**
- Course registration (see department website for further information)

**Registration**
- Application period from March 27th to April 9th, 2017 via email to jiaxhuan.liu(at)uni-tuebingen.de.

**Limited Attendance**
- 20

**Person Responsible**
- Prof. Dr. Markus Pudelko

**Lecturer**
- Philipp Werner

**This course can be taken as part of the following programs/modules:**

<table>
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<tr>
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<tr>
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</tbody>
</table>

**Content**

The course will cover, among others, the following issues:
- Perception of the self and of the other
- The Chinese Economy and Culture
- Building trust and relationships with business partners and colleagues
- Business etiquette
- Meaning and effects of direct and indirect communication styles
- Successful conflict management; Leadership and knowledge transfer
- Business negotiations; Case studies, movie clips and role plays
Objectives

While students will obtain a sound understanding of China’s economic, social, political and cultural conditions and their influence on management issues, this course focuses in particular on the challenges and opportunities associated with cross-cultural management in China. Consequently, the main objective of this course is to develop an understanding of China’s cultural values and their influence on management activities, to enhance the ability to effectively communicate and interact as well as how to behave in a Chinese business environment. The course will be supplemented by group assignments, case studies, movie clips and role plays.

Literature

to be announced
This course can be taken as part of the following programs/modules:

<table>
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<tr>
<th>Program/Module</th>
<th>Specialization/Studies</th>
</tr>
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<tbody>
<tr>
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</tbody>
</table>

Content

The course introduces the characteristics of Japan as a place of business and the main aspects of Japanese management. It starts with a theoretical introduction on culture and its relevance for managing in Asian countries. After this an overview of the modern Japanese business environment is given. Major points of discussion are the most prominent aspects of Japanese management, such as production management, distribution as well as human resource and knowledge management within Japanese corporations. The courses closes with a mini workshop on who to negotiate with Japanese business partners.
Objectives

Japan remains one of the most powerful and dynamic economies of the world. The country’s economic catch-up and over-taking in key industries – within a exceptionally short time span the Japanese economy managed to bridge the gap between a quasi developing country to a leading industrialised nation – has evoked a wide spectrum of reactions. Awe, assumptions of conspiracy or even economic warfare. Regardless of the juxtaposing notions of “learning from Japan” or “confronting Japan” the common denominator is the need to understand the structure and factors of its economic rise.

In the wake of the collapse of the speculative financial bubble Japan has witnessed the longest recession period in the post-war era. "The lost decade" has replaced the "Japan as No1" syndrome and until recently the image has been that of a tumbling giant rather than that of vibrant economy. The Japanese economy is, however, on its way to recovery.

Economic indicators suggest nothing less than successful reforms and revival. Amid rapid internationalisation and the prognosticated advent of a new global system, the Japanese economy once more underlines its flexibility to adjust to new challenges. It is the juncture of continuity and change of the economic system at which this module is situated. Knowledge about Japan is essential to make informed corporate decisions. In taking a fresh look at the structural characteristics and recent developments, the module will equip students with the awareness and understanding of current opportunities and challenges posed by the world’s third largest economy.

On completion of this module, students will have:

- acquired broad factual knowledge concerning the economic practices and institutions of Japan;
- examined Japan’s integration with the world economy;
- studied structural characteristics, inherent problems and current reform efforts of the Japanese business environment.

Literature

### B493C Doing Business in India

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
<th>3</th>
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</thead>
<tbody>
<tr>
<td>Workload Hours</td>
<td>Contact Hours: 15  Independent Study: 75</td>
</tr>
<tr>
<td>Duration</td>
<td>1 Semester</td>
</tr>
<tr>
<td>Cycle</td>
<td>generally: SS</td>
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<tr>
<td>Language</td>
<td>English</td>
</tr>
<tr>
<td>Course Type</td>
<td>Seminar (1 SWS)</td>
</tr>
<tr>
<td>blocked</td>
<td>yes</td>
</tr>
<tr>
<td>PhD-oriented</td>
<td>no</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Written Exam (60 minutes)</td>
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<tr>
<td>Prerequisite for</td>
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<tr>
<td>Prerequisites</td>
<td>course registration (see department website for further information)</td>
</tr>
<tr>
<td>Registration</td>
<td>Application period from March 27th to April 9th via email to jiaxhuan.liu(at)uni-tuebingen.de.</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>20</td>
</tr>
<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Markus Pudelko</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Dr. Sujata Banerjee</td>
</tr>
</tbody>
</table>

This course can be taken as part of the following programs/modules:

<table>
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<tr>
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</table>

**Content**

The course will cover, among others, the following issues:
- Perception of self and of other
- The interplay between cultures and identity
- Indian history, political system and economy
- India as a hybrid culture and as an multicultural environment
- Indian religions, castes and ethnic groups and their impact on business
- Communication styles and how to adapt own communication style to India
- How to manage conflict in India; Indian perspectives on good leadership
- Successful team-work and knowledge-transfer: face-to-face and virtual
- Means of teaching: group-assignments (case studies, critical incidents), intercultural simulations, role-plays and intercultural interactions
Objectives

Students gain an in-depth understanding of Indian culture in business. They interact successfully with Indian business partners in different contexts, e.g. negotiations, team-work, knowledge-transfer, conflict-management and leadership. They have gained a thorough understanding of their own cultures and identity and hence choose appropriate behavioral strategies when interacting with Indian business partners. Teaching is based on an experiential and problem-based approach to intercultural learning. Students experience intercultural interaction holistically, thereby developing intercultural competency on cognitive, behavioral and affective level.

Literature

to be announced
B493D Doing Business in Africa

ECTS-Credits: 3
Workload Hours: Contact Hours: 15, Independent Study: 75
Duration: 1 Semester
Cycle: generally: WS
Language: English
Course Type: Seminar (1 SWS)
blocked: yes
PhD-oriented: no
Method of Assessment: Presentation, Group Assignment
Prerequisite for: ----
Prerequisites: course registration (see department website for further information)
Registration: Please apply for this course between October 3rd and 16th, 2016, by sending the required signup form (see Department websites) to ib@wiwi.uni-tuebingen.de. Applications submitted before October 3rd, 2016, will not be considered.

Limited Attendance: 20
Person Responsible: Prof. Dr. Markus Pudelko
Lecturer: N.N.

This course can be taken as part of the following programs/modules:

| Accounting and Finance | --- |
| Economics | Elective Module Elective Studies |
| Economics and Finance | Elective Module Elective Studies |
| European Economics | --- |
| European Management/ General Management/ International Business | Specialization Studies Focus International Business, Elective Studies |
| International Economics | Elective Module Elective Studies |
| Management & Economics | Elective Studies |
| Managerial Economics | --- |

Content

The content of this course relates to two areas: First, the business system of sub-Saharan Africa will be explored. In line with the general specialization of the Department of International Business, a specific focus will be put on the cultural context. Second, the course provides information on how the West interacts with Africa, in terms of business contacts but also humanitarian assistance. Regarding business contacts, the course analyzes how Western, in particular German, companies enter African markets and what they should do to become more successful in doing so. With regards to humanitarian assistance the course goes beyond the activity of profit-oriented companies and explores how an NGO works in sub-Saharan Africa.
Objectives
Students will obtain a basic understanding of the African business system including characteristics of African management. Students will learn about how the economic situation in sub-Saharan Africa is in flux and which role outside forces, such as the West but also China, play in this. In addition, students will obtain a better understanding of what opportunities Africa provides for Western, in particular German companies and what these companies should do in order to make use of them. Finally, students should learn about the non-profit sector by obtaining insights into the work of an NGO in Africa.

Literature

to be announced
The course will cover, among others, the following issues:
1. Economic, political, cultural environment
2. Market entry
3. Marketing
4. Management
Objectives

The main objectives of this course are as follows:
1. Gaining background knowledge on the economic, political, and cultural environment that influence the business in South Korea
2. Obtaining some insights into successfully doing business in South Korea
3. Applying theory into practice by using contemporary case studies

Literature

*A detailed reading list will be provided in the syllabus.
## B496 Seminar on Applied Research in International Business for M.Sc.

| **ECTS-Credits** | 6 |
| **Workload Hours** | Contact Hours: 20 Independent Study: 160 |
| **Duration** | 1 Semester |
| **Cycle** | generally: WS/SS |
| **Language** | English |
| **Course Type** | Seminar (1 SWS) |
| **blocked** | no |
| **PhD-oriented** | no |
| **Method of Assessment** | Interviews |
| **Prerequisite for** | --- |
| **Prerequisites** | B497 Introduction into Research Methodology for M.Sc. |
| **Registration** | Please register by emailing your name, transcript of records, and student number to Cristina Popescu (cristina.popescu@uni-tuebingen.de) by October 27th. |
| **Limited Attendance** | 12 |
| **Person Responsible** | Prof. Dr. Markus Pudelko |
| **Lecturer** | Cristina Popescu |
| **This course can be taken as part of the following programs/modules:** | |
| **Accounting and Finance** | --- |
| **Economics** | Elective Module Elective Studies |
| **Economics and Finance** | Elective Module Elective Studies |
| **European Economics** | --- |
| **European Management/ General Management/ International Business** | Specialization Studies Focus International Business, Elective Studies |
| **International Economics** | Elective Module Elective Studies |
| **Management & Economics** | Elective Studies |
| **Managerial Economics** | --- |

### Content

In this seminar, students can obtain deep insight into research on the role of bicultural individuals in multinational corporations. In terms of methods, the compact sessions will show how to generate data by means of semi-structured interviews and how to transcribe and code the data (by means of the softwares F4 and ATLAS.ti). With regards to content, the course will introduce the students into the topic of bicultural individuals in multinational corporations. After having set this basis, students will conduct interviews by themselves in order to apply the previously gained theoretical knowledge on generating and analyzing the data in real projects. Students will write a term paper that reports their research activities and their findings of the interviews.
Objectives

After having participated in this course, students should be able to
- apply qualitative methods in management research
- conduct, transcribe and code interviews

Literature

B497 Introduction into Research Methodology for M.Sc.

ECTS-Credits 3
Workload Hours Contact Hours: 15 Independent Study: 75
Duration 1 Semester
Cycle generally: WS, SS
Language English
Course Type Seminar (1 SWS)
blocked yes
PhD-oriented no
Method of Assessment Written Exam (60 minutes)
Prerequisite for ---
Prerequisites ---
Registration Please apply for this course between September 26th and October 9th, 2016 (winter term) or between April 3rd and April 16th, 2017 (summer term) by sending the required signup form to ib[at]wiwi.uni-tuebingen.de. Applications submitted before October 3rd (Limited Attendance) This course is limited to students writing their Master thesis at the Department of International Business, M.Sc. in International Business students planning to apply for a Master thesis at the Department during their year abroad or M.Sc. students participate in this program. Person Responsible Prof. Dr. Markus Pudelko Lecturer Dr. Helene Tenzer

This course can be taken as part of the following programs/modules:

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Content

Students writing their Master thesis at the Department of International Business will be given advice on how to formulate a viable research problem and select an appropriate research design for their specific studies. Several methods of data collection are introduced, validity, reliability and sampling issues are discussed and efficient ways to process and display data are presented. Questions regarding the style and structure of scientific papers will also be covered.
Objectives

This seminar is designed to equip students with:
- a basic understanding of doing research in the area of international business
- a plan how to develop a new research project
- advice on how to review literature efficiently
- a plan how to structure a scientific thesis
- an overview of common methodological tools
- advice for good practice in research
- the prerequisites for writing a Master thesis or term paper at the Department of International Business

Literature

**ECTS-Credits** 9

**Workload Hours** Contact Hours: 30  Independent Study: 240

**Duration** 1 Semester

**Cycle** generally: SS

**Language** English

**Course Type** Seminar (2 SWS)

**blocked** yes

**PhD-oriented** no

**Method of Assessment** Presentation, Term Paper, Oral Exam

**Prerequisite for** ---

**Prerequisites** ---

**Registration** Registration required. Further information on the registration process is available on the homepage of the Department of Finance.

