International Module Handbook
For Exchange Students

- School of Business and Economics -
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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


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/rss?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 Haßlerstrasse 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: Gabriele Kastel, Amrei Plaas-Link & Team
Address: Nauklerstraße 47, EG, 72074 Tübingen
Phone: 0707129 -76857 or -76415
Office hours: See http://www.uni-tuebingen.de/en/18032

Student body: International Consultants
Contact:
Marius Becker, Sabine Kutzner and 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

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
<th>6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workload Hours</td>
<td>Contact Hours: Independent Study: 120</td>
</tr>
<tr>
<td>Workload Hours</td>
<td>60</td>
</tr>
<tr>
<td>Duration</td>
<td>1 Semester</td>
</tr>
<tr>
<td>Cycle</td>
<td>generally: WS</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>no</td>
</tr>
<tr>
<td>Course Type</td>
<td>Lecture (2 SWS), Practice Course (2 SWS)</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Written Exam (90 minutes), Group Assignment (Case Study)</td>
</tr>
<tr>
<td>Prerequisite for</td>
<td>---</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>course registration (see department website for further information)</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>no formal limit</td>
</tr>
<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Theresa Veer</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Prof. Dr. Theresa Veer</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**
  - 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

**B313 Seminar on Microfinance**  

<table>
<thead>
<tr>
<th><strong>ECTS-Credits</strong></th>
<th>6</th>
</tr>
</thead>
</table>
| **Workload Hours** | Contact Hours: 30  
Independent Study: 150 |
| **Duration** | 1 Semester |
| **Cycle** | generally: WS |
| **recommended for this semester or higher** | 5 |
| **Language** | English |
| **blocked** | yes |
| **Course Type** | Block seminar |
| **Method of Assessment** | Term Paper, Presentation |
| **Prerequisite for** | --- |
| **Prerequisites** | --- |
| **Limited Attendance** | --- |
| **Person Responsible** | Karla Henning, M.A. |
| **Lecturer** | Karla Henning, M.A. |

**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*
  - ---

- *Minor in Business Administration*
  - ---

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

**Content**

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.
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.
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
- Managing brands over geographic boundaries and market segments

**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):
B325 International Marketing

ECTS-Credits 6 (9)*

Workload Hours Contact Hours: Independent Study: 135 (225)* 45

Duration 1 Semester
Cycle generally: summer term, not in Summer 2016 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 (60 minutes), (Presentation, Discussion)*

Prerequisite for ---
Prerequisites ---

Limited Attendance ---

Person Responsible Prof. Dr. Wiebke Keller

Lecturer Prof. Dr. Wiebke Keller

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 Marketing, Focus Module Elective Studies

*Economics and Business Administration, Type Economics*

*Economics and Business Administration, Type Business*

*Minor in Economics* ---
*Minor in Business Administration* ---
*B.Ed. Wirtschaftswissenschaft* ---

Content

This course covers relevant aspects of international and global marketing.

1. Motives of internationalization
2. Choice of international markets and market entry strategies
3. The role of culture and cultural differences
4. Strategic marketing decisions in international marketing (Branding, Pricing, Distribution, and Communication)
Objectives

Students understand basic concepts in international and global marketing and are aware of the most recent findings in this field. Students know how to approach the main decisions related to international marketing decisions and how to design and implement an international marketing program. Further, students will be familiar with how to read and understand academic research literature in international and global marketing by presenting state-of-the-art articles in class.

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 case studies is limited to 90 students. Please register in ILIAS. For more information refer to our homepage http://www.uni-tuebingen.de/wiwi/marketing
B327 Integrated Marketing Communication

| ECTS-Credits | 6 |
| Workload Hours | Contact Hours: 30, Independent Study: 150 |
| Duration | 1 Semester |
| Cycle | generally: SS 16 |
| recommended for this semester or higher | 4 |
| Language | English |
| blocked | yes |
| Course Type | Lecture (2 SWS) |
| Method of Assessment | Written Exam (60 minutes) |
| Prerequisite for | --- |
| Prerequisites | --- |
| Limited Attendance | 140 |
| Person Responsible | Prof. Dr. Dominik Papies |
| Lecturer | Prof. Dr. Raoul Kübler (Ozyegin University Istanbul) |

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**

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

(recommended) O'Guinn, Allen and Semenik (2011): Advertising and Integrated Brand Promotion, 6th edition, South Western

B328 Green Consumerism

<table>
<thead>
<tr>
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<th>B.Sc.</th>
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<tbody>
<tr>
<td>ECTS-Credits</td>
<td>6</td>
</tr>
<tr>
<td>Workload Hours</td>
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</tr>
<tr>
<td>Contact Hours:</td>
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<tr>
<td>Independent Study:</td>
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</tr>
<tr>
<td>30</td>
<td></td>
</tr>
<tr>
<td>Duration</td>
<td>1 Semester</td>
</tr>
<tr>
<td>Cycle</td>
<td>generally: SS 16</td>
</tr>
<tr>
<td>recommended for this semester or higher</td>
<td>4</td>
</tr>
<tr>
<td>Language</td>
<td>English</td>
</tr>
<tr>
<td>blocked</td>
<td>yes</td>
</tr>
<tr>
<td>Course Type</td>
<td>Lecture (2 SWS)</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Written Exam (60 minutes)</td>
</tr>
<tr>
<td>Prerequisite for</td>
<td>---</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>---</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>140</td>
</tr>
<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Dominik Papies</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Dr. Magdalena Bekk (Universität Köln)</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 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

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 |
| blocked | yes |
| Course Type | Lecture (2 SWS), Practice Course (1 SWS) |
| Method of Assessment | Written Exam (60 minutes) |
| Prerequisite for | B330K |
| Prerequisites | B130 |
| Limited Attendance | --- |
| Person Responsible | Prof. Dr. Anna Rohlfing-Bastian |
| Lecturer | Prof. Dr. Anna Rohlfing-Bastian |

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.
<table>
<thead>
<tr>
<th>Objectives</th>
</tr>
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<tbody>
<tr>
<td>Students develop analytics skills with respect to the identification and use of decision-relevant accounting information.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Literature</th>
</tr>
</thead>
</table>
B330K Spreadsheet Accounting

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
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<tbody>
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<td>Contact Hours: 5 Independent Study: 85</td>
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<tr>
<td>Duration</td>
<td>1 Semester</td>
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<tr>
<td>Cycle</td>
<td>generally: SS</td>
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<tr>
<td>recommended for this semester or higher</td>
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<tr>
<td>Course Type</td>
<td>Spreadsheet Exercise (Homework)</td>
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<tr>
<td>Method of Assessment</td>
<td>Case Study</td>
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<tr>
<td>Prerequisite for</td>
<td>---</td>
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<tr>
<td>Prerequisites</td>
<td>B330</td>
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<td>Limited Attendance</td>
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<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Anna Rohlfing-Bastian</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Markus Nisch, M.Sc.</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 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**
  - Focus Module Financial Accounting & Business Taxation, Focus Module Managerial Accounting & Organisation, Focus Module Elective Studies

- **Minor in Economics**
  - Elective Module

- **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)

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**B353 International Taxation**  
**B.Sc.**

<table>
<thead>
<tr>
<th><strong>ECTS-Credits</strong></th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>Workload Hours</strong></td>
<td>Contact Hours: Independent Study: 160</td>
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<td></td>
<td>20</td>
</tr>
<tr>
<td><strong>Duration</strong></td>
<td>1 Semester</td>
</tr>
<tr>
<td><strong>Cycle</strong></td>
<td>generally: SS</td>
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<tr>
<td>recommended for this semester or higher</td>
<td>4</td>
</tr>
<tr>
<td><strong>Language</strong></td>
<td>English</td>
</tr>
<tr>
<td><strong>blocked</strong></td>
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<tr>
<td><strong>Course Type</strong></td>
<td>Lecture in block format at the beginning of the term (Friday and Saturday). Date will be announced via Campus and the chair’s homepage.</td>
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<tr>
<td><strong>Method of Assessment</strong></td>
<td>Written Exam (60 minutes)</td>
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<td><strong>Prerequisite for</strong></td>
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<tr>
<td><strong>Prerequisites</strong></td>
<td>Basic knowledge on Business Taxation as presented in B350 Grundlagen der Besteuerung is advisable, but no formal prerequisite.</td>
</tr>
<tr>
<td><strong>Limited Attendance</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>Person Responsible</strong></td>
<td>Prof. Dr. Martin Ruf</td>
</tr>
<tr>
<td><strong>Lecturer</strong></td>
<td>Brigitte Ellerbeck</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 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**  
  ---

- **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
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 | no |
| Course Type | Lecture (2 SWS) |
| Method of Assessment | Written Exam (60 minutes) |
| Prerequisite for | --- |
| Prerequisites | --- |
| 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:

- **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**
  - 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.