**Limited Attendance** 25

**Person Responsible** Prof. Dr. Christian Koziol

**Lecturer** Prof. Dr. Christian Koziol and assistants

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**This course can be taken as part of the following programs/modules:**

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**Content**

The covered topics concern modern financial challenges in terms of financing decisions, pricing of complex claims or asset management strategies.

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**Objectives**

Participating students will obtain in-depth knowledge of a special topic by carrying out individual analyses and writing a thesis. The ability to critically evaluate these findings is enhanced by presentations and discussions in class.

---

**Literature**

B511 Seminar on Banking (Master Seminar)  

| **ECTS-Credits** | 6 |
| **Workload Hours** | Contact Hours: 30  Independent Study: 150 |
| **Duration** | 1 Semester |
| **Cycle** | generally: WS |
| **Language** | English |
| **Course Type** | Seminar (2 SWS) |
| **blocked** | yes |
| **PhD-oriented** | no |
| **Method of Assessment** | Presentation, Assignments, Term Paper |
| **Prerequisite for** | --- |
| **Prerequisites** | --- |
| **Registration** | Via Chair website. |
| **Limited Attendance** | --- |
| **Person Responsible** | Prof. Ted Azarmi, PhD |
| **Lecturer** | Prof. Ted Azarmi, PhD, and Eva Vöhringer, M.Sc. |

This course can be taken as part of the following programs/modules:

| **Accounting and Finance** | Specialization Studies |
| **Economics** | Elective Module Elective Studies |
| **Economics and Finance** | Elective Module Elective Studies |
| **European Economics** | --- |
| **European Management/ General Management/ International Business** | Specialization Studies Focus Banking, Elective Studies |
| **International Economics** | Elective Module Elective Studies |
| **Management & Economics** | Elective Studies |
| **Managerial Economics** | Specialization Studies |

**Content**

This seminar covers tools, theory, and practice focusing on knowledge management system development for investment research, company Analysis, and value investing. It takes the CFA company research approach and in so doing complements the CFA preparation courses offered at Tuebingen. The seminar relies on the Harvard Business School (HBS) case studies and lecture notes. It also uses academic studies from the Journal of Financial Economics, the Journal of Finance and the Review of Financial Studies. In addition, practical tools as currently used for company analysis and investment research and value investing is covered.
Objectives

The goal of this seminar is to provide an academic training for a career in Investment research, company Analysis, and value investing, investment banking, strategic management consulting, or teaching and research that focuses on these industries. It aims at developing the following skills:
1) using the theory related to the Investment research, company analysis, and value investing from first-rate scholarly literature in finance
2) producing and efficiently using a knowledge management system
3) using a bulletin-board on internet for sharing job search process, application, interview, and internship experiences
4) developing communication tools relevant to practitioners and academics in these fields
5) achieving a practical business MBA-type education that is results-oriented and focuses on financial success in business.

Literature

For the reading list please refer to the course board at www.azarmi.org
**ECTS-Credits**  
6  

**Workload Hours**  
Contact Hours: 30  
Independent Study: 150  

**Duration**  
1 Semester  

**Cycle**  
generally: SS  

**Language**  
English  

**Course Type**  
Colloquium (2 SWS)  

**blocked**  
yes  

**PhD-oriented**  
yes  

**Method of Assessment**  
Presentation, co-presentation  

**Prerequisite for**  
---  

**Prerequisites**  
---  

**Registration**  
Details about the registration procedure will be announced via the chair websites.  

**Limited Attendance**  
20; This course is primarily oriented towards students of the M.Sc. in Management & Economics. Students of other programs can only apply if there are spots available after all applications from students of the M.Sc. in Management & Economics have been cons  

**Person Responsible**  
Prof. Dr. Werner Neus, Prof. Dr. Patrick Kampkötter  

**Lecturer**  
Prof. Dr. Werner Neus, Prof. Dr. Patrick Kampkötter  

---  

This course can be taken as part of the following programs/modules:  

<table>
<thead>
<tr>
<th>Program/Module</th>
<th>Elective Studies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting and Finance</td>
<td>Elective Studies</td>
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<tr>
<td>Economics</td>
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</tr>
<tr>
<td>Economics and Finance</td>
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<tr>
<td>European Economics</td>
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<tr>
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<td>Elective Studies</td>
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<tr>
<td>International Economics</td>
<td>Elective Module Elective Studies</td>
</tr>
<tr>
<td>Management &amp; Economics</td>
<td>Ph.D-oriented Seminar, Elective Studies</td>
</tr>
<tr>
<td>Managerial Economics</td>
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</tbody>
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**Content**  
The course deals with current research topics in management and economics.  

---  

**Objectives**  
Critical assessment of current research topics, development of methodological competencies, presentation of research.  

---  

**Literature**  
will be announced
### B520 Research Seminar on Marketing (Master Seminar)

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
<th>9</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workload Hours</td>
<td>Contact Hours: 30</td>
</tr>
<tr>
<td>Duration</td>
<td>1 Semester</td>
</tr>
<tr>
<td>Cycle</td>
<td>generally: SS</td>
</tr>
<tr>
<td>Language</td>
<td>English</td>
</tr>
<tr>
<td>Course Type</td>
<td>Seminar (2 SWS)</td>
</tr>
<tr>
<td>blocked</td>
<td>yes</td>
</tr>
<tr>
<td>PhD-oriented</td>
<td>yes</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Presentation, Term Paper, Oral Participation</td>
</tr>
<tr>
<td>Prerequisite for</td>
<td>---</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>---</td>
</tr>
<tr>
<td>Registration</td>
<td>Please register in ILIAS. Further details are available at <a href="http://www.uni-tuebingen.de/wiwi/marketing">www.uni-tuebingen.de/wiwi/marketing</a>.</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>12</td>
</tr>
<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Dominik Papies</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Prof. Dr. Dominik Papies</td>
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<td>Elective Studies</td>
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</tbody>
</table>

#### Content

This seminar will cover advanced topics from Marketing. Training of analytic and presentation skills will complement this class.

#### Objectives

Students will know how to successfully analyze selected marketing problems in a scientific thesis. Training of analytic and presentation skills will complement this class.

#### Literature

to be announced
Please take notice of dates and registration periods announced online at www.uni-tuebingen.de/wiwi/marketing.

### B521 Marketing Models

M.Sc.
ECTS-Credits: 9
Workload Hours: Contact Hours: 30 Independent Study: 240
Duration: 1 Semester
Cycle: generally: WS (not offered in WS 16/17)
Language: English
Course Type: Lecture (2 SWS)
blocked: no
PhD-oriented: yes
Method of Assessment: Presentation, Term Paper, Oral Participation
Prerequisite for: ---
Prerequisites: ---
Registration: Please register in ILIAS. Further details are available at www.uni-tuebingen.de/wiwi/marketing.
Limited Attendance: 12
Person Responsible: Prof. Dr. Dominik Papies
Lecturer: Prof. Dr. Dominik Papies

This course can be taken as part of the following programs/modules:

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</table>

Content

This lecture will cover advanced topics on Marketing Models. Students will read key papers on the specification and estimation of marketing models and appropriate tools of identification with a special focus on marketing models. Students will estimate marketing models and present the results of their estimation in class.
Objectives

After successful participation students will know relevant papers on marketing models, will be aware of different
data collection methods, will know approaches how to model consumer behavior, and will be able to implement
the estimation using statistical software (e.g., Stata, Gauss).

Literature

1338.
B530 Master Seminar in Managerial Accounting

ECTS-Credits: 9
Workload Hours: Contact Hours: 30, Independent Study: 240
Duration: 1 Semester
Cycle: generally: WS
Language: English
Course Type: Seminar (2 SWS)
blocked: yes
PhD-oriented: yes
Method of Assessment: Presentation, Discussion, Term Paper, Oral Participation
Prerequisite for: ---
Prerequisites: ZB532, Participants are required to attend the accompanying course on scientific writing
Registration: Registration details (including registration form) can be found on the webpage of the chair.
Limited Attendance: 24
Person Responsible: Prof. Dr. Patrick Kampkötter
Lecturer: Prof. Dr. Patrick Kampkötter

This course can be taken as part of the following programs/modules:

<table>
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<tr>
<th>Accounting and Finance</th>
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<tr>
<td>European Management/ General Management/ International Business</td>
<td>Specialization Studies Focus Managerial Accounting and Controlling, Elective Studies</td>
</tr>
<tr>
<td>International Economics</td>
<td>Elective Module Elective Studies</td>
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<tr>
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<td>Specialization Studies, Elective Studies</td>
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<td>Specialization Studies</td>
</tr>
</tbody>
</table>

Content

The course deals with current topics in Managerial Accounting.

Objectives

The students learn to analyze practical and theoretical problem sets and are introduced to different approaches to Managerial Accounting. Besides scientific writing skills, students practice their presentation and communication skills. A discussion of a fellow student's thesis further enhances analytical and discussion skills. This seminar serves as a preparation for a master thesis in managerial accounting and related disciplines.

Literature

Depends on topic and will be announced (see homepage).
**ECTS-Credits** 9

**Workload Hours**
- Contact Hours: 30
- Independent Study: 240

**Duration** 1 Semester

**Cycle** generally: SS

**Language** English

**Course Type** Seminar (2 SWS)

**blocked** yes

**PhD-oriented** no

**Method of Assessment** Presentation, Discussion, Term Paper, Oral Participation

**Prerequisite for** ---

**Prerequisites** B440

**Registration** via chair website

**Limited Attendance** 16

**Person Responsible** Prof. Dr. Kerstin Pull

**Lecturer** Prof. Dr. Kerstin Pull, Julian Nüssle, M.Sc., and Dr. Jasmin Joecks

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**This course can be taken as part of the following programs/modules:**

- Accounting and Finance
- Economics
- Economics and Finance
- European Economics
- European Management/
  General Management/
  International Business
- International Economics
- Management & Economics
- Managerial Economics

---

**Content**

The seminar focuses on changing topics in personnel economics.

**Objectives**

In preparation for their Master thesis, students in this course learn how to find a research question and how to write their own research paper. They are introduced to research techniques and scientific writing. When presenting their paper, students practice their presentation and communication skills (written and oral). Preparing a short discussion paper on a fellow student’s presentation further enhances students’ analytical and communication skills.

**Literature**

varies depending on subject; see announcement on homepage

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**B570 Master Seminar PC-Lab in Finance**

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ECTS-Credits 9
Workload Hours Contact Hours: 30  Independent Study: 240
Duration 1 Semester
Cycle generally: SS
Language English
Course Type Seminar (2 SWS)
blocked no
PhD-oriented no
Method of Assessment Assignments
Prerequisite for B473
Prerequisites At least one out of: B470, B471, B472 or equivalent
Registration siehe Homepage
Limited Attendance 24
Person Responsible Prof. Dr.-Ing. Rainer Schöbel
Lecturer Prof. Dr.-Ing. Rainer Schöbel and assistants

This course can be taken as part of the following programs/modules:

<table>
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<tr>
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</tr>
<tr>
<td>Economics and Finance</td>
<td>Master Seminar, Elective Module Finance, Elective Module Elective Studies</td>
</tr>
<tr>
<td>European Economics</td>
<td>Specialization Studies Focus Finance</td>
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<tr>
<td>European Management/</td>
<td>Specialization Studies Focus Corporate Finance, Elective Studies</td>
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<tr>
<td>General Management/</td>
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Content
There are six different programming projects offered, which have to be solved by the students using commercial software (MatLab).

Objectives
After completion of this course students should be able to implement concepts and models from modern finance theory successfully.

Literature
to be announced
**ECTS-Credits**  
9

**Workload Hours**  
Contact Hours: 20  
Independent Study: 250

**Duration**  
1 Semester

**Cycle**  
generally: WS, SS

**Language**  
English

**Course Type**  
Seminar (2 SWS)

**blocked**  
no

**PhD-oriented**  
no

**Method of Assessment**  
Presentation, Term Paper

**Prerequisite for**  
---

**Prerequisites**  
Pass of an IB module and formal acceptance to this seminar.

**Registration**  
Application period from 10th to 23rd of October 2016 by E-Mail to jiaxuan.liu[at]uni-tuebingen.de / First session & Writing period starts from:
Group A: 25th of October and Group B: 26th of October / Submission Deadline:
Group A: 6th of December and Group

**Limited Attendance**  
12

**Person Responsible**  
Prof. Dr. Markus Pudelko

**Lecturer**  
Prof. Dr. Markus Pudelko, Jiaxuan (Alice) Liu

**This course can be taken as part of the following programs/modules:**

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**Content**

Students are requested to write a term paper on a pre-defined topic and present its key findings during the seminar.
Objectives

Students writing a term paper with the Department of International Business will have a weekly class during the writing period in order to receive methodological support. In addition, they will present the key outcomes of their papers and discuss their topic with department faculty and peers during the block session at the end of the seminar. The final mark will be based on the term paper and its presentation. Research interested students have the opportunity to attend beforehand the seminar “B497 Introduction into Research Methodology for M.Sc.”, also offered by the Department of International Business. This course is compulsory for students writing their Master thesis at the Department, but is also helpful for the preparation of term papers. It acquaints students with the principles of research in business and offers advice for academic writing.

Literature

varies depending on the topic of the term paper
## ECTS-Credits
3

## Workload Hours
- Contact Hours: 16
- Independent Study: 74

## Duration
1 Semester

## Cycle
generally: WS

## Language
English

## Course Type
Seminar (1 SWS)

## blocked
no

## PhD-oriented
no

## Method of Assessment
Written Exam (60 minutes)

## Prerequisite for
---

## Prerequisites
---

## Registration
Bitte um Voranmeldung an helene.tenzer[at]uni-tuebingen.de

## Limited Attendance
---

## Person Responsible
Prof. Dr. Markus Pudelko

## Lecturer
Prof. Dr. Markus Pudelko, Contact Person: Dr. Helene Tenzer

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## Content

This seminar introduces participants (future scholars and junior scholars) into publication strategies for top international journals in the area of management.

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Objectives

The course provides an overview on:
• the requirements of international publications in management;
• journal rankings;
• selected journals;
• research methods;
• the review process;
• various publication strategies; and
• the “crafting aspect” for the writing of the various sections of an article.

Literature

A series of articles to be announced on a case by case basis.
E410 Topics in Fiscal Federalism and Fiscal Competition

ECTS-Credits: 6
Workload Hours: Contact Hours: 60 Independent Study: 120
Duration: 1 Semester
Cycle: generally: WS
Language: English
Course Type: Lecture (2 SWS), Practice Course (2 SWS)
blocked: no
PhD-oriented: yes
Method of Assessment: Written Exam (90 minutes)
Prerequisite for: ---
Prerequisites: ---
Registration: No registration required.
Limited Attendance: ---
Person Responsible: Prof. Dr. Georg Wamser
Lecturer: Prof. Dr. Georg Wamser

This course can be taken as part of the following programs/modules:

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<td>Specialization Module International Macroeconomics, Elective Module Economics, Elective Module Elective Studies</td>
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</table>

Content

The course will discuss implications of multilevel governance on economic behavior (of governments, individuals or firms). Topics presented include:
(i) assignment of responsibilities in federations
(ii) revenue sharing and fiscal transfers
(iii) tax competition.
Objectives

The course will equip students with formal methods to understand complex issues in fiscal federalism. It particularly aims at making sense of actual practices in federations around the world.

Literature

A literature list will be provided online
Content

This course will present a unified framework in which public policy and, in particular, tax policy and its consequences can be analyzed. We introduce basic concepts used in public economics and some fundamentals of economic modelling. Topics include:
(i) taxes and labor supply
(ii) income taxation
(iii) commodity taxation
(iv) taxes and investment, as well as
(v) taxes and foreign direct investment.
Objectives

The main agenda of this lecture is to familiarize students with important topics in public economics with a focus on taxation. The course will not only present theoretical methods used in public economics, it also aims at demonstrating how theoretical work has influenced empirical research by discussing recent research papers.

Literature

Keuschnigg, Christian (2005), Öffentliche Finanzen: Einnahmenpolitik, Tübingen: Mohr Siebeck. An English manuscript will be provided.
E420 Advanced Perspectives in the Analytics and Policy Design of International Migration

ECTS-Credits: 6
Workload Hours: Contact Hours: 60  Independent Study: 120
Duration: 1 Semester
Cycle: generally: SS
Language: English
Course Type: Lecture (2 SWS), Practice Course (2 SWS)
blocked: yes
PhD-oriented: yes
Method of Assessment: Written Exam (90 minutes)
Prerequisite for: ---
Prerequisites: E424
Registration: The registration procedure as well as the exact dates for the block session will be announced at the beginning of the term; see http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics/teaching.html
Limited Attendance: 12
Person Responsible: Prof. Dr. Wilhelm Kohler
Lecturer: Prof. Dr. Dr. h.c. Oded Stark

This course can be taken as part of the following programs/modules:

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<td>Elective Module International Economics, Elective Module Elective Studies</td>
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Content

International migration is one of the most exciting topics to explore in social science research. Why some people leave, why others stay, what are the repercussions of migration for the sending and the receiving economies, for the migrants themselves, and for their families are themes that invite disciplined inquiry. The main purpose of the course is to induce the participants to think rigorously, creatively, and in non-conventional ways on various approaches to the modeling of migration choices and consequences, and to demonstrate to the participants how such a thinking process could enrich the spectrum of informed migration policies.
Objectives

Following the course, the participants are expected to be more at ease with deciphering theoretical research on migration, and at engaging in such research themselves. Participants will be exposed to the art of economic modeling in general, and to the workings of applied microeconomic theory in particular.

Literature

Stark, Oded, Altruism and Beyond, Cambridge: Cambridge University Press, 1995 and 1999
Journal articles to be announced in the course
### E421 International Trade Theory

| ECTS-Credits | 9 |
| Workload Hours | Contact Hours: 60, Independent Study: 210 |
| Duration | 1 Semester |
| Cycle | generally: SS |
| Language | English |
| Course Type | Lecture (3 SWS), Practice Course (1 SWS) |
| blocked | no |
| PhD-oriented | yes |
| Method of Assessment | Written Exam (90 minutes) |
| Prerequisite for | --- |
| Prerequisites | E424 |
| Registration | see http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics/teaching.html |
| Limited Attendance | --- |
| Person Responsible | Prof. Dr. Wilhelm Kohler |
| Lecturer | Dr. Bohdan Kukharskyy |

**This course can be taken as part of the following programs/modules:**

| Accounting and Finance | --- |
| Economics | Specialization Module Economic Theory, Elective Module International Economics, Elective Module Elective Studies |
| Economics and Finance | Elective Module International Economics, Elective Module Elective Studies |
| European Economics | Specialization Studies Focus International Economics |
| European Management/General Management/International Business | Elective Studies |
| International Economics | Specialization Module International Trade, Elective Module International Economics, Elective Module Elective Studies |
| Management & Economics | Elective Studies |
| Managerial Economics | --- |

**Content**

1. Comparative advantage
2. Factor endowments, factor prices and trade
3. New Trade theory: monopolistic competition and oligopoly
Objectives

Students develop an understanding of advanced tools of trade theory. They learn how these tools are applied to core problems that repeatedly appear in the globalization debate. In particular, students learn how trade affects wages, real incomes, and the economic well-being of the society at large.

Literature

E423 Firm-based View of International Trade: Positive and Normative Issues

ECTS-Credits 9
Workload Hours
Contact Hours: 60  Independent Study: 210
Duration 1 Semester
Cycle generally: WS (not offered in WS 16/17)
Language English
Course Type Lecture (3 SWS), Practice Course (1 SWS)
blocked no
PhD-oriented yes
Method of Assessment Written Exam (90 minutes), Assignments
Prerequisite for 
Prerequisites E424; S422 desirable
Registration 0
Limited Attendance 30
Person Responsible Dr. Bohdan Kukharskyy
Lecturer Dr. Bohdan Kukharskyy

This course can be taken as part of the following programs/modules:

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Content

The course reviews modern theoretical developments of trade theory, focusing on heterogeneity among firms. Students will learn about determinants of the trade pattern as well as the effects of trade when firms differ in their productivity. The aim is to better understand important stylized empirical facts of modern day trade between developed countries as well as trade between industrial and developing countries. Students will also learn empirical methods to quantify the normative implications of trade in an environment of firm heterogeneity.
Objectives

This course intends to familiarize students with the state-of-the-art concepts and methods used in modern trade theory. It imparts the necessary skills to conduct own theoretical and empirical research in international economics. Students will also acquire some programming skills with the mathematical software MAPLE, which can be used to calibrate the theoretical models and assess the welfare gains from trade.

Literature

E424 Advanced Microeconomics

ECTS-Credits 9
Workload Hours Contact Hours: 90 Independent Study: 180
Duration 1 Semester
Cycle generally: WS
Language English
Course Type Lecture (4 SWS), Practice Course (2 SWS)
blocked no
PhD-oriented no
Method of Assessment Written Exam (120 minutes), Assignments
Prerequisite for B415, E420, E421, E422, E425
Prerequisites E442 (not obligatory)
Students attending this course are strongly advised to also take the preparatory math class "Mathematical Methods in Advanced Microeconomics" (E428)
Registration see http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics/teaching.html
Limited Attendance ---
Person Responsible Prof. Dr. Wilhelm Kohler, Prof. Dr. Frank Stähler
Lecturer Prof. Dr. Wilhelm Kohler; Prof. Dr. Frank Stähler; Peter Eppinger, M.Sc.

This course can be taken as part of the following programs/modules:

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Content
The course deals with the essential concepts of modern microeconomic theory on an advanced level. We will deal with preferences and consumer behavior, production and firm behavior, competitive market equilibrium and general equilibrium, welfare, market failure and market power, and game theory.
Objectives

Completion of this course is a core requirement for our Master programs in Economics. It prepares students to successfully participate in advanced field courses offered in these programs. Together with the courses Advanced Macroeconomics and Advanced Econometrics, this course will enable students to develop their own research agenda for the Master program and beyond. Having completed these courses, students will be able to understand articles in leading economic journals.