**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.

**Literature**


B362 Bachelor Thesis Seminar on Organisational Behaviour

ECTS-Credits 12 (7,5)
Workload Hours Contact Hours: Independent Study: 330 (195)
Duration 1 Semester
Cycle generally: SS
recomended for this semester or higher 6
Language English
blocked yes
Course Type Seminar (2 SWS)
Method of Assessment Term Paper, Presentation, Discussion (for 12 ECTS-Credits)
Prerequisite for ---
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**

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECTS-Credits</td>
<td>6</td>
</tr>
</tbody>
</table>
| Workload Hours                                 | Contact Hours: 60  
Independent Study: 120 |
| Duration                                       | 1 Semester |
| Cycle                                          | generally: SS |
| recommended for this semester or higher         | 4       |
| Language blocked                               | no      |
| Course Type                                    | Lecture (2 SWS), Practice Course (2 SWS) |
| Method of Assessment                           | Written Exam (90 minutes), Group Assignment (Case Study) |
| Prerequisite for                               | ---     |
| Prerequisites                                  | course registration per e-mail (see department website for further information) |
| Limited Attendance                             | no formal limit |
| 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 the financial services industry. In short, the business world you will enter when you graduate is to a very large extent internationalized.

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

### B392 Bachelor Thesis Seminar on International Business

#### ECTS-Credits
12 (7.5)

#### Workload Hours
- Contact Hours: 16
- Independent Study: 344 (209)

#### Duration
1 Semester

#### Cycle
- recommended for this semester or higher: 5
- generally: WS, SS

#### Language
- English

#### Course Type
- Seminar taught in block format

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

#### Prerequisites
- Pass of at least one IB module and formal acceptance to this seminar
- Attending the Seminar “B394 Introduction into Research Methodology for B.Sc.” and passing its exam

#### Limited Attendance
- 12

#### Person Responsible
- Prof. Dr. Markus Puderko

#### Lecturer
- Prof. Dr. Markus Puderko, Dipl.-Wirtschaftsromanistin Tomke Augustin

#### 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 Inter-national 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.

With the increase from 7.5 to 12 ECTS the content requirements have been increased and the compulsory methodology course “B394 Introduction into Research Methodology for B.Sc.” has been included in the workload.
Objectives

Students are requested to write their Bachelor thesis on a pre-defined topic and present its key findings during the seminar.

Literature

Depending on the topic of the Bachelor thesis.
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

B395 Practice Seminar: An International Business Research Project in Collaboration with Managers

ECTS-Credits
3

Workload Hours
Contact Hours: 5  Independent Study: 85

Duration
1 Semester

Cycle
generally: WS 15/16

Language
English

Course Type
Lecture (0,334 SWS)

Method of Assessment
Data collection assignment plus short term paper

Prerequisite for
---

Prerequisites
---

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:

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

In this seminar BSc students assist in a current, major research project by providing access to corporate interview partners. In addition, they obtain some insights in one specific, timely management topic: job embeddedness. The course is suited for those students who have (or are able to obtain) contacts to line managers of at least one company (for example through an internship or private connections). In a blocked seminar students will first obtain some information about an ongoing major research project, involving researchers from more than 20 countries. Aspects of both, research content (job embeddedness) and research methods will be touched upon. After having set this basis, students will have to obtain the formal commitment from a minimum of five line managers in corporations to participate as informants in this study. Each line manager participating in the study has to bring along three of his or her direct subordinates who equally will have to participate. Both line managers and subordinates will have to fill out a questionnaire at two different points in time (separated by a couple of months). The actual distribution of questionnaires will not be the students’ responsibility anymore. To obtain further insights into the the topic of the study, students will additionally have to write a brief (five pages) paper on job embeddedness.
Objectives

After having participated in this course, students should have obtained some understanding of
- the topic of job embeddedness
- an empirical research project

Literature

To be announced.
## B414 CFA® Level I: Security Valuation - Chartered Financial Analysts® Preparation

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
<th>6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workload Hours</td>
<td>Contact Hours: 60, Independent Study: 120</td>
</tr>
<tr>
<td>Duration</td>
<td>1 Semester</td>
</tr>
<tr>
<td>Cycle</td>
<td>generally: SS, triennially, next: SS 2016</td>
</tr>
<tr>
<td>recommended for this semester or higher</td>
<td>yes</td>
</tr>
<tr>
<td>Language</td>
<td>English</td>
</tr>
<tr>
<td>Course Type</td>
<td>Lecture (2 SWS), Practice Course (2 SWS)</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Written Exam (90 minutes)</td>
</tr>
<tr>
<td>Prerequisite for</td>
<td>---</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>---</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>---</td>
</tr>
<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**
- **Minor in Economics**: ---
- **Minor in Business Administration**: ---
- **B.Ed. Wirtschaftswissenschaft**: yes (further information can be found in the Master Module Handbook)
- **M.Sc.**

### 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
| **ECTS-Credits** | 6 |
| **Workload Hours** | Contact Hours: 60, Independent Study: 120 |
| **Duration** | 1 Semester |
| **Cycle** | generally: SS, triennially, next: SS 2017 |
| **Language** | English |
| **blocked** | yes |
| **Course Type** | Lecture (2 SWS), Practice Course (2 SWS) |
| **Method of Assessment** | Written Exam (90 minutes) |
| **Prerequisite for** | --- |
| **Prerequisites** | --- |
| **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:

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

- **M.Sc.**
  - ---

**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
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
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.
E313 Empirical Research in Public Economics

ECTS-Credits 3
Workload Hours Contact Hours: Independent Study: 60
30
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 Home Assignment
Prerequisite for Students writing the Bachelor thesis at the chair of Public Finance are expected to attend the Seminar
Prerequisites ideally Applied Econometrics
Limited Attendance 15
Person Responsible Prof. Dr. Georg Wamser
Lecturer 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
- Economics and Business Administration, Type Business Administration
  - Focus Module Applied Economics, Focus Module Elective Studies
  - 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

<table>
<thead>
<tr>
<th>E320 Economics in Action - The Euro Area and the Crisis</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ECTS-Credits</strong></td>
<td>6</td>
</tr>
<tr>
<td><strong>Workload Hours</strong></td>
<td>Contact Hours: Independent Study: 120</td>
</tr>
<tr>
<td></td>
<td>60</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>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>Lecture (3 SWS), Practice Course (1 SWS)</td>
</tr>
<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>Prerequisites</strong></td>
<td>E130</td>
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<tr>
<td><strong>Limited Attendance</strong></td>
<td>---</td>
</tr>
<tr>
<td><strong>Person Responsible</strong></td>
<td>Prof. Dr. Wilhelm Kohler</td>
</tr>
<tr>
<td><strong>Lecturer</strong></td>
<td>Dr. Nico Zorell</td>
</tr>
</tbody>
</table>

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:Independent Study: 120
60

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), Assignments (Problem Sets) during term
Prerequisite for ---
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:

- **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** ---

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

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

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 for International Economics to be given in the course.
**E322 Bachelor Thesis Seminar on International Trade and Economic Integration**

| **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** | 5 |
| **Language** | English |
| **blocked** | yes |
| **Course Type** | Seminar (2 SWS) |
| **Method of Assessment** | Term Paper, Presentation, Discussion |
| **Prerequisite for** | --- |
| **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** | 16 |
| **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
- **Econmics 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 detailed focus, but will always deal with issues of international trade, migration or European 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
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.
**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

tba

Literature

E342 Bachelor Thesis Seminar on Selected Topics in Economics  

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
<th>12 (7,5)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workload Hours</td>
<td>Contact Hours: 30</td>
</tr>
<tr>
<td></td>
<td>Independent Study: 330 (195)</td>
</tr>
<tr>
<td>Duration</td>
<td>1 Semester</td>
</tr>
<tr>
<td>Cycle</td>
<td>generally: presumably offered in WS 16/17 and SS 17</td>
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<td>recommended for this semester or higher</td>
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<td>Language</td>
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<tr>
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<tr>
<td>Course Type</td>
<td>Seminar (2 SWS)</td>
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<tr>
<td>Method of Assessment</td>
<td>Term Paper, Presentation</td>
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<tr>
<td>Prerequisite for</td>
<td>---</td>
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<tr>
<td>Prerequisites</td>
<td>---</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>12</td>
</tr>
<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Frank Stähler</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Prof. Dr. Frank Stähler, Dr. Onur Koska</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**

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  

**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  
**Course Type** Vorlesung und Assignments (4 SWS)  
**Method of Assessment**  
Written Exam (90 minutes), Assignments  
**Prerequisite for** ---  
**Prerequisites** E150 Mikroökonomik  
**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:  

**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**  
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  
International Economics: Elective Module Economics  
Quantitative Economics: Elective Module Economics  
**M.Sc.**  
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.
E363 International Development Economics and Economic History  B.Sc.