Literature

Mas-Colell, Andreu, Whinston, Michael D. and Jerry R. Green, Microeconomic Theory, Oxford University Press, September 1995
E426 Global Production and Sourcing  

ECTS-Credits: 6  
Workload Hours: Contact Hours: 45  
Independent Study: 135  
Duration: 1 Semester  
Cycle: generally: WS  
Language: English  
Course Type: Lecture (2 SWS), Practice Course (1 SWS)  
Blocked: no  
PhD-oriented: no  
Method of Assessment: Written Exam (60 minutes)  
Prerequisite for: ---  
Prerequisites: E424, E421  
Registration: No registration required  
Limited Attendance: ---  
Person Responsible: Dr. Bohdan Kukharskyy  
Lecturer: Dr. Bohdan Kukharskyy  

This course can be taken as part of the following programs/modules:  

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Content  
This course deals with the impact of contractual incompleteness on the production and sourcing decisions of multinational firms. In particular, students will study the effect of a host country’s contracting institutions on a firm’s choice of the production location for its intermediate inputs. Furthermore, they will learn about the impact of contract enforcement on a firm’s decision whether to conduct the production of intermediate inputs in-house or to outsource it to an independent supplier. The aim of this course is to better understand the modern day empirical stylized facts about trade and foreign direct investment flows.
Objectives
This course will enable students to rationalize key empirical facts about the international organization of production. It imparts necessary skills to understand related articles published in leading international academic journals and to conduct own theoretical and empirical research in this field.

Literature
This course can be taken as part of the following programs/modules:

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**Content**

This course builds upon the course entitled International Trade Theory in presenting recent developments in the analysis of economic globalization with special emphasis on labor. In addition to international trade, we will cover international migration.

1. Trade in tasks
2. The relationship between trade and migration
3. The effect of trade and migration on wages and inequality
4. Globalization and unemployment
5. Labor market institutions as a source of comparative advantage
6. Assignment models for international trade
Objectives
The objective of this course is to demonstrate how theoretical and empirical methods can be applied to analyse topical issues in the relationship between globalization and labor. Globalization is meant to include new forms of international trade, such as offshoring and trade in task. The course aims at bringing students to the frontier of theoretical and empirical research that deals with the labor market effects (wage inequality, unemployment) of international trade, and with the role of labor market institutions as a possible determinant of comparative advantage and trade.

Literature
The course is not based on textbooks or monographs, but will instead draw on recent journal articles. A detailed list of readings will be made available at the beginning of term.
E429 Economics of International Migration and Trade  

**ECTS-Credits**  
9

**Workload Hours**  
Contact Hours: 60  
Independent Study: 210

**Duration**  
1 Semester

**Cycle**  
generally: WS

**Language**  
English

**Course Type**  
Lecture (3 SWS), Practice Course (1 SWS)

**blocked**  
no

**PhD-oriented**  
yes

**Method of Assessment**  
Written Exam (90 minutes), Presentations, Assignments

**Prerequisite for**  
---

**Prerequisites**  
E424, E421 desired

**Registration**  
The registration procedure will be announced about 2 weeks before term comences; see http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics/teaching.html

**Limited Attendance**  
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**Person Responsible**  
Prof. Dr. Wilhelm Kohler

**Lecturer**  
Prof. Dr. Wilhelm Kohler

**This course can be taken as part of the following programs/modules:**

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**Content**

We observe restrictive immigration policies in all high income countries throughout the world. The rationale usually is that immigration has adverse effects on the labor markets, specifically harming income and employment perspectives of low skilled workers who are often close substitutes for immigrant workers. In this course, we first develop a theoretical perspective on immigration that will tell us about the effect of immigration on welfare of the emigration country, the immigration country and on migrants themselves. We shall then deal with the exact relationship between immigration and native wages, including approaches to address this thorny issue from an empirical perspective.

1. The welfare effect of immigration: immigration surplus
2. The welfare effect of emigration: brain drain and brain gain
Objectives

The objective of this course is to demonstrate how theoretical and empirical methods can be applied to analyse topical issues in the relationship between international migration and international trade. The course aims at bringing students to the frontier of theoretical and empirical research that deals with the welfare and labor market effects international trade and migration.

Literature


Further readings will be made available at the beginning of term.
**E430 Monetary Economics**

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
<th>6</th>
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</table>

**Workload Hours**

Contact Hours: 45  
Independent Study: 135

**Duration**

1 Semester

**Cycle**

generally: SS

**Language**

English

**Course Type**

Lecture (2 SWS), Practice Course (1 SWS)

**blocked**

no

**PhD-oriented**

yes

**Method of Assessment**

Written Exam (90 minutes)

**Prerequisite for**

E430K

**Prerequisites**

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**Registration**

No registration required.

**Limited Attendance**

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**Person Responsible**

Prof. Dr. Gernot Müller

**Lecturer**

Prof. Dr. Gernot Müller

This course can be taken as part of the following programs/modules:

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**Content**

1. Money and Monetary Policy  
2. Evidence on the Effects of Monetary Policy  
3. Price level determination  
4. The New Keynesian Model  
5. Optimal monetary policy  
6. The zero lower bound on policy rates
Objectives
The course introduces students to basic concepts of monetary economics. We also discuss time-series techniques to establish the effects of monetary policy. The main objective of the course is to make students familiar with the New Keynesian view on business cycles and stabilization policies. Students may also attend a computer tutorial which introduces numerical methods to solve dynamic stochastic general equilibrium models.

Literature
**ECTS-Credits** 3
**Workload Hours** Contact Hours: 30  Independent Study: 60
**Duration** 1 Semester
**Cycle** generally: SS
**Language** English
**Course Type** PC-Lab (2 SWS)
**blocked** no
**PhD-oriented** yes
**Method of Assessment** Presentation
**Prerequisite for** ---
**Prerequisites** E430
**Registration** No registration required.
**Limited Attendance** 28
**Person Responsible** Prof. Dr. Gernot Müller
**Lecturer** Prof. Dr. Gernot Müller

This course can be taken as part of the following programs/modules:

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**Content**
Matlab for E430 Monetary Economics.

**Objectives**
Tutorial which introduces techniques to estimate VAR models in Matlab as well as numerical methods to solve dynamic stochastic general equilibrium models.

**Literature**
References are provided during the lecture.
ECTS-Credits 6
Workload Hours Contact Hours: 60 Independent Study: 120
Duration 1 Semester
Cycle generally: WS
Language English
Course Type Lecture (2 SWS), Practice Course (1 SWS)
blocked no
PhD-oriented yes
Method of Assessment Written Exam (90 minutes)
Prerequisite for E431K
Prerequisites ---
Registration No registration required.
Limited Attendance ---
Person Responsible Prof. Dr. Gernot Müller
Lecturer Prof. Dr. Gernot Müller

This course can be taken as part of the following programs/modules:

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Content
Current account determination, sovereign debt and default, exchange rates and monetary policy.

Objectives
Students become familiar with content and the tools of modern macroeconomics.

Literature
No single textbook. Detailed references will be provided during the lectures.
**ECTS-Credits**  
3

**Workload Hours**  
Contact Hours: 30  
Independent Study: 60

**Duration**  
1 Semester

**Cycle**  
generally: WS

**Language**  
English

**Course Type**  
PC-Lab (2 SWS)

**blocked**  
no

**PhD-oriented**  
yes

**Method of Assessment**  
Assignment

**Prerequisite for**  
---

**Prerequisites**  
E431

**Registration**  
No registration required.

**Limited Attendance**  
28

**Person Responsible**  
Prof. Dr. Gernot Müller

**Lecturer**  
Prof. Dr. Gernot Müller

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This course can be taken as part of the following programs/modules:

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**Content**

Matlab for E431 Open Economy Macroeconomics.
Objectives

Students become familiar with Matlab. In particular, we study how to solve some of the Open-Economy-Macroeconomics models (introduced in E431) numerically. The algorithms discussed in the course are widely used in contemporary macroeconomic research.

Literature

References are provided during the lecture.
| ECTS-Credits | 6 |
| Workload Hours | Contact Hours: 45, Independent Study: 135 |
| Duration | 1 Semester |
| Cycle | generally: SS |
| Language | English |
| Course Type | Lecture (2 SWS), Practice Course (1 SWS) |
| blocked | no |
| PhD-oriented | no |
| Method of Assessment | Written Exams (90 minutes), Assignments |
| Prerequisite for | --- |
| Prerequisites | Good working knowledge of calculus |
| Registration | No registration required. |
| Limited Attendance | --- |
| Person Responsible | Prof. Dr. Christian Manger |
| Lecturer | Prof. Dr. Christian Manger |

This course can be taken as part of the following programs/modules:

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Content

1. Perfect labour markets (labour supply decision, labour demand, compensating wage differentials)
2. Information asymmetries (shirking / efficiency wages, signaling)
3. Discrimination (taste-based discrimination, statistical discrimination)
4. Human capital and imperfect credit markets
5. Random search (Diamond-Mortensen-Pissarides model)
6. Wage posting, on the job search, and equilibrium wage dispersion
7. Minimum wages
Objectives

This course will familiarize students with formal models in labour market theory. A particular focus of the course is on heterogeneous workers in imperfect labor markets. Completion of the course will enable them to analyze current political issues such as residual wage differentials, discrimination with respect to gender or ethnicity, and the effects of minimum wages.

Literature

The mandatory textbook chapters and articles will be announced in the lecture. The following books and articles are good references for the topics covered:


The course familiarizes students with the essential concepts of modern macroeconomic theory at an advanced level. A particular focus will be placed on learning how to use formal microfounded models to analyze and understand economic growth dynamics. In terms of economic models, the following topics will be covered: Growth Theory (the Solow Model, the Ramsey-Cass-Koopmans Model, the Diamond OLG Model, and Endogenous Growth Theory), Inequality and Growth (the Alesina-Rodrik Model), Labor Economics (the Mortensen-Pissarides Model), and Monetary Policy and the Business Cycle (the Classical Monetary Model and the New Keynesian Model). While the course will be mostly concerned with positive economic theory, students will also learn to derive and understand the normative and policy implications of the covered models.
Objectives

Completion of this course is a core requirement for our Master programs in Economics. It prepares students to successfully participate in advanced field courses offered under these programs. Together with the companion courses in Advanced Microeconomics and Advanced Econometrics, this course will enable students to develop their own research agenda for the Master program as well as a PhD program that they may want to pursue subsequent to this Master program. Having completed these courses, students will feel comfortable reading journal articles at the frontier of modern economic research.

Literature

The mandatory textbook chapters and articles will be announced in the lecture. The following books are good references for the topics covered:

### E434 Colloquium in International Economics

**ECTS-Credits** 3  
**Workload Hours** Contact Hours: 30 Independent Study: 60  
**Duration** 1 Semester  
**Cycle** generally: WS, SS  
**Language** English  
**Course Type** Colloquium (2 SWS)  
**blocked** no  
**PhD-oriented** no  
**Method of Assessment** Presentation and/or assignments  
**Prerequisite for** ---  
**Prerequisites** Compulsory master courses, as required by the relevant curriculum.  
**Registration** No registration required.  
**Limited Attendance** ---  
**Person Responsible** Prof. Dr. Gernot Müller  
**Lecturer** Prof. Dr. Gernot Müller, Prof. Dr. Wilhelm Kohler

This course can be taken as part of the following programs/modules:

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### Content

Topics at the frontier of international economics as treated in current research papers (ongoing work by Tübingen faculty).
Objectives

This two-hour course is interactive in nature, based on presentations by advanced students from our international economics courses, as well as our own research staff. It aims to bridge the gap between our international economics courses and the frontier of academic research, as well as topical economic policy problems. Participants will become familiar with current research topics and methods. They will also learn how to make new research accessible to academic audiences.

Literature

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**E435 DSGE modelling in Dynare**

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<td>Duration</td>
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<td>Language</td>
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<td>Course Type</td>
<td>Matlab Tutorial (2 SWS). The sessions will take place in the first half of the semester!</td>
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<td>blocked</td>
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<td>PhD-oriented</td>
<td>yes</td>
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<tr>
<td>Method of Assessment</td>
<td>Assignments and Presentations.</td>
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<td>Prerequisite for</td>
<td>E530 Master Seminar on Monetary and Fiscal Policy.</td>
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<td>Prerequisites</td>
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<td>No registration required.</td>
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<tr>
<td>Lecturer</td>
<td>Francesco D'Ascanio, M.Sc.</td>
</tr>
</tbody>
</table>

This course is offered as part of the following programs/modules:

<table>
<thead>
<tr>
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<th>---</th>
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<tbody>
<tr>
<td>Economics</td>
<td>Elective Module Economics, Elective Module Elective Studies</td>
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<tr>
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<tr>
<td>European Economics</td>
<td>Specialization Studies Focus Economics</td>
</tr>
<tr>
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<tr>
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<td>Elective Studies</td>
</tr>
<tr>
<td>Managerial Economics</td>
<td>Elective Studies</td>
</tr>
</tbody>
</table>

**Content**

This course teaches how to use Dynare to solve and simulate dynamic stochastic general equilibrium (DSGE) models, with a focus on monetary and fiscal policy. Particular attention will be devoted to the simulation of frictionless RBC models and New Keynesian models.

Software used: Dynare and Matlab
Objectives

Students gain expertise in simulating DSGE models and in mastering Dynare’s main functionalities.

Literature


**ECTS-Credits** 9

**Workload Hours**
- Contact Hours: 60
- Independent Study: 210

**Duration** 1 Semester

**Cycle**
- generally: WS

**Language** English

**Course Type**
- Lecture (4 SWS)

**blocked**
- no

**PhD-oriented**
- no

**Method of Assessment** Written Exam (90 minutes)

**Prerequisite for**
- ---

**Prerequisites**
- ---

**Registration**
- No registration required.

**Limited Attendance**
- ---

**Person Responsible**
- Prof. Dr. Frank Stähler

**Lecturer**
- Prof. Dr. Frank Stähler

---

This course can be taken as part of the following programs/modules:

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</tbody>
</table>

**Content**

This course will deal with the role of multinational enterprises in the world economy. We will explain why and when they exist, and we will discuss in detail which type of foreign direct investment we may expect, considering different market conditions and country characteristics. Furthermore, we will consider how the existence of multinational firms will change local market structures and welfare. Furthermore, we will discuss a seminal paper in detail. A background in international trade is helpful when attending this course, but not necessary.
Objectives

After having passed this course successfully, you understand the role multinational enterprises play in the global economy.

Literature

Giorgio Barba Navaretti and Anthony J. Venables, Multinational Firms in the World Economy, Princeton University Press, and selected academic papers.
E442 Mathematical Methods in Advanced Microeconomics

ECTS-Credits: 3
Workload Hours: Contact Hours: 15  Independent Study: 60
Duration: 1 Semester
Cycle: generally: WS
Language: English
Course Type: Lecture (1 SWS)
blocked: yes
PhD-oriented: no
Method of Assessment: Written Exam (60 minutes)
Prerequisite for: E444 (not obligatory)
Prerequisites: ---
Registration: Registration is required to arrange access to the online platform on ILIAS, for details see http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/internationale-wirtschaftsbeziehungen-und-arbeitsmaerkte/news.html
Limited Attendance: ---
Person Responsible: Prof. Dr. Frank Stähler
Lecturer: Prof. Dr. Frank Stähler

This course can be taken as part of the following programs/modules:

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<td>Elective Studies</td>
</tr>
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</table>

Content
The course deals with the mathematical concepts of modern microeconomic theory.

Objectives
This course prepares students for the course E444 Advanced Microeconomics.

Literature
Simon/Blume, Mathematics for Economists, Norton
**E450 Game Theory and Industrial Organization**

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
<th>6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workload Hours</td>
<td>Contact Hours: 45 Independent Study: 150</td>
</tr>
<tr>
<td>Duration</td>
<td>1 Semester</td>
</tr>
<tr>
<td>Cycle</td>
<td>generally: WS</td>
</tr>
<tr>
<td>Language</td>
<td>English</td>
</tr>
<tr>
<td>Course Type</td>
<td>Lecture and Practice Course (3SWS)</td>
</tr>
<tr>
<td>blocked</td>
<td>no</td>
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<tr>
<td>PhD-oriented</td>
<td>yes</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Written Exam (90 minutes), Assignments</td>
</tr>
<tr>
<td>Prerequisite for</td>
<td>---</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>---</td>
</tr>
<tr>
<td>Registration</td>
<td>No registration required.</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>---</td>
</tr>
<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Manfred Stadler</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Prof. Dr. Manfred Stadler</td>
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**This course can be taken as part of the following programs/modules:**

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</table>

**Content**

The course is concerned with the strategic interaction of firms in relevant markets. Firm behavior, market structure and market performance are explained in terms of some basic market conditions such as technology, demand, entry cost, and information structure. Special topics are collusion, deterrence and accommodation of market entry, strategic choice of capacities, advertising, investment, research and development, location, horizontal and vertical product differentiation as well as information sharing and signaling.
Objectives

The aim of the lecture is to provide students with knowledge of the basic mathematical tools and key concepts used in modern game theory and teach them how to apply these concepts when analyzing special markets.

Literature

The course material will be provided on the ILIAS-online platform.
E450K Colloquium on Game Theory and Industrial Organisation

ECTS-Credits 3
Workload Hours Contact Hours: 30 Independent Study: 60
Duration 1 Semester
Cycle generally: WS
Language English
Course Type Colloquium (2 SWS)
blocked no
PhD-oriented yes
Method of Assessment Presentation
Prerequisite for ---
Prerequisites E450
Registration No registration required.
Limited Attendance ---
Person Responsible Prof. Dr. Manfred Stadler
Lecturer Prof. Dr. Manfred Stadler

This course can be taken as part of the following programs/modules:

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</table>

Content
The Colloquium complements the lecture on Game Theory and Industrial Organization. It deals with selected topics in the theory of strategic competition.

Objectives
Students learn how to present and discuss advanced models in the Theory of Industrial Organization.

Literature
The course material will be provided on the ILIAS-online platform.
Content

After a short review of the neoclassical growth theory the course deals with some advanced models of endogenous growth. Special topics are capital accumulation, population dynamics, public infrastructure, natural resources, environmental pollution and sustainable development, education and human capital as well as innovation and technological change.
Objectives
The aim of the lecture is to provide students with knowledge of some basic mathematical tools and key concepts which are essential in the theory of economic growth (differential equations, dynamic optimization) and teach them the decisive forces fostering and hampering economic development and growth.

Literature
The course material will be provided on the ILIAS-online platform.
E453K Colloquium on Economic Growth

ECTS-Credits 3
Workload Hours Contact Hours: 30 Independent Study: 60
Duration 1 Semester
Cycle generally: SS
Language English
Course Type Colloquium (2 SWS)
blocked no
PhD-oriented yes
Method of Assessment Presentation
Prerequisite for ---
Prerequisites E453
Registration No registration required.
Limited Attendance ---
Person Responsible Prof. Dr. Manfred Stadler
Lecturer Prof. Dr. Manfred Stadler

This course can be taken as part of the following programs/modules:

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<td>Specialization Studies, Elective Studies</td>
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<td>Managerial Economics</td>
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</table>

Content
The Colloquium complements the lecture on Economic Growth. It deals with selected topics in Natural Resource and Environmental Economics.

Objectives
Students learn how to present and discuss advanced models in Natural Resource and Environmental Economics.

Literature
The course material will be provided on the ILIAS-online platform.
E454 (E350) Innovation and Technological Change

| ECTS-Credits  | 6 |
| Workload Hours | Contact Hours: 30 Independent Study: 150 |
| Duration       | 1 Semester |
| Cycle          | generally: SS |
| Language       | English |
| Course Type    | Lecture and Practice Course (4SWS) |
| blocked        | no |
| PhD-oriented   | no |
| Method of Assessment | Written Exam (90 minutes), Assignments |
| Prerequisite for | --- |
| Prerequisites  | --- |
| Registration   | Keine Anmeldung erforderlich. |
| Limited Attendance | --- |
| Person Responsible | Prof. Dr. Manfred Stadler |
| Lecturer       | Prof. Dr. Manfred Stadler |

This course can be taken as part of the following programs/modules:

| Accounting and Finance | --- |
| Economics              | Elective Module Elective Studies |
| Economics and Finance  | Elective Module Elective Studies |
| European Economics     | --- |
| European Management/General Management/International Business | Elective Studies |
| International Economics| Elective Module Elective Studies |
| Management & Economics | Specialization Studies, Elective Studies |
| Managerial Economics   | Specialization Studies |

Content

Innovation is the main driving force of the development of firms, industries and economies. The causes and effects of innovation cannot be explained in a satisfying way by focusing on only one of these levels. The lecture therefore provides an integrated bottom-up analysis of the innovation process, starting at the microeconomic firm level (innovation management), moving on to the industry level (dynamic competition), the aggregate macroeconomic level (innovation and growth dynamics), and finally the global level (innovation and international trade).
Objectives

This lecture aims to familiarize students with issues of innovation and technological change. To achieve this, students will learn some basic tools of modern economic theory (dynamic optimization, game theory, general-equilibrium theory). They should gain insight that business economics as well as micro- and macroeconomic theory simply take different perspectives of a unified scientific discipline.

Literature

The script for this lecture will be made available via Ilias.
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<tr>
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<tr>
<td><strong>Duration</strong></td>
<td>1 Semester</td>
</tr>
<tr>
<td><strong>Cycle</strong></td>
<td>generally: SS</td>
</tr>
<tr>
<td><strong>Language</strong></td>
<td>English</td>
</tr>
<tr>
<td><strong>Course Type</strong></td>
<td>Colloquium (2 SWS)</td>
</tr>
<tr>
<td><strong>blocked</strong></td>
<td>no</td>
</tr>
<tr>
<td><strong>PhD-oriented</strong></td>
<td>no</td>
</tr>
<tr>
<td><strong>Method of Assessment</strong></td>
<td>Presentation, Discussion, Term Paper</td>
</tr>
<tr>
<td><strong>Prerequisite for</strong></td>
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</tr>
<tr>
<td><strong>Prerequisites</strong></td>
<td>Advanced knowledge in Industrial Organization and/or Economics of Innovation</td>
</tr>
<tr>
<td><strong>Registration</strong></td>
<td>No registration required.</td>
</tr>
<tr>
<td><strong>Limited Attendance</strong></td>
<td>---</td>
</tr>
<tr>
<td><strong>Person Responsible</strong></td>
<td>Prof. Dr. Alexandra Zaby</td>
</tr>
<tr>
<td><strong>Lecturer</strong></td>
<td>Dr. Alexandra Zaby</td>
</tr>
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<td>Specialization Studies Focus Industrial Economics, Specialization Studies Focus Marketing, Elective Studies</td>
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**Content**

The Colloquium deals with selected topics on the Economics of Innovation such as patent races, intellectual property rights (e.g. the decision to patent vs secrecy, the optimal design of patent protection), research collaborations, entrepreneurship.

**Objectives**

Students will read, present and discuss economic papers in the field of innovation economics. Results will be summarized in short research papers.