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
<th>3 (6)</th>
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<tbody>
<tr>
<td>Workload Hours</td>
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<td>Duration</td>
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<td>Cycle</td>
<td>generally: SS</td>
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<td>recommended for this semester or higher</td>
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<tr>
<td>Course Type</td>
<td>Lecture (2 SWS)</td>
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<td>Method of Assessment</td>
<td>Written Exam (60 minutes), Assignment (optional for students who want to absolve this course with 6 instead of 3 ECTS-Credits)</td>
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<td>100</td>
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<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Jörg Baten</td>
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<tr>
<td>Lecturer</td>
<td>Prof. Dr. Jörg Baten</td>
</tr>
</tbody>
</table>

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

E370 Economics of Development

| ECTS-Credits | 6 |
| Workload Hours | Contact Hours: Independent Study: 135 |
| Duration | 1 Semester |
| Cycle | generally: tba |
| recommended for this semester or higher | 5 |
| 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 |
| Prerequisites | E140 Makroökonomik, E150 Mikroökonomik |
| Limited Attendance | --- |
| Person Responsible | N.N. |
| Lecturer | N.N. |

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 International Business, 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 International Business, Focus Module Elective Studies

- Minor in Economics
  - ---

- Minor in Business Administration
  - ---

- B.Ed. Wirtschaftswissenschaft
  - ---

Content

1. Economic development: overview;
2. Economic growth;
3. The role of history and expectations;
4. Economic inequality and development;
5. The dual economy;
6. The rural economy

**Objectives**

The key aim of the course is to serve as an introduction to economic models that are relevant to the understanding of economic development both at the macro and at the micro level.

**Literature**

# E371 Theory and Policy of International Trade

**ECTS-Credits**: 6  
**Workload Hours**: Contact Hours: 45  
Independent Study: 135  
**Duration**: 1 Semester  
**Cycle**: generally: tba  
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**: E372  
**Prerequisites**: E140 Makroökonomik, E150 Mikroökonomik  
**Limited Attendance**: ---  
**Person Responsible**: Miriam Kohl, M.Sc.  
**Lecturer**: Valeria Merlo, PhD  
**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**  
  Elective Module  
- **Minor in Business Administration**  
  ---  
- **B.Ed. Wirtschaftswissenschaft**  
  ---  

## 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 Trade and Development

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
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<tr>
<td>Workload Hours</td>
<td>Contact Hours: 30 Independent Study: 330 (195)</td>
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<td>Duration</td>
<td>1 Semester</td>
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<td>Cycle</td>
<td>generally: tba</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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<td>Course Type</td>
<td>Seminar (2 SWS)</td>
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<tr>
<td>Method of Assessment</td>
<td>Term Paper, Presentation</td>
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<tr>
<td>Prerequisite for</td>
<td>---</td>
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<tr>
<td>Prerequisites</td>
<td>E370 Economics of Development, E371 Theory and Policy of International Trade</td>
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<td>N.N.</td>
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<tr>
<td>Lecturer</td>
<td>N.N.</td>
</tr>
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</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

The topics assigned will cover various aspects of international trade theory and policy, as well as issues of development economics, as taught in the corresponding courses.
Objectives

The purpose of this course is to enhance students’ understanding of certain topics from economic globalization and economic development. The idea is to move from the introductory, or intermediate textbook-level up to a more advanced level approaching the frontier of academic research.

Literature

A list of topics and readings will be announced together in the first meeting of the seminar.
E375 Open Economy Macroeconomics I

<table>
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<tr>
<th>ECTS-Credits</th>
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<td>Duration</td>
<td>1 Semester</td>
</tr>
<tr>
<td>Cycle</td>
<td>generally: tba</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>
<tr>
<td>Course Type</td>
<td>Lecture (2 SWS), Practice Course (1 SWS)</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Written Exam (90 minutes)</td>
</tr>
<tr>
<td>Prerequisite for</td>
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</tr>
<tr>
<td>Prerequisites</td>
<td>E140 Makroökonomik</td>
</tr>
<tr>
<td>Limited Attendance</td>
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<td>N.N.</td>
</tr>
<tr>
<td>Lecturer</td>
<td>N.N.</td>
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</table>

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

**Content**

1. Introduction
2. The Long Run Monetary Model of Exchange Rate Determination
3. The Short Run Asset Approach to Exchange Rate Determination
4. The Balance of Payments
5. Exchange Rate Crises
6. Topics in International Macroeconomics
Objectives

The course gives an introduction to concepts and models needed for the analysis of key questions in International Macroeconomics.

Literature

S310 Financial Market Microstructure

ECTS-Credits: 6
Workload Hours: Contact Hours: Independent Study: 120
60
Duration: 1 Semester
Cycle: generally: SS (next: SS 2016)
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: ---
Prerequisites: S325 Applied Econometrics (kann parallel gehört werden; bevorzugt werden Studierende mit abgeschlossener Vorlesung Applied Econometrics)
Limited Attendance: 60
Person Responsible: Prof. Dr. Joachim Grammig
Lecturer: Dr. Thomas Dimpfl und Dr. Franziska Peter

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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<tr>
<th>ECTS-Credits</th>
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<td>Workload Hours</td>
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<tr>
<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>Course Type</td>
<td>Seminar (2 SWS)</td>
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<tr>
<td>Method of Assessment</td>
<td>Term Paper, Presentation, Discussion</td>
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<td>Prerequisite for</td>
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<tr>
<td>Prerequisites</td>
<td>Successful completion of at least one 3rd year (or higher) Bachelor Econometrics Course</td>
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<tr>
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<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Martin Biewen, Prof. Dr. Joachim Grammig</td>
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<tr>
<td>Lecturer</td>
<td>Prof. Dr. Joachim Grammig, Prof. Dr. Martin Biewen and team members of both chairs</td>
</tr>
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</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**
- **Economics and Business Administration, Type Business Administration**
- **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 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: 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 | --- |
| Prerequisites | S220 Quantitative Methoden der Wirtschaftswissenschaft |
| Limited Attendance | --- |
| Person Responsible | Prof. Dr. Martin Biewen |
| Lecturer | Prof. Dr. Martin Biewen and team |

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

- *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** | generally: 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 (90 minutes) |
| **Prerequisite for** | --- |
| **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 and matching
4. Instrumental variables
5. Natural experiments
6. Cost-benefit analysis
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

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
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<tr>
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<td>Contact Hours: 60, Independent Study: 120</td>
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<tr>
<td>Duration</td>
<td>1 Semester</td>
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<tr>
<td>Cycle</td>
<td>generally: SS</td>
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<tr>
<td>recommended for this semester or higher</td>
<td>4</td>
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<td>Language</td>
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<td>blocked</td>
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<td>Course Type</td>
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<td>Method of Assessment</td>
<td>Written Exam (60 minutes)</td>
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<tr>
<td>Prerequisites</td>
<td>S220 Quantitative Methoden der Wirtschaftswissenschaft</td>
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<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Joachim Grammig</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Prof. Dr. Joachim Grammig</td>
</tr>
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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

Multiple Regression Analysis, Estimation, Inference, Asymptotics, Data and Specification Issues, Causal Inference, Instrumental Variables, Matching, Two-Stage-Least Squares
Objectives

Students learn to apply econometric techniques in economics, business administration and finance. Students should be able to conduct sensible applications of basic econometric techniques. They should also develop an intuitive understanding of the methods and their limitations and learn how to present and discuss their results in a scientific correct way.

Literature

Angrist/Pischke: Mostly Harmless Econometrics
Hayashi: Econometrics
Wooldridge: Introductory Econometrics
<table>
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<tr>
<th>S326 Empirical Analysis of Panel Data</th>
<th>B.Sc.</th>
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<td>Contact Hours:</td>
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<td>Independent Study: 60</td>
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<td><strong>Duration</strong></td>
<td>1 Semester</td>
</tr>
<tr>
<td><strong>Cycle</strong></td>
<td>generally: SS</td>
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<td><strong>Recommended for this semester or higher</strong></td>
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<td><strong>Course Type</strong></td>
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<td><strong>Method of Assessment</strong></td>
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<tr>
<td><strong>Prerequisites</strong></td>
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<td>Prof. Dr. Martin Biewen</td>
</tr>
<tr>
<td><strong>Lecturer</strong></td>
<td>Prof. Dr. Martin Biewen and team</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, 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 Preparatory Course for the Bachelor Thesis Seminar

| **ECTS-Credits** | 3 |
| **Workload Hours** | **Contact Hours:** 15, **Independent Study:** 75 |
| **Duration** | 1 Semester |
| **Cycle** | generally: tba, recommended for this semester or higher |
| **Language** | English |
| **blocked** | yes |
| **Course Type** | Seminar (1 SWS), PC-Lab (blocked, 2 SWS) |
| **Method of Assessment** | Assignment |
| **Prerequisite for** | E372 Bachelor Thesis Seminar in International Economics |
| **Prerequisites** | access to the PC-Lab |
| **Limited Attendance** | 25 |
| **Person Responsible** | N.N. |
| **Lecturer** | N.N. |

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

- **International Economics** Professional Skills (SQ)
- **International Business Administration** Professional Skills (SQ)
- **Economics and Business Administration, Type Economics** Professional Skills (SQ)
- **Economics and Business Administration, Type Business Administration** Professional Skills (SQ)
- **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: Independent Study: 210 60 |
| 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 | --- |
| Limited Attendance | --- |
| Person Responsible | Prof. Dr. Christian Koziol |
| Lecturer | Prof. Dr. Christian Koziol and assistants |

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

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

**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

**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 (ab WS 2015/16 in verändertem Zuschnitt)

**Language**
English

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

**blocked**
no

**PhD-oriented**
no

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

**Prerequisite for**
---

**Prerequisites**
B130, B270

**Limited Attendance**
---

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

**Lecturer**
Prof. Dr. Jan Riepe

---

**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**
  - Specialization Studies, Elective Studies
- **Managerial Economics**
  - ---

---

**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 topics related to the link between risk management and managerial accounting will be dealt with. Furthermore, the course covers recent trends in the design of internal governance mechanisms in banks. The course will be accompanied by exercise sessions.

---

**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

siehe Kurshomepage in ILIAS
B413 Empirical Banking

ECTS-Credits 9
Workload Hours
Contact Hours: Independent Study: 210
60
Duration 1 Semester
Cycle generally: SS
Language English
Course Type Lecture (2 SWS), Colloquium (2 SWS)
blocked yes
PhD-oriented yes
Method of Assessment Written Exam (90 minutes), Presentation, Assignment
Prerequisite for ---
Prerequisites ---
Limited Attendance 36
Person Responsible Prof. Dr. Jan Riepe
Lecturer Prof. Dr. Jan Riepe

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

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

**Content**
The lecture gives a survey of important topics in empirical banking. As examples, management of credit and operational risk, the influence of the intensity of the bank-client-relationship and the impact of bank mergers can be mentioned.

**Objectives**
Knowledge of relevant questions in banking practice and their analyses in empirical studies.

**Literature**
see course homepage in ILIAS
### B414 CFA® Level I: Security Valuation - Chartered Financial Analysts® Preparation

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
<th>6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workload Hours</td>
<td>Contact Hours: Independent Study: 120 60</td>
</tr>
<tr>
<td>Duration</td>
<td>1 Semester</td>
</tr>
<tr>
<td>Cycle</td>
<td>generally: SS, triennial, next: SS 2016</td>
</tr>
<tr>
<td>Language</td>
<td>English</td>
</tr>
<tr>
<td>Course Type</td>
<td>Lecture (2 SWS), Practice Course (2 SWS)</td>
</tr>
<tr>
<td>blocked</td>
<td>no</td>
</tr>
<tr>
<td>PhD-oriented</td>
<td>no</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Written Exam (90 minutes)</td>
</tr>
<tr>
<td>Prerequisite for</td>
<td>---</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>---</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>---</td>
</tr>
<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:**

- **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 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
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
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 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
### 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.
**B421 eBusiness**

**eBusiness**

---

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
<th>6 (9)*</th>
</tr>
</thead>
</table>
| Workload Hours | Contact Hours: 60  
Independent Study: 120 (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 | Written Exam (60 minutes), Assignment |
| Prerequisite for | --- |
| Prerequisites | --- |
| Limited Attendance | --- |
| Person Responsible | Prof. Dr. Dominik Papies |
| Lecturer | Johannes Auer, M.Sc. |

**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**

Inhalt der Vorlesung ist die Analyse der spezifischen Marktgegebenheiten von elektronischen Marktplätzen (z.B. geringe Suchkosten, Informationsasymmetrien, geringe Grenzkosten).

1. The electronic market place
2. How digitization affects the marketplace
3. Marketing-mix instruments in the online market place

---

**Objectives**

Students understand the relevance of digitization, e-commerce, and other online activities. Students will have an understanding how digitization has changed the marketplace, and how marketing instruments can be applied successful in the online domain.
Literature

(Auszug):

* 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. For further information, please click on the following link: www.uni-tuebingen.de/wiwi/marketing.
**B425 Price and Promotion Management**

| **ECTS-Credits** | 6 |
| **Workload Hours** | Contact Hours: Independent Study: 150 30 |
| **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** | --- |
| **Limited Attendance** | --- |
| **Person Responsible** | Prof. Dr. Wiebke Keller |
| **Lecturer** | Prof. Dr. Wiebke Keller |

**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 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.
This course will cover key concepts that help researchers and managers to understand how consumers behave and why consumers behave in a certain way. Further, the course will discuss important cognitive biases that affect our decision making.

Objectives

Students will acquire knowledge from relevant literature on consumer behavior. They will be familiar with important concepts on consumer decision making, cognitive biases, and the relevant research methodology.
Literature


Further details are available at www.uni-tuebingen.de/wiwi/marketing.
### B432 Managerial Economics and Organizational Architecture

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
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</thead>
<tbody>
<tr>
<td>Workload Hours</td>
<td>Contact Hours: Independent Study: 135</td>
</tr>
<tr>
<td></td>
<td>45</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>Lecture (2 SWS), Practice Course (1 SWS)</td>
</tr>
<tr>
<td>blocked</td>
<td>no</td>
</tr>
<tr>
<td>PhD-oriented</td>
<td>yes</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Written Exam (60 minutes)</td>
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<tr>
<td>Prerequisite for</td>
<td>B432K</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>---</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>---</td>
</tr>
<tr>
<td>Person Responsible</td>
<td>N.N.</td>
</tr>
<tr>
<td>Lecturer</td>
<td>N.N.</td>
</tr>
</tbody>
</table>

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

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

**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

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
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</thead>
<tbody>
<tr>
<td>Workload Hours</td>
<td>Contact Hours: Independent Study: 75 15</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>Language</td>
<td>English</td>
</tr>
<tr>
<td>Course Type</td>
<td>Colloquium (1 SWS)</td>
</tr>
<tr>
<td>blocked</td>
<td>no</td>
</tr>
<tr>
<td>PhD-oriented</td>
<td>yes</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Presentation</td>
</tr>
<tr>
<td>Prerequisite for</td>
<td>---</td>
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<tr>
<td>Prerequisites</td>
<td>B432</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>24</td>
</tr>
<tr>
<td>Person Responsible</td>
<td>N.N.</td>
</tr>
<tr>
<td>Lecturer</td>
<td>N.N.</td>
</tr>
</tbody>
</table>

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

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

**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

Research Papers (tba)
B440 Personnel Economics

ECTS-Credits 9
Workload Hours Contact Hours: Independent Study: 195
75
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 (60 minutes, alternatively Oral Exam for M.Sc.
European Management students)
Prerequisite for B441, B540, B544
Prerequisites ---
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:

- Accounting and Finance Elective Studies
- Economics Elective Module Elective Studies
- Economics and Finance Elective Module Elective Studies
- European Economics ---
- European Management/ Compulsory Studies Focus Human Resources, Specialization Studies
  General Management/
  International Business Focus Managerial Accounting and Controlling, Elective Studies
- International Economics Elective Module Elective Studies
- Management & Economics Compulsory Studies
- Managerial Economics Compulsory Studies, Specialization Studies

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

### Content

This course provides an opportunity to study and discuss current topics in international business taxation research. The course will present an introduction and overview on important recent papers in international business taxation published in leading scientific journals.

Students are expected to attend 2 presentations dealing with international business taxation in the research seminar series of the department.
Objectives

Students should gain knowledge on the current research topics in international business taxation such as international debt shifting and international transfer pricing. 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

Available on Ilias at the beginning of the term.
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 |
| Contact Hours: Independent Study: | 30 |
| | |
| Workload Hours | 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 |
| 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:

- 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 Human Resources, Elective Studies
- International Economics Elective Module Elective Studies
- Management & Economics Specialization Studies, Elective Studies
- Managerial Economics Elective Studies

Content

This interative 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.
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

**Language**  
English

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

**blocked**  
no

**PhD-oriented**  
no

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

**Limited Attendance**  
* 50

**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/General Management/International Business**  
  Specialization Studies Focus Industrial Economics, Specialization Studies Focus Marketing, Elective Studies
- **International Economics**  
  Elective Module Elective Studies
- **Management & Economics**  
  Specialization Studies, Elective Studies
- **Managerial Economics**  
  Specialization Studies

**Content**

To be announced.