**Literature**

The course material will be provided on the ILIAS-online platform.
### ECTS-Credits
9

### Workload Hours
Contact Hours: 30  
Independent Study: 240

### Duration
1 Semester

### Cycle
generally: WS

### Language
English

### Course Type
Lecture (2 SWS)

### blocked
no

### PhD-oriented
yes

### Method of Assessment
Presentation, Assignments, Term Paper

### Prerequisite for
---

### Prerequisites
---

### Registration
Registration obligatory until the last week before the lectures start via E-Mail to wisoge[at]uni-tuebingen.de (as attachment, include CV and list of your previous grades)

### Limited Attendance
40

### Person Responsible
Prof. Dr. Jörg Baten

### Lecturer
Prof. Dr. Jörg Baten

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**This course can be taken as part of the following programs/modules:**

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<td>Elective Studies</td>
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<tr>
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<td>Specialization Module International Macroeconomics, Specialization Module International Trade, Elective Module International Economics, Elective Module Elective Studies</td>
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### Content
This lecture provides an overview over interesting quantitative topics in international economic history. You will learn which factors had an impact on international migration and how migrants influenced their destination countries in the long run. We will also discuss the latest research on the biological standard of living and human capital development, which offers important insights about the economic development in certain countries and regions.
Objectives

The students learn about the relationship between migration, trade and long run growth. Additionally, they get to know the current research in this field and its most important statistical methods.

Literature

Please refer to the studies on our homepage.
E471 Empirical Topics in International Trade

ECTS-Credits 9
Workload Hours Contact Hours: 60 Independent Study: 210
Duration 1 Semester
Cycle generally: WS
Language English
Course Type Lecture (2 SWS), Practice Course (2 SWS)
blocked no
PhD-oriented yes
Method of Assessment Presentation, Assignments, Term Paper
Prerequisite for E570
Prerequisites E424, E433
Registration No registration required.
Limited Attendance ---
Person Responsible Prof. Dr. Valeria Merlo
Lecturer Prof. Dr. Valeria Merlo, David Kurfess, Sandra Kohler

This course can be taken as part of the following programs/modules:

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</table>

Content
This course introduces students to central and recent empirical work in international trade. We will discuss the derivation of empirically testable hypotheses from international trade models and develop an understanding of state-of-the-art empirical techniques used in international economics. The lecture will be complemented by a tutorial in the PC-lab where we will replicate empirical studies using the open source statistical program R.
Objectives

This course conveys skills needed to (i) evaluate existing research and, most importantly, (ii) carry out own empirical research in international economics.

Literature

- Selected papers
E510 Master Seminar "Topics in Empirical Public Economics"  

ECTS-Credits: 9  
Workload Hours: Contact Hours: 30  
Independent Study: 240  
Duration: 1 Semester  
Cycle: generally: SS  
Language: English  
Course Type: Seminar (2 SWS)  
blocked: no  
PhD-oriented: yes  
Method of Assessment: Presentation, Discussion, Term Paper, Oral Participation  
Prerequisite for: ---  
Prerequisites: ---  
Registration: See information provided online  
Limited Attendance: 20  
Person Responsible: Prof. Dr. Georg Wamser  
Lecturer: Prof. Dr. Georg Wamser  

This course can be taken as part of the following programs/modules:  

<table>
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<tr>
<th>Program/Module</th>
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<td>Master Seminar, Elective Module Economics, Elective Module Elective Studies</td>
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Content  
Selected research papers in empirical public economics.  

Objectives  
The primary goal is to prepare students to write a master thesis.  

Literature  
0
**E512 Master Seminar on Organization and Behavior of Firms**

**ECTS-Credits**
9

**Workload Hours**
Contact Hours: 30  Independent Study: 240

**Duration**
1 Semester

**Cycle**
generally: WS

**Language**
English

**Course Type**
Seminar (2 SWS)

**blocked**
yes

**PhD-oriented**
yes

**Method of Assessment**
Presentation, Term Paper

**Prerequisite for**
---

**Prerequisites**
---

**Registration**
See information provided online

**Limited Attendance**
20

**Person Responsible**
Prof. Dr. Georg Wamser

**Lecturer**
Prof. Dr. Georg Wamser

---

**This course can be taken as part of the following programs/modules:**

<table>
<thead>
<tr>
<th>Program/Module</th>
<th>Details</th>
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<tbody>
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<td>Specialization Studies Focus Economics</td>
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<td>Specialization Studies, Elective Studies</td>
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<tr>
<td>Managerial Economics</td>
<td>---</td>
</tr>
</tbody>
</table>

**Content**

Students are expected to write a 15 page essay and to present their results in class (both in English). The seminar will be based on research articles exploring how firms decide on their organizational structure and how they respond to incentives set by local or federal governments. Topics include internal capital markets of firms, market entry mode choice, legal form choice, spatial organization of firms, etc. Research articles usually apply modern econometric techniques, so that basic knowledge in empirical economics is very helpful.

**Objectives**

Students gain experience in reading and interpreting economic research articles published in leading international academic journals.

**Literature**

Topics and readings will be announced online.
E520 Master Seminar on International Trade and Economic Integration

ECTS-Credits: 9

Workload Hours: Contact Hours: 30 Independent Study: 240

Duration: 1 Semester

Cycle: generally: WS

Language: English

Course Type: Seminar (2 SWS)

blocked: yes

PhD-oriented: yes

Method of Assessment: Presentation, Term Paper

Prerequisite for: ---

Prerequisites: E424 (Adv Microeconomics), E421 (International Trade Theory), E433 (Adv Macroeconomics), at least one field course in international Economics

Registration: The registration procedure will be announced about 2 weeks before term commences; see http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics/teaching.html

Limited Attendance: 12

Person Responsible: Prof. Dr. Wilhelm Kohler

Lecturer: Prof. Dr. Wilhelm Kohler

This course can be taken as part of the following programs/modules:

- **Accounting and Finance**
- **Economics**
- **Economics and Finance**
- **European Economics**
- **European Management/General Management/International Business**
- **International Economics**
- **Management & Economics**
- **Managerial Economics**

Content:

This seminar will deal with issues of international trade and economic integration. It will partly draw on field courses in International Economics offered for our Master programs. A list of topics will be announced on the Chair's website about 2 weeks before term commences.
Objectives

Students are enabled (and enable themselves) to understand articles published in leading international academic journals in the field of International Economics. They gain experience in how certain theories and models taught in courses and textbooks of International Economics are applied to real world issues. An important part of their learning will relate to methods of empirical implementation, particularly through econometric methods. In addition, students will gain experience in writing up scientific papers and reports, and in presenting their reports to a critical audience. This will be a critical step towards professional careers within the academic system, but also in research-oriented institutions more generally.

Literature

A list of topics and readings will be announced on the Chair’s website about 2 weeks before term commences, together with information on the registration procedure.
E530 Master Seminar on Monetary and Fiscal Policy

ECTS-Credits 9
Workload Hours Contact Hours: 30 Independent Study: 240
Duration 1 Semester
Cycle generally: WS
Language English
Course Type Seminar (2 SWS)
blocked yes
PhD-oriented no
Method of Assessment Presentation, Term Paper
Prerequisite for ----
Prerequisites Monetary Economics (E430); exceptions may be granted upon request; maximum number of participant: 12; admission will be based on academic merit.
E435 DSGE modelling with Dynare
Registration No registration required.
Limited Attendance 12, send Email with transcript of records to Kristina Karsch (see homepage) by October 12, 2015.
Person Responsible Prof. Dr. Gernot Müller
Lecturer Prof. Dr. Gernot Müller

This course can be taken as part of the following programs/modules:

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<td>Elective Studies</td>
</tr>
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</table>

Content

Recent research on monetary and fiscal policy. Issues of particular interest include sovereign default, the design of exchange rate regimes and the coordination of fiscal policies in currency unions. Students are expected to write a 15-page essay (“seminar paper”) and to present their results in class (both in English). In doing so, students become familiar with the frontier of macroeconomic research. They also learn how to confront research questions and policy debates, both in their essay and their presentation.
Assignment of topics to individual participants will take place in the introductory session. A list of topics for seminar papers is given below, including papers that we want you to deal with and discuss in your seminar papers. More details on what we expect you to do in the papers will follow in the introductory session.
You will submit a first draft of your seminar paper by December 13, prior to the presentation. The first draft (max 15 pages) may be preliminary and somewhat incomplete, but you must have enough material for a well-structured
presentation. The purpose of this will be to identify weak points and problems and to allow us (and your fellow students) to give you feedback and advice. You have 30 minutes for the presentation. There are an additional 10 minutes for questions and discussions.
You will then have time to revise your paper (max 15 pages), based on the feedback and advice that you receive at the presentation session. Submission of the final version will be due January 29, 2016. Some guidelines for the style of the seminar paper are provided below.

Objectives

Students become familiar with the frontier of macroeconomic research. They also learn how to confront research questions and policy debates, both in their essay and their presentation.

Literature

Topics and readings will be announced online.
E540 Master Seminar on Globalization and International Mobility

ECTS-Credits 9
Workload Hours Contact Hours: 30 Independent Study: 240
Duration 1 Semester
Cycle generally: WS
Language English
Course Type Seminar (2 SWS)
blocked no
PhD-oriented no
Method of Assessment Presentation, Term Paper
Prerequisite for ---
Prerequisites ---
Registration see http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics/teaching.html
Limited Attendance 8
Person Responsible Prof. Dr. Frank Stähler
Lecturer Prof. Dr. Frank Stähler

This course can be taken as part of the following programs/modules:

- **Accounting and Finance**
- **Economics**
  - Master Seminar, Elective Module International Economics, Elective Module Elective Studies
- **Economics and Finance**
  - Elective Module International Economics, Elective Module Elective Studies
- **European Economics**
  - Specialization Studies Focus International Economics
- **European Management/General Management/International Business**
  - Elective Studies
- **International Economics**
  - Master Seminar, Elective Module International Economics, Elective Module Elective Studies
- **Management & Economics**
  - Elective Studies
- **Managerial Economics**
  - ---

Content

This seminar will deal with some selected topics of international trade and foreign direct investment. You are expected to write an essay and to do a presentation. Both the essay and the presentation must be in English.
Objectives

This seminar will help you to set up your own research agenda in the field of globalization and international mobility.

Literature

The topics will change from semester to semester and will be posted on our website.
**E550 Master Seminar on Industrial Organization**

**ECTS-Credits** 9

**Workload Hours** Contact Hours: 30  Independent Study: 240

**Duration** 1 Semester

**Cycle** generally: WS, SS

**Language** English

**Course Type** Seminar (2 SWS)

**blocked** no

**PhD-oriented** yes

**Method of Assessment** Presentation, Term Paper

**Prerequisite for** ---

**Prerequisites** ---

**Registration** No registration required.

**Limited Attendance** 12

**Person Responsible** Prof. Dr. Manfred Stadler

**Lecturer** Prof. Dr. Manfred Stadler

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**This course can be taken as part of the following programs/modules:**

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</table>

**Content**

The Seminar deals with selected topics (advanced models and case studies) in Game Theory and Industrial Organization.

**Objectives**

Students learn how to write and present a scientific paper.

**Literature**

The course material will be provided on the ILIAS-online platform.
E551 Master Seminar on Resources, Innovation and Growth

ECTS-Credits | 9
---|---
Workload Hours | Contact Hours: 30  Independent Study: 240
Duration | 1 Semester
Cycle | generally: SS
Language | English
Course Type | Seminar (2 SWS)
blocked | no
PhD-oriented | yes
Method of Assessment | Presentation, Term Paper
Prerequisite for | ---
Prerequisites | ---
Registration | No registration required.
Limited Attendance | 12
Person Responsible | Prof. Dr. Manfred Stadler
Lecturer | Prof. Dr. Manfred Stadler

This course can be taken as part of the following programs/modules:

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</table>

Content

The Seminar deals with selected topics in Growth Economics such as population dynamics, natural resources and environment as well as education and innovation in closed and open economies.