* Participation in the practice course is optional and will be credited with an additional 3 ECTS.

**Objectives**

To be announced.

**Literature**

*to be announced*
B470 Options and Futures

ECTS-Credits 9
Workload Hours Contact Hours: Independent Study: 195
75
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 ---
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:

Accounting and Finance Compulsory Module Finance, Specialization Studies
Economics Elective Module Finance, Elective Module Elective Studies
Economics and Finance Compulsory Module Finance, Specialization Module Finance,
Elective Module Finance, Elective Module Elective Studies
European Economics Compulsory Studies Focus Finance, Specialization Studies Focus
Finance
European Management/ Compulsory Studies Focus Corporate Finance, Specialization Studies
General Management/ Focus Corporate Finance, Specialization Studies Focus Econometrics,
International Business Elective Studies
International Economics Elective Module Finance, Elective Module Elective Studies
Management & Economics Elective Studies
Managerial Economics Elective Studies

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

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

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
<th>9</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workload Hours</td>
<td>Contact Hours: Independent Study: 210 60</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>Lecture (2 SWS), Practice Course (2 SWS)</td>
</tr>
<tr>
<td>PhD-oriented</td>
<td>yes</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Written Exam, Assignments</td>
</tr>
<tr>
<td>Prerequisite for</td>
<td>B473</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>At least one out of: B400, B470, B471 or S413 or equivalent</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>---</td>
</tr>
<tr>
<td>Person Responsible</td>
<td>Prof. Dr.-Ing. Rainer Schöbel</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Prof. Dr.-Ing. Rainer Schöbel and assistants</td>
</tr>
</tbody>
</table>

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

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

**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

Amsterdam
B473 Numerical Methods in Finance

ECTS-Credits 9
Workload Hours Contact Hours: Independent Study: 210 60
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
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:

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

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

B490 Managing Across Cultures

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
Written Exam (90 minutes), Presentation, Term Paper

Prerequisite for
---

Prerequisites
course registration (see department website for further information)

Limited Attendance
---

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

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
B491 International Business Venture

ECTS-Credits 9
Workload Hours Contact Hours: Independent Study: 250
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 Presentation, Group Assignment, Term Paper
Prerequisite for ---
Prerequisites course registration (see department website for further information)
Limited Attendance 20
Person Responsible Prof. Dr. Markus Pudelko
Lecturer Jörg Büechl

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 course does not follow a traditional lecture style format, but instead is based on a project for a company. Students will be allocated to groups and throughout the course they will have to work on a dedicated internationalization project. Company visits and discussions with managers will be part of the learning experience. Students will primarily be evaluated according to their performance in this project. This lecture yields more ECTS credits than the previous one as self-study workload has been increased.

Objectives

This course responds to the increasing need of future managers, working in a globalized economy, to plan and implement an internationalization project. Based on the concept that students’ learning experience should not be limited to theoretical content only, this course is based on a group project that will be done in cooperation with and for a (real) company in the vicinity.
Literature

to be announced
Content

While by far most of management research is quantitative, qualitative methods are since recently becoming of increasing importance: more and more qualitative studies get published in high quality management journals and a disproportionately high amount of research awards go to qualitative studies. The aim of this course is to introduce interested students to the specific research methods qualitative studies require.
Objectives

While social sciences know a large variety of qualitative research methods, in management studies by far the most prominent technique are interviews. Consequently, this course deals with how to generate data by means of (structured, semi-structured and unstructured) interviews and how to analyze the data (coding, developing constructs), also by means of a specific software (ATLAS.ti). Next to such instrumental knowledge, the specific theoretical concepts of qualitative research will be discussed and the requirements and standards for publishing qualitative studies in international high quality journals presented.

Literature

to be announced
## B493A Doing Business in China

| ECTS-Credits | 3 |
| Workload Hours | Contact Hours: Independent Study: 75 15 |
| 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) |
| Limited Attendance | 20 |
| Person Responsible | Prof. Dr. Markus Pudelko |
| Lecturer | Jörg Büechl |

### 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**

### 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
B493B Doing Business in Japan

ECTS-Credits
3

Workload Hours
Contact Hours: Independent Study: 75
15

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)

Limited Attendance
20

Person Responsible
Prof. Dr. Markus Pudelko

Lecturer
Prof. Dr. Parissa Haghirian

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 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
The course aims to:
• review existing literature and theory in the field of Japanese management, Japanese business culture and comparative management
• provide an overview of the modern Japanese business environment
• explain the most important social concepts in Japanese society and their relevance to Japanese management and Japanese business culture
• discuss the most prominent aspects of Japanese management, such as production management, distribution and HR management in a Japanese corporation
• helps students understand Japanese negotiation and communication patterns

Literature
B493C Doing Business in India

ECTS-Credits 3
Workload Hours
Contact Hours: Independent Study: 75
15
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)
Limited Attendance 20
Person Responsible Prof. Dr. Markus Pudelko
Lecturer Prof. Dr. Jasmin Mahadevan

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 International Business, Elective Studies
    General Management/
    International Business
  - International Economics Elective Module Elective Studies
  - Management & Economics Elective Studies
  - Managerial Economics ---

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
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
B493E Doing Business in Korea

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)
Limited Attendance: 20
Person Responsible: Prof. Dr. Markus Pudelko
Lecturer: Prof. Dr. Dr. Fabian Jintae Froese

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

Content

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.*
### B495 Leadership Responsibility & Organizational Mindfulness

| **ECTS-Credits** | 3 |
| **Workload Hours** | Contact Hours: 15 Independent Study: 75 |
| **Duration** | 1 Semester |
| **Cycle** | generally: WS 15/16 |
| **Language** | English |
| **Course Type** | Seminar (1,5 SWS) |
| **blocked** | yes |
| **PhD-oriented** | no |
| **Method of Assessment** | Presentation |
| **Prerequisite for** | --- |
| **Prerequisites** | --- |
| **Limited Attendance** | 20, Students do not need to register for this course. Participation in the Kick-Off is obligatory. |
| **Person Responsible** | Dr. Silke Astrid Eisenbeiss |
| **Lecturer** | Dr. Silke Astrid Eisenbeiss |

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

<table>
<thead>
<tr>
<th>Program/Module</th>
<th>Details</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>
</tr>
<tr>
<td>European Economics</td>
<td>---</td>
</tr>
<tr>
<td>European Management/</td>
<td>Specialization Studies Focus International Business, Specialization Studies Focus Human Resources, Elective Studies</td>
</tr>
<tr>
<td>General Management/</td>
<td></td>
</tr>
<tr>
<td>International Business</td>
<td></td>
</tr>
<tr>
<td>International Economics</td>
<td>Elective Module Elective Studies</td>
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<tr>
<td>Management &amp; Economics</td>
<td>Elective Studies</td>
</tr>
<tr>
<td>Managerial Economics</td>
<td>Elective Studies</td>
</tr>
</tbody>
</table>

#### Content

Students do not need to register for this course. Participation in the Kick-Off is obligatory. Further details to be announced in Campus.

#### Objectives

Further details to be announced in Campus.

#### Literature

to be announced
**B496 Seminar on Applied Research in International Business for M.Sc.**

<table>
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<th>ECTS-Credits</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Workload Hours</td>
<td>Contact Hours: Independent Study: 160</td>
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<tr>
<td>20</td>
<td></td>
</tr>
<tr>
<td>Duration</td>
<td>1 Semester</td>
</tr>
<tr>
<td>Cycle</td>
<td>generally: WS 15/16</td>
</tr>
<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>yes</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Term Paper</td>
</tr>
<tr>
<td>Prerequisite for</td>
<td>---</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>B497 Introduction into Research Methodology for M.Sc., course application deadline 11 October 2015 (see department website for further information)</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>12</td>
</tr>
<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Markus Pudelko</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Tomke Augustin, Christina Popescu</td>
</tr>
</tbody>
</table>

**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**
- **Managerial Economics**
- **Management & Economics**
- **Economics Elective Module Elective Studies**
- **Specialization Studies Focus International Business, Elective Studies**
- **Elective Module Elective Studies**
- **Elective Studies**
- **Elective Module Elective Studies**

**Content**

In this seminar, students can obtain deep insight into research on the role of bilingual and bicultural individuals in multinational corporations. In terms of methods, the blocked 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 bilingual and bicultural individuals in multinational corporations. After having set this basis, students will participate as observers in an interview and then 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. Please see department website for further information on registration.
Objectives

After having participated in this course, students should be able to
- apply qualitative methods in management research
- conduct, transcribe and code interviews
- assess bilinguals’ and biculturals’ influence in MNCs

Literature

to be announced
**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** | Attending this course and passing its exam constitute prerequisites for writing a Master or Bachelor thesis at the Department of International Business. |
| **Prerequisites** | This course is limited to students writing their Master thesis at the Department of International Business and M.Sc. in International Business students planning to apply for a Master thesis at the Department during their year abroad. |
| **Limited Attendance** | 20;  
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 pa |
| **Person Responsible** | Prof. Dr. Markus Pudelko |
| **Lecturer** | Tomke Augustin |

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 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, Bachelor thesis or term paper at the Department of International Business

**Literature**

B500 Master Seminar on Finance

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 ---
Limited Attendance 25
Person Responsible Prof. Dr. Christian Koziol
Lecturer Prof. Dr. Christian Koziol and assistants

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

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

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

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** ---

**Limited Attendance** ---

**Person Responsible** Prof. Ted Azarmi, PhD

**Lecturer** Prof. Ted Azarmi, PhD, and Dipl.-Kfm.Florian Niederstätter

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/ Specialization Studies Focus Banking, Elective Studies
- General Management/
- International Business
- 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
B520 Research Seminar on Marketing (Master Seminar)

ECTS-Credits 9
Workload Hours Contact Hours: Independent Study: 240
30
Duration 1 Semester
Cycle generally: SS (not offered in SS 16)
Language English
Course Type Seminar (2 SWS)
blocked yes
PhD-oriented yes
Method of Assessment Presentation, Term Paper, Oral Participation
Prerequisite for ---
Prerequisites ---
Limited Attendance 12
Person Responsible Prof. Dr. Dominik Padies
Lecturer Prof. Dr. Dominik Padies

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 Marketing, Elective Studies
  General Management/
  International Business
- International Economics Elective Module Elective Studies
- Management & Economics Elective Studies
- Managerial Economics ---

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

| 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, Oral Participation |
| Prerequisite for | --- |
| Prerequisites | --- |
| Limited Attendance | 18 |
| Person Responsible | Prof. Dr. Dominik Papies |
| Lecturer | Prof. Dr. Dominik Papies |

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 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

**B530 Master Seminar in Managerial Accounting**

**ECTS-Credits**  
9

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

**Duration**  
1 Semester

**Cycle**  
generally: WS

**Language**  
English

**Course Type**  
Seminar (2 SWS)

**blocked**  
yes

**PhD-oriented**  
yes

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

**Prerequisite for**  
---

**Prerequisites**  
---

**Limited Attendance**  
24

**Person Responsible**  
Prof. Dr. Anna Rohlfing-Bastian

**Lecturer**  
Prof. Dr. Anna Rohlfing-Bastian

---

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 Managerial Accounting and Controlling, Elective Studies
- **International Economics**  
  Elective Module Elective Studies
- **Management & Economics**  
  Specialization Studies, Elective Studies
- **Managerial Economics**  
  Specialization Studies

---

**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.

**Literature**

Depends on topic and will be announced.
**B540 Master Seminar on Personnel Economics**

**ECTS-Credits**
9

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

**Duration**
1 Semester

**Cycle**
generally: SS (not offered in SS 16)

**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; Participants are also required to attend the accompanying compulsory course on research techniques and scientific writing.

**Limited Attendance**
16

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

**Lecturer**
Prof. Dr. Kerstin Pull and assistants

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 Human Resources, Elective Studies
- **International Economics** Elective Module Elective Studies
- **Management & Economics** Specialization Studies, Elective Studies
- **Managerial Economics** Specialization Studies

**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.
varies depending on subject; see announcement on homepage
**B549 Ph.D-oriented Seminar in Management & Economics**

| ECTS-Credits | 6 |
| Workload Hours | Contact Hours: 30  
Independent Study: 150 |
| Duration | 1 Semester |
| Cycle | generally: SS |
| Language | English |
| Course Type | Seminar (2 SWS) |
| blocked | no |
| PhD-oriented | yes |
| Method of Assessment | Presentation |
| Prerequisite for | --- |
| Prerequisites | --- |
| Limited Attendance | 20; This course is primarily oriented towards students of the M.Sc. in Management & Economics. Students of other programs can only apply of there are spots available after all applications from students of the M.Sc. in Management & Economics have been cons |
| Person Responsible | Prof. Dr. Kerstin Pull, Prof. Dr. Manfred Stadler |
| Lecturer | Prof. Dr. Kerstin Pull, Prof. Dr. Manfred Stadler |

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

- Accounting and Finance: Elective Studies
- Economics: Elective Module Elective Studies
- Economics and Finance: Elective Module Elective Studies
- European Economics: ---
- European Management/General Management/: ---
- International Business: ---
- International Economics: Elective Module Elective Studies
- Management & Economics: Ph.D-oriented Seminar, Elective Studies
- Managerial Economics: ---

**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
ECTS-Credits 9
Workload Hours Contact Hours: Independent Study: 240
30
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
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>
<thead>
<tr>
<th>Accounting and Finance</th>
<th>Specialization Studies</th>
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<tbody>
<tr>
<td>Economics</td>
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<tr>
<td>Economics and Finance</td>
<td>Master Seminar, Elective Module Finance, Elective Module Elective Studies</td>
</tr>
<tr>
<td>European Economics</td>
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<tr>
<td>European Management/</td>
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<tr>
<td>International Business</td>
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</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>---</td>
</tr>
</tbody>
</table>

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
B590 Master Seminar in International Business  

ECTS-Credits 9  
Workload Hours  
Contact Hours: Independent Study: 250  
20  
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  
Deadline for application in the winter term 2015/16: 11 October 2015  
Deadline for application in the summer term 2016: 10 April 2016  
Limited Attendance 12  
Person Responsible Prof. Dr. Markus Pudelko  
Lecturer Dr. Helene Tenzer, Tomke Augustin  

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**  
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
This course introduces participants (future scholars and junior scholars) into publication strategies for top international journals in the area of management.
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: Independent Study: 120
60

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
---

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:

Accounting and Finance
---

Economics
Specialization Module Applied Economics, Elective Module Economics, Elective Module Elective Studies

Economics and Finance
Elective Module Economics, Elective Module Elective Studies

European Economics
Specialization Studies Focus Economics

European Management/
Elective Studies

General Management/

International Business

International Economics
Specialization Module International Macroeconomics, Elective Module Economics, Elective Module Elective Studies

Management & Economics
Elective Studies

Managerial Economics
---

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.
A literature list will be provided online
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: 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
Limited Attendance: 12
Person Responsible: Prof. Dr. Wilhelm Kohler
Lecturer: Prof. Dr. Oded Stark

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 Elective Module International Economics, Elective Module Elective Studies
- Management & Economics Elective Studies
- Managerial Economics ---

Content

International migration is one of the most exciting topics to explore in social science research. Why do some people leave while others stay? What are the repercussions of migration for the sending and the receiving economies, for the migrants themselves, and for their families? These 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 Economics of Globalization I: International Trade

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)

Prerequisite for
E570

Prerequisites
E424, E433

Limited Attendance
---

Person Responsible
Prof. Dr. Wilhelm Kohler

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 and absolute advantage
2. Factor endowments, factor prices and trade
3. The gains from trade
4. New Trade theory: monopolistic competition and oligopoly
5. New New Trade theory: firm heterogeneity
6. Trade policy
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 and real incomes, and how trade policy affects the 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: Independent Study: 210
60
Duration: 1 Semester
Cycle: generally: WS (not offered in WS 15/16)
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
Limited Attendance: 30
Person Responsible: Dr. Bohdan Kukharskyy
Lecturer: Dr. Bohdan Kukharskyy

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

- Accounting and Finance
- Economics
- Specialization Module Applied Economics, 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
- International Economics
- Specialization Module International Trade, Elective Module International Economics, Elective Module Elective Studies
- Management & Economics
- Elective Studies
- Managerial Economics
- ---

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: Independent Study: 180
Block No
PhD-oriented No
Method of Assessment Written Exam (180 minutes), Assignments
Prerequisite for B415, E420, E421, E422, E425
Prerequisites E442 (not obligatory)
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:

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

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: Independent Study: 135
45
Duration 1 Semester
Cycle generally: WS
Language English
Course Type Lecture (3 SWS)
blocked no
PhD-oriented no
Method of Assessment Written Exam (60 minutes)
Prerequisite for ---
Prerequisites E424, E421
Limited Attendance ---
Person Responsible Dr. Bohdan Kukharskyy
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 Specialization Module Economics, 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
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 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. 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.
E428 Mathematical Methods in Advanced Microeconomics

ECTS-Credits
3

Workload Hours
Contact Hours: Independent Study: 60
15

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
---

Limited Attendance
---

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

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

Literature
Chiang, Fundamental Methods of Mathematical Economics.