Objectives

Students learn how to write and present a scientific paper.

Literature

The course material will be provided on the ILIAS-online platform.
**Content**

We will discuss at least three different strategy cases. They will span both a range of strategic issues from product introduction/positioning to rather comprehensive corporate portfolio questions and a range of industries. These cases require high-level conceptual thinking and a dive into the specifics of industries and companies respectively. (Introductory information and frameworks will be provided, of course). The solutions developed and deliberations offered are not only to answer the underlying strategic question but also to give a convincing rationale. The design principles for the seminar will bring you as close as possible to the real case:

1. teamwork between and in the sessions,
2. focus on content and methodology discussions, presentations are relatively short,
3. everybody comes prepared to every session.

The specific dates for the seminar sessions will be set in the introductory meeting of all participants. The main body of the seminar consists of four block sessions of about half a day each. Team coaching sessions are offered about one week before the respective seminar session.
Objectives

This seminar aims at providing a bridge between IO modeling and practical problem-solving in the field of business and corporate strategy. Participants in this course will
- familiarize themselves with the foundations of strategic thinking and strategic concepts
- engage in concrete strategic tasks, using real-life cases and IO models
- understand the high value of IO for solving practical problems.

Literature

A specific literature list will be handed out in the introductory session. Case study material will be provided for each session.
### E560 Master Seminar on Integration and Growth in the World Economy

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<th>9</th>
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<tr>
<td>Duration</td>
<td>1 Semester</td>
</tr>
<tr>
<td>Cycle</td>
<td>generally: SS</td>
</tr>
<tr>
<td>Language</td>
<td>English</td>
</tr>
<tr>
<td>Course Type</td>
<td>Seminar (2 SWS)</td>
</tr>
<tr>
<td>blocked</td>
<td>yes</td>
</tr>
<tr>
<td>PhD-oriented</td>
<td>yes</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Presentation, Discussion, Term Paper</td>
</tr>
<tr>
<td>Prerequisite for</td>
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<tr>
<td>Prerequisites</td>
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</tr>
<tr>
<td>Registration</td>
<td>Registration obligatory until the last week before the lectures start via E-Mail to wisoge[at]uni-tuebingen.de (as attachment, include CV and list of your previous grades)</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>40</td>
</tr>
<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Jörg Baten</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Prof. Dr. Jörg Baten</td>
</tr>
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</table>

**Content**

The seminar provides an overview of interesting topics in European economic history during the latest era. You will learn what led to the “First Era of Globalization” (1880-1913) and what determinants gave rise to its failure. What can history teach us about the current wave of globalization and which influence will anti-globalization movements have? We will also discuss the latest research on the biological standard of living and human capital development, which offers important insights about the economic development in certain countries and regions. As the methodological aspects are intrinsically tied to contents and results of economic history research, we will discuss how to derive such results and how to present them to the public.
**Objectives**

This seminar focuses on general issues in international economics as well as interesting economic developments in particular countries. After this seminar, you will see the world in a new light. You will also strengthen your knowledge in applied statistical analyses techniques and learn how to use them (STATA). In doing so, you will acquire important skills that enable you to statistically assess the development of a country and get a general idea about its peculiarities.

**Literature**


E561 Master Seminar Research Internship in Quantitative Economic History  M.Sc.

ECTS-Credits 9
Workload Hours
  Contact Hours: 30  Independent Study: 240
Duration 1 Semester
Cycle generally: WS, SS
Language English
Course Type Seminar (2 SWS)
blocked yes
PhD-oriented yes
Method of Assessment Presentation, Discussion, Assignment, Term Paper
Prerequisite for ---
Prerequisites Please send application (with CV and list of previous grades) to: wisoge@uni-tuebingen.de
Registration Application to and approval by Prof. Baten required (wisoge@uni-tuebingen.de)
Limited Attendance ---
Person Responsible Prof. Dr. Jörg Baten
Lecturer Prof. Dr. Jörg Baten and team

This course can be taken as part of the following programs/modules:

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Content
In this internship, students can obtain deep insights into the process of scholarly research in economic history. They not only look over the shoulders of researchers who are currently working on studies, but they will also participate actively in small work units of information retrieval, econometric analysis and the design of texts. The topics of this research internship will cover long-run human capital development, the development of welfare in many different world regions and international economic history. The internship students will present their results in smaller in-group presentations and will write a final report about the research that has been done. They work at our institute for six afternoons (on appointment. Spring or Summer break also possible), plus some work in between and thereafter.
Objectives

Practical application of current research methods in economic history. Participation in scientific projects.

Literature


Please refer to the studies on our homepage.
E562 Master Seminar on Topics in Historical Financial Research

ECTS-Credits 9
Workload Hours Contact Hours: 30 Independent Study: 240
Duration 1 Semester
Cycle generally: WS
Language English
Course Type Seminar (2 SWS)
blocked yes
PhD-oriented no
Method of Assessment Presentation, Discussion, Term Papers
Prerequisite for ---
Prerequisites ---
Registration You have to apply until 14th October 2016 via Email to wisoge@uni-tuebingen.de (as attachment, include CV and list of your previous grades).
Limited Attendance 40
Person Responsible Prof. Dr. Jörg Baten
Lecturer Prof. Dr. Jörg Baten

This course can be taken as part of the following programs/modules:

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Content

Financial market evidence provides exciting insights about issues that are relevant today, such as bubbles, economic crises, and behavioral aspects of stock markets. For example, in Germany existed during the ‘First Era of Globalization’ (1870-1913) not less than 5500 joint-stock companies, and investment behavior can be explored in this seminar using empirical methods. The Tuebingen Database on Historical Financial Markets can be used to study those phenomena.
Objectives

You can study phenomena such as bubbles, economic crises, and behavioral aspects of stock markets yourself, using real historical data.

Literature

See, for example, the study by Korolenko and Baten on our internet pages.
E563 Master Seminar Research Internship in Development Economics and Economic History

ECTS-Credits 9
Workload Hours Contact Hours: 30 Independent Study: 240
Duration 1 Semester
Cycle generally: WS, SS
Language English
Course Type Seminar (2 SWS)
blocked yes
PhD-oriented yes
Method of Assessment Presentation, Discussion, Assignment, Term Paper
Prerequisite for ---
Prerequisites Please send application (with CV and list of previous grades) to: wisoge@uni-tuebingen.de
Registration Application to and approval by Prof. Baten required (wisoge@uni-tuebingen.de)
Limited Attendance ---
Person Responsible Prof. Dr. Jörg Baten
Lecturer Prof. Dr. Jörg Baten

This course can be taken as part of the following programs/modules:

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Content

In this seminar, students can obtain deep insight into our research on empirical development economics and economic history. They will receive some explanation about research design from the advisor, read exciting new literature and perform parts of the data analysis themselves. Visits in archives might be part of the internship, but this will not always be possible. Topics included are, for example, the effects of development aid, brain drain, and general development trends (human capital, welfare) in poor countries over the long run. The topics are chosen based on the research that is ongoing in our group at the time of the internship. At the end of the internship, the students write a term paper that reports their research activities, the documents and the stata do-files they worked with.
Objectives
Practical application of current research methods in economic history. Participation in scientific projects.

Literature
Please refer to the studies on our homepage.
## E570 Topics in International Economics

**ECTS-Credits**  
9

**Workload Hours**  
Contact Hours: 30  
Independent Study: 240

**Duration**  
1 Semester

**Cycle**  
generally: SS

**Language**  
English

**Course Type**  
Seminar (2 SWS)

**blocked**  
yes

**PhD-oriented**  
yes

**Method of Assessment**  
Presentation, Discussion, Assignment, Term Paper

**Prerequisite for**  
---

**Prerequisites**  
---

**Registration**  
No registration required.

**Limited Attendance**  
15

**Person Responsible**  
Prof. Dr. Valeria Merlo

**Lecturer**  
Prof. Dr. Valeria Merlo

This course can be taken as part of the following programs/modules:

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**Content**

Topics in international trade, foreign direct investment and multinational firm behavior. Students are expected to write a 15 page essay and to present their results in class (both in English). The seminar will be based on recent research articles. The focus will be on empirical contributions but students may express their preference for a theoretical paper.
Objectives

Students gain experience in reading and interpreting economic research papers. They learn how to present scientific results.

Literature

The topics will change from semester to semester and will be posted on our website.
E571 Topics in Regional Economics

ECTS-Credits 9
Workload Hours Contact Hours: 30 Independent Study: 240
Duration 1 Semester
Cycle generally: WS
Language English
Course Type Seminar (2 SWS)
blocked yes
PhD-oriented yes
Method of Assessment Presentation, Term Paper
Prerequisite for ---
Prerequisites ---
Registration via chair website
Limited Attendance 10
Person Responsible Prof. Dr. Valeria Merlo
Lecturer Prof. Dr. Valeria Merlo

This course can be taken as part of the following programs/modules:

<table>
<thead>
<tr>
<th>Program/Module</th>
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<tbody>
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<td>Accounting and Finance</td>
<td>Elective Studies</td>
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<td>Economics</td>
<td>Master Seminar, Elective Module Economics</td>
</tr>
<tr>
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<td>Master Seminar, Elective Module Economics</td>
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</table>

Content

Topics in international trade, foreign direct investment and multinational firm behavior. Students are expected to write a 15 page essay and to present their results in class (both in English). The seminar will be based on recent research articles. The focus will be on empirical contributions but students may express their preference for a theoretical paper.

Objectives

Students gain experience in reading and interpreting economic research papers. They learn how to present scientific results.

Literature

The topics will change from semester to semester and will be posted on our website.

S411 Advanced Time Series Analysis
ECTS-Credits 9
Workload Hours Contact Hours: 90 Independent Study: 180
Duration 1 Semester
Cycle generally: WS
Language English
Course Type Lecture (4 SWS), Practice Course (2 SWS)
blocked no
PhD-oriented no
Method of Assessment Written Exam (90 minutes), Assignments
Prerequisite for E520
Prerequisites ---
Registration keine Anmeldung erforderlich
Limited Attendance ---
Person Responsible Prof. Dr. Joachim Grammig
Lecturer Prof. Dr. Joachim Grammig und Mitarbeiter

This course can be taken as part of the following programs/modules:

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<td>Compulsory Studies Focus Econometrics, Specialization Studies Focus Econometrics, Elective Studies</td>
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</table>

Content

Objectives

Students should master state of the art time series techniques, both univariate and multivariate. They should learn about the applicability (and the limitations) of the methods in macroeconomics and finance. They should also learn how to present and discuss their results in a scientific proper fashion. The students should be able to productively use econometric/statistical software for own empirical analyses involving time series data.