170
E430 Monetary Economics

ECTS-Credits: 6
Workload Hours: Contact Hours: 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: ---
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:

Accounting and Finance: Specialization Studies
Economics: Specialization Module Applied Economics, Elective Module Economics, Elective Module Elective Studies
Economics and Finance: Specialization Module Economics, Elective Module Economics, Elective Module Elective Studies
European Economics: Specialization Studies Focus Economics
European Management/General Management/: Elective Studies
International Business
International Economics: Specialization Module International Macroeconomics, Elective Module Economics, Elective Module Elective Studies
Management & Economics: Elective Studies
Managerial Economics: Elective Studies

Content:
1. Classical Monetary Model
2. Basic New Keynesian Model
3. Monetary Policy Design
4. Monetary Policy Tradeoffs
5. Fiscal Policy
6. Quantitative policy analysis
Objectives

The course familiarises students with the New Keynesian view on business cycles and stabilization policies. After introducing the basic framework, we turn to particular challenges due to, for instance, the zero lower bound on policy rates and reckless fiscal policy. Students may attend a computer tutorial which introduces numerical methods to solve dynamic stochastic general equilibrium models.

Literature

# E430K Monetary Economics Matlab

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  
**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:

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

**Content**

Matlab for E430 Monetary Economics  

**Objectives**

Tutorial which introduces numerical methods to solve dynamic stochastic general equilibrium models.  

**Literature**

E431 Open Economy Macroeconomics

ECTS-Credits 9
Workload Hours Contact Hours: Independent Study: 210
Contact Hours: 60
Duration 2 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)
Prerequisite for ---
Prerequisites ---
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:

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

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.
E432 Advanced Labour Economics

ECTS-Credits
6

Workload Hours
Contact Hours: Independent Study: 135
45

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

Limited Attendance
---

Person Responsible
Dr. Christian Manger

Lecturer
Prof. Dr. Christian Manger

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

Accounting and Finance
---

Economics
Specialization Module Applied Economics, Elective Module Economics, Elective Module Elective Studies

Economics and Finance
Specialization Module Economics, Elective Module Economics, Elective Module Elective Studies

European Economics
Specialization Studies Focus Economics

European Management/
General Management/
International Business
Elective Studies

International Economics
Specialization Module International Macroeconomics, Elective Module Economics, Elective Module Elective Studies

Management & Economics
Specialization Studies, Elective Studies

Managerial Economics
Specialization Studies

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:
E433 Advanced Macroeconomics

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 Exams (90 minutes)
Prerequisite for E420, E421, E425
Prerequisites Good working knowledge of calculus
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:

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

Content

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:


E441 Topics in International Trade

ECTS-Credits 9
Workload Hours Contact Hours: Independent Study: 210
Duration 1 Semester
Cycle generally: WS (not offered in WS 15/16)
Language English
Course Type Lecture (4 SWS)
PhD-oriented yes
Method of Assessment Written Exam (120 minutes), Presentation, Assignment
Prerequisite for ---
Prerequisites Economics of Globalization I: International Trade (E470)
Limited Attendance ---
Person Responsible Prof. Dr. Frank Stähler
Lecturer Prof. Dr. Frank Stähler, Dr. Onur Koska

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

- Accounting and Finance ---
- Economics Specialization Module Applied Economics, Elective Module International Economics, Elective Module Elective Studies
- Economics and Finance Specialization Module Economics, 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
This course builds deals with selected topics of the international trade literature. Topics will change from year to year. We will go through academic papers in class.

Objectives
The course intends to familiarize students with the state-of-the-art concepts and methods used in the literature on multinational firms. It imparts the necessary skills to conduct own theoretical and empirical research.
Literature

**E450 Game Theory and Industrial Organization**

**ECTS-Credits** 6

**Workload Hours**
- **Contact Hours:** 45
- **Independent Study:** 150

**Duration** 1 Semester

**Cycle** generally: WS

**Language** English

**Course Type** Lecture (2 SWS)

**PhD-oriented** yes

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

**Prerequisite for** ---

**Prerequisites** ---

**Limited Attendance** ---

**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:**

- **Accounting and Finance** Elective Studies
- **Economics** Specialization Module Applied Economics, Specialization Module Economic Theory, Elective Module Economics, Elective Module Elective Studies
- **Economics and Finance** Specialization Module Economics, Elective Module Economics, Elective Module Elective Studies
- **European Economics** Specialization Studies Focus Economics
- **European Management/General Management/International Business** Compulsory Studies Focus Industrial Economics, Specialization Studies Focus Industrial Economics, Elective Studies
- **International Economics** Elective Module Economics, Elective Module Elective Studies
- **Management & Economics** Compulsory Studies
- **Managerial Economics** Compulsory Studies, Specialization Studies

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**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: Independent Study: 60
30
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
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 Elective Studies
- Economics Specialization Module Applied Economics, Specialization Module Economic Theory, Elective Module Economics, Elective Module Elective Studies
- Economics and Finance Specialization Module Economics, Elective Module Economics, Elective Module Elective Studies
- European Economics Specialization Studies Focus Economics
- European Management/ General Management/ International Business Compulsory Studies Focus Industrial Economics, Specialization Studies Focus Industrial Economics, Elective Studies
- International Economics Elective Module Economics, Elective Module Elective Studies
- Management & Economics Compulsory Studies
- Managerial Economics Compulsory Studies, Specialization Studies

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.
The course material will be provided on the ILIAS-online platform.
E453 Economic Growth

ECTS-Credits: 6
Workload Hours: Contact Hours: Independent Study: 150
Duration: 1 Semester
Cycle: generally: SS
Language: English
Course Type: Lecture (2 SWS)
blocked: no
PhD-oriented: yes (with colloquium)
Method of Assessment: Written Exam (90 minutes), Assignments
Prerequisite for: ---
Prerequisites: ---
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: Elective Studies
- Economics: Specialization Module Applied Economics, Specialization Module Economic Theory, Elective Module Economics, Elective Module Elective Studies
- Economics and Finance: Specialization Module Economics, Elective Module Economics, Elective Module Elective Studies
- European Economics: Specialization Studies Focus Economics
- European Management/General Management/International Business: Elective Studies
- International Economics: Elective Module Economics, Elective Module Elective Studies
- Management & Economics: Specialization Studies, Elective Studies
- Managerial Economics: Elective Studies

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: Independent Study: 60
30

Duration
1 Semester

Cycle
generally: SS

Language
English

Course Type
Colloquium (2 SWS)

PhD-oriented
yes

Method of Assessment
Presentation

Prerequisite for
---

Prerequisites
E453

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

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: Independent Study: 120
60
Duration 1 Semester
Cycle generally: SS
Language English
Course Type Lecture (4 SWS)
blocked no
PhD-oriented no
Method of Assessment Written Exam (90 minutes), Assignments
Prerequisite for ---
Prerequisites ---
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/ Elective Studies
- General Management/
- International Business
- 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.
E460 Empirical Studies on Migration, Trade and Growth in the Long Run

ECTS-Credits 9
Workload Hours
Contact Hours: Independent Study: 240
30
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 ---
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:

- Accounting and Finance Elective Studies
- Economics Specialization Module Applied Economics, 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 Macroeconomics, Specialization Module International Trade, Elective Module International Economics, Elective Module Elective Studies
- Management & Economics Elective Studies
- Managerial Economics ---

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.
E510 Master Seminar "Topics in Empirical Public Economics" 

ECTS-Credits  9
Workload Hours  Contact Hours:   Independent Study: 240 30
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  ---
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:

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

**Content**

Selected research papers in empirical public economics.