Literature

S412 Empirical Asset Pricing

ECTS-Credits 9
Workload Hours Contact Hours: 90 Independent Study: 180
Duration 1 Semester
Cycle generally: SS
Language English
Course Type Lecture (4 SWS), Practice Course (2 SWS)
blocked no
PhD-oriented yes
Method of Assessment Written Exam (90 minutes), Assignments
Prerequisite for ---
Prerequisites ---
Registration No registration required.
Limited Attendance ---
Person Responsible Prof. Dr. Joachim Grammig
Lecturer Prof. Dr. Joachim Grammig

This course can be taken as part of the following programs/modules:

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Content

Principles of financial economics. GMM and regression based estimation and evaluation of asset pricing models. Econometric software (Gauss or Matlab) is used for practical financial applications. The course emphasizes the link of financial economics and the econometric modelling. The methods are applied in a practical class in the PC laboratory. Practical assignments are graded and partially account for the grade.
Objectives

Students should gain practical experience and a theoretical background in the application of econometric methods for the analysis of price processes in financial markets. They should be able to estimate and evaluate linear and nonlinear factor models and they should develop an understanding of the econometric methods and their limitations in asset pricing. Students should also learn how to present and discuss their results in a scientific proper fashion. They should be able to productively use econometric/statistical software for their own analyses in empirical finance.

Literature

Hayashi F. (2000): Econometrics, Princeton University
### S414 Advanced Mathematical Methods

**ECTS-Credits** 3  
**Workload Hours** Contact Hours: 30  Independent Study: 60  
**Duration** 1 Semester  
**Cycle** generally: WS  
**Language** English  
**Course Type** Lecture (2 SWS)  
**blocked** yes  
**PhD-oriented** no  
**Method of Assessment** Written Exam (60 minutes)  
**Prerequisite for** ---  
**Prerequisites** ---  
**Registration** keine Anmeldung erforderlich  
**Limited Attendance** ---  
**Person Responsible** Dr. Thomas Dimpfl  
**Lecturer** Dr. Thomas Dimpfl

This course can be taken as part of the following programs/modules:

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**Content**

The course programme covers key concepts in linear algebra and mathematical statistics. It will in particular deal with matrix algebra (including linear independence and eigenvalue theory), quadratic forms, matrix differentiation, difference equations, basic probability theory and statistical inference.
Objectives

This course is designed for recently enrolled Master students at the School of Business and Economics. The aim is to provide participants with the mathematical tools and the fundamentals of probability theory and statistics which are particularly important for successful completion of the Master programme. The course is designed to review some basic concepts which are covered in standard bachelor courses and will then expand the field to more advanced methods.

Literature

Tba, please follow the department’s homepage
ECTS-Credits: 3

Workload Hours: Contact Hours: 45, Independent Study: 45

Duration: 1 Semester

Cycle: generally: WS

Language: English

Course Type: Practice Course (3 SWS)

Prerequisite for: ---

Prerequisites: ---

Registration: No registration required.

Limited Attendance: 25

Person Responsible: Dr. Thomas Dimpfl

Lecturer: Dr. Thomas Dimpfl

This course can be taken as part of the following programs/modules:

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Content

The course offers an application-based introduction to using the SAS system. Technically we cover aspects from reading data into SAS, working with time variables up to SQL programming. Applications cover, amongst others, empirical tests of the Capital Asset Pricing Model, event study analyses, financial distress models, or the analysis of transaction data.
Objectives
- Profound understanding of the SAS programming environment.
- Experience in working with financial data.

Literature
Boehmer, Broussard, Kallunki: "Using SAS in Financial Research"
S420 Statistics of Financial Markets

**ECTS-Credits** 6

**Workload Hours** Contact Hours: 60  Independent Study: 120

**Duration** 1 Semester

**Cycle** generally: generally: WS

**Language** English

**Course Type** Lecture (3 SWS), Practice Course (1 SWS)

**blocked** no

**PhD-oriented** yes

**Method of Assessment** Written Exam (90 minutes)

**Prerequisite for** ----

**Prerequisites** Basic knowledge of probability theory, linear algebra and econometric methods

**Registration** 0

**Limited Attendance** ----

**Person Responsible** Prof. Dr. Martin Biewen

**Lecturer** Prof. Dr. Martin Biewen and team

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**This course can be taken as part of the following programs/modules:**

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**Content**

Objectives

Introduction to the most commonly used statistical methods for analyzing financial variables. Motivation, derivation, and practical illustration of the different methods. The course focuses both on the derivation and the practical implementation of the different methods.

Literature

Trede/Schmid: Finanzmarktstatistik
Franke/Härdle/Hafner: Statistics of Financial Markets
Campbell/Lo/Mackinlay: The Econometrics of Financial Markets
McNeil/Frey/Embrechts: Quantitative Risk Management
Baum: An Introduction to Modern Econometrics Using Stata
### S422 Advanced Microeconometrics

**ECTS-Credits** 9  
**Workload Hours** Contact Hours: 90  Independent Study: 180  
**Duration** 1 Semester  
**Cycle** generally: SS  
**Language** English  
**Course Type** Lecture (4 SWS), Practice Course (2 SWS)  
**blocked** no  
**PhD-oriented** no  
**Method of Assessment** Written Exam (90 minutes)  
**Prerequisite for**  
**Prerequisites** Basic knowledge of probability theory, linear algebra and econometric methods  
**Registration** No registration necessary.  
**Limited Attendance**  
**Person Responsible** Prof. Dr. Martin Biewen  
**Lecturer** Prof. Dr. Martin Biewen, Madalina Tapalaga, M.Sc.

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**Content**  

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213
Objectives

Students learn how to master the state of the art of microeconometric techniques. They learn to understand derivations and proofs and to assess the applicability (and the limitations) of the methods in fields such as labor economics, industrial economics, finance, and marketing.

Literature

Wooldridge: Econometric Analysis of Cross Section and Panel Data
Cameron/Trivedi: Microeconometrics; Cameron/Trivedi: Microeconometrics Using Stata
S510/S520 Master Seminar on Econometrics

ECTS-Credits 9
Workload Hours Contact Hours: 30 Independent Study: 240
Duration 1 Semester
Cycle generally: WS, SS
Language English
Course Type Seminar (2 SWS)
blocked yes
PhD-oriented yes
Method of Assessment Presentation, Discussion, Term Paper
Prerequisite for ---
Prerequisites Successful completion of at least one econometrics course for Master students.
Registration Beim ersten Veranstaltungstermin.
Limited Attendance ---
Person Responsible Prof. Dr. Martin Biewen, Prof. Dr. Joachim Grammig
Lecturer Prof. Dr. Martin Biewen, Prof. Dr. Joachim Grammig

This course can be taken as part of the following programs/modules:

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Content

Students work on econometric topics that are close to the research interests of the chairs of Prof. Grammig and Prof. Biewen. Students write a term paper and present their results in front of a seminar audience. The seminar is typically blocked.
Objectives
Students learn how to write a scientific paper in applied or theoretical econometrics and to present and defend their results. Students should both deepen their technical/-econometric skills by working on their own (but guided by mentors) and learn how to present convincingly and in a scientific correct way. The seminar prepares students for their master thesis.

Literature
A list of topics and reading material will be announced on the website about 2 weeks before term commences.
ZB591 Master Colloquium in International Business

ECTS-Credits: 0
Workload Hours: Contact Hours: 10, Independent Study: ---
Duration: 1 Semester
Cycle: generally: WS, SS
Language: English
Course Type: Colloquium (1 SWS), blocked: yes, PhD-oriented: no
Method of Assessment: ---
Prerequisite for: ---
Prerequisites: Pass of at least one IB module and formal acceptance to the seminar ZB497 Introduction into Research Methodology for M.Sc. and B.Sc.
Registration: Only in conjunction with a Master thesis at the Department of International Business-no additional registration needed for the colloquium.
Limited Attendance: 10
Person Responsible: Prof. Dr. Markus Pudelko
Lecturer: Prof. Dr. Markus Pudelko

This course can be taken as part of the following programs/modules:

| Accounting and Finance | --- |
| Economics               | Elective Module Elective Studies |
| Economics and Finance   | Elective Module Elective Studies |
| European Economics      | --- |
| European Management/General Management/International Business | Elective Studies |
| International Economics | Elective Module Elective Studies |
| Management & Economics  | Elective Studies |
| Managerial Economics    | --- |

Content

Students are requested to write their Master thesis on a pre-defined topic and present their work in progress during the colloquium in order to obtain advice.
Objectives

Students writing their Master thesis with the Department of International Business (exception: M.Sc. in International Business) will have to attend this colloquium and present their work in progress in order to obtain advice on the overall direction of the thesis, its structure, its theory part and its methodology from the director of the department, the supervisor and fellow students (Exception: Students of the M.Sc. in International Business). In order to write the Master thesis and participate in the colloquium, students will have to attend beforehand the seminar “ZB497 Introduction into Research Methodology for M.Sc.”, also offered by the Department of International Business. The final mark for the M.Sc. thesis will be primarily based on the written thesis. The presentation during the colloquium will not be marked.

Literature

Depending on the topic of the Master Thesis.
ECTS-Credits: 0
Workload Hours: Contact Hours: 30
Independent Study: ---
Duration: 1 Semester
Cycle: generally: WS, SS
Language: English
Course Type: Seminar (2 SWS)
blocked: yes
PhD-oriented: no
Method of Assessment: Presentation
Prerequisite for: ---
Prerequisites: Acceptance for the master thesis and application (see webpage)
Registration: Registration obligatory via E-Mail to wisoge[at]uni-tuebingen.de (as attachment, include CV and list of your previous grades).
Limited Attendance: ---
Person Responsible: Prof. Dr. Jörg Baten
Lecturer: Prof. Dr. Jörg Baten

This course can be taken as part of the following programs/modules:

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Content

Within a master thesis in economic history, students edit data bases and perform analyses independently. The focus can be set on a particular world region or on the comparison between different world regions. Students choose their topic in agreement with the supervisor and have thus the possibility to specialize on a specific world region. The data bases can be either collected by the student himself or provided by the department, depending on the topic. Students will be guided while they are writing their thesis. Before the submission of the thesis they have the possibility to present and defend the most important results in the research seminar.
Objectives

While writing their master thesis, students acquire the ability to elaborate an economic history essay independently with the help of quantitative methods within a specified timeframe. For this purpose it is also necessary to identify and evaluate current international scientific literature.

Literature


**ECTS-Credits**  
0

**Workload Hours**  
Contact Hours: 30  
Independent Study: ---

**Duration**  
1 Semester

**Cycle**  
gen generally: WS, SS

**Language**  
English

**Course Type**  
Colloquium (2 SWS)

**blocked**  
no

**PhD-oriented**  
yes

**Method of Assessment**  
Presentation of the Master Thesis

**Prerequisite for**  
---

**Prerequisites**  
---

**Registration**  
---

**Limited Attendance**  
6

**Person Responsible**  
Prof. Dr. Manfred Stadler

**Lecturer**  
Prof. Dr. Manfred Stadler

This course can be taken as part of the following programs/modules:

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**Content**

Students are requested to write their Master Thesis on a pre-defined topic and present their work in progress during the Colloquium in order to obtain advice.

**Objectives**

The aim of the Colloquium is to discuss work in progress while writing the Master Thesis.

**Literature**

Depending on the topic of the Master Thesis.
ZS511 Colloquium in Applied Econometrics

ECTS-Credits
0

Workload Hours
Contact Hours: 30 Independent Study: ---

Duration
1 Semester

Cycle
generally: WS, SS

Language
English

Course Type
Colloquium (2 SWS)

blocked
yes

PhD-oriented
yes

Method of Assessment
Presentation

Prerequisite for
---

Prerequisites
---

Registration
keine Anmeldung erforderlich

Limited Attendance
---

Person Responsible
Prof. Dr. Joachim Grammig

Lecturer
Prof. Dr. Joachim Grammig

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Content

Master, Diploma students and (post-) doctoral students presents their results. Details on the course will be announced on the website of the Department.

Objectives

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Literature

to be announced