**Objectives**

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

**Literature**

Topics and readings will be announced online.
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 no
PhD-oriented yes
Method of Assessment Presentation, Term Paper
Prerequisite for ---
Prerequisites ---
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:

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

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 Global Production and Sourcing

ECTS-Credits 9
Workload Hours Contact Hours: Independent Study: 240
30
Duration 1 Semester
Cycle generally: SS (not offered in SS 16)
Language English
Course Type Seminar (2 SWS)
blocked no
PhD-oriented yes
Method of Assessment Presentation, Term Paper
Prerequisite for ---
Prerequisites E424, E470
Limited Attendance ---
Person Responsible Prof. Dr. Wilhelm Kohler
Lecturer Prof. Dr. Wilhelm Kohler, Dr. Bohdan Kukharskyy

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

Content

This seminar 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 seminar is to better understand the modern day empirical stylized facts about trade and foreign direct investment flows. There is a lecture with the same title which serves the purpose of preparing students for a successful participation in this Seminar.
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

E530 Master Seminar on Monetary and Fiscal Policy

ECTS-Credits 9
Workload Hours Contact Hours: Independent Study: 240
30
Duration 0
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.
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:

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

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**

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
<th>9</th>
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<tbody>
<tr>
<td>Workload Hours</td>
<td>Contact Hours: 30 Independent Study: 240</td>
</tr>
<tr>
<td>Duration</td>
<td>1 Semester</td>
</tr>
<tr>
<td>Cycle</td>
<td>generally: WS (not offered in WS 15/16)</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>no</td>
</tr>
<tr>
<td>PhD-oriented</td>
<td>no</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Presentation, Term Paper</td>
</tr>
<tr>
<td>Prerequisite for</td>
<td>---</td>
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<tr>
<td>Prerequisites</td>
<td>---</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>8</td>
</tr>
<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Frank Stähler</td>
</tr>
<tr>
<td>Lecturer</td>
<td>Prof. Dr. Frank Stähler, Dr. Onur Koska</td>
</tr>
</tbody>
</table>

**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.
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
Language: English
Course Type: Seminar (2 SWS)
blocked: yes
PhD-oriented: yes
Method of Assessment: Presentation, Term Paper
Prerequisite for: ---
Prerequisites: ---
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:

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

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 (not offered in SS 16)

Language: English

Course Type: Seminar (2 SWS)

PhD-oriented: yes

Method of Assessment: Presentation, Term Paper

Prerequisite for: ---

Prerequisites: ---

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:

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

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.
**E560 Master Seminar on Integration and Growth in the World Economy**

<table>
<thead>
<tr>
<th>ECTS-Credits</th>
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</thead>
<tbody>
<tr>
<td>Workload Hours</td>
<td>Contact Hours: Independent Study: 240</td>
</tr>
<tr>
<td></td>
<td>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, Discussion, Term Paper</td>
</tr>
<tr>
<td>Prerequisite for</td>
<td>---</td>
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<tr>
<td>Prerequisites</td>
<td>---</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>
</tbody>
</table>

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

- **Accounting and Finance**
  - Elective Studies
- **Economics**
  - 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**

The seminar provides an overview over 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

**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 to: wisoge@uni-tuebingen.de

**Limited Attendance**  
---

**Person Responsible**  
Prof. Dr. Jörg Baten

**Lecturer**  
Prof. Dr. Jörg Baten and team

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

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

**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.
Objectives

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

Literature

Please refer to the studies on our homepage.
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 to: 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:

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

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.
**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 | --- |
| 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:

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

**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: Independent Study: 180 90
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 ---
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:

Accounting and Finance Specialization Studies
Economics Specialization Module Applied Economics, Elective Module Econometrics, Elective Module Finance, Elective Module Elective Studies
Economics and Finance Specialization Module Econometrics, Specialization Module Finance, Elective Module Econometrics, Elective Module Finance, Elective Module Elective Studies
European Economics Specialization Studies Focus Econometrics, Specialization Studies Focus Finance
European Management/ General Management/ International Business Specialization Studies Focus Banking, Specialization Studies Focus Econometrics, Elective Studies
International Economics Specialization Module International Macroeconomics, Elective Module Econometrics, Elective Module Finance, Elective Module Elective Studies
Management & Economics Specialization Studies, Elective Studies
Managerial Economics Specialization Studies

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
S413 Financial Economics

ECTS-Credits: 9  
Workload Hours:  
Contact Hours: 60  
Independent Study: 210  
Duration: 1 Semester  
Cycle: generally: SS (not offered in SS 16)  
Language: English  
Course Type: Lecture (4 SWS)  
blocked: no  
PhD-oriented: yes  
Method of Assessment: Written Exam (90 minutes)  
Prerequisite for: B472, B473  
Prerequisites: ---  
Limited Attendance: ---  
Person Responsible: Prof. Dr. Christian Koziol, Prof. Dr. Joachim Grammig  
Lecturer: Prof. Dr. Christian Koziol, Prof. Dr. Joachim Grammig  

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

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

Content  
Objectives

Rigorous and in-depth treatment of foundations of financial economics in discrete time.

Literature

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: ---
Limited Attendance: ---

Person Responsible: Dr. Thomas Dimpfl
Lecturer: Dr. Thomas Dimpfl

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

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

**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
S420 Statistics of Financial Markets

ECTS-Credits: 6
Workload Hours: Contact Hours: 60, Independent Study: 120
Duration: 1 Semester
Cycle: generally: WS, biennially, next: WS 16/17
Language: English
Course Type: Lecture (3 SWS), Practice Course (1 SWS)
PhD-oriented: yes
Method of Assessment: Written Exam (90 minutes)
Prerequisite for:
Prerequisites:
Basic knowledge of probability theory, linear algebra and econometric methods
Limited Attendance: ---
Person Responsible: Prof. Dr. Martin Biewen
Lecturer: Prof. Dr. Martin Biewen and team

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

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

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
S421 Multivariate Methods

ECTS-Credits 6
Workload Hours Contact Hours: Independent Study: 120
60
Duration 1 Semester
Cycle generally: WS, biennially, next: WS 15/16
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
Limited Attendance ---
Person Responsible Prof. Dr. Martin Biewen
Lecturer Prof. Dr. Martin Biewen and team

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

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

Content

Linear Algebra, Multiple Linear Regression, Multivariate Distributions, Estimation and Testing, Principal Components, Factor Analysis, Cluster Analysis, Discriminant Analysis, Correspondence Analysis, Canonical Correlation, Multidimensional Scaling, Conjoint Measurement

Objectives

Introduction to the most commonly used methods of multivariate statistics. Motivation, derivation, and practical illustration of the different methods. The focus of the course is on the derivation and the theoretical properties of the different methods, but students will also learn how to employ econometric software to implement them in practical applications.
Literature

Härdle/Simar: Applied Multivariate Statistical Analysis
Rencher, A.: Methods of Multivariate Analysis
S422 Advanced Microeconometrics

ECTS-Credits  9
Workload Hours  Contact Hours:  Independent Study: 180
90
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
Limited Attendance  ---
Person Responsible  Prof. Dr. Martin Biewen
Lecturer  Prof. Dr. Martin Biewen, Madalina Tapalaga

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

- Accounting and Finance  Elective Studies
- Economics  Compulsory Module Econometrics, Elective Module Econometrics, Elective Module Elective Studies
- Economics and Finance  Compulsory Module Econometrics, Specialization Module Econometrics, Elective Module Econometrics, Elective Module Elective Studies
- European Economics  Compulsory Studies Focus Econometrics, Specialization Studies Focus Econometrics
- European Management/General Management/International Business  Compulsory Studies Focus Econometrics, Specialization Studies Focus International Accounting and Auditing, Specialization Studies Focus Econometrics, Specialization Studies Focus Human Resources, Elective Studies
- International Economics  Compulsory Module Econometrics, Elective Module Econometrics, Elective Module Elective Studies
- Management & Economics  Specialization Studies, Elective Studies
- Managerial Economics  Specialization Studies

Content

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
**S510/520 Master Seminar on Econometrics**

<table>
<thead>
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<th><strong>ECTS-Credits</strong></th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>Workload Hours</strong></td>
<td></td>
</tr>
<tr>
<td>Contact Hours</td>
<td>Independent Study: 240</td>
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<tr>
<td>30</td>
<td></td>
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<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>Language</strong></td>
<td>English</td>
</tr>
<tr>
<td><strong>Course Type</strong></td>
<td>Seminar (2 SWS)</td>
</tr>
<tr>
<td><strong>blocked</strong></td>
<td>yes</td>
</tr>
<tr>
<td><strong>PhD-oriented</strong></td>
<td>yes</td>
</tr>
<tr>
<td><strong>Method of Assessment</strong></td>
<td>Presentation, Discussion, Term Paper</td>
</tr>
<tr>
<td><strong>Prerequisite for</strong></td>
<td>---</td>
</tr>
<tr>
<td><strong>Prerequisites</strong></td>
<td>Successful completion of at least one econometrics course for Master students.</td>
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<tr>
<td><strong>Limited Attendance</strong></td>
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<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. Martin Biewen, Prof. Dr. Joachim Grammig</td>
</tr>
</tbody>
</table>

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

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

**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.
Limited Attendance 10
Person Responsible Prof. Dr. Markus Pudelko
Lecturer Dr. Helene Tenzer

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/ Elective Studies
- General Management/
- International Business
- 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. and B.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 (90 percent). The test on research methodology will enter the final mark with 10 percent weight. The presentation during the colloquium will not be marked.

Literature

Depending on the topic of the Master Thesis.
### 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

to be announced
**ZE650 Master Thesis Colloquium in Economic Theory**

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: no

PhD-oriented: yes

Method of Assessment: Presentation of the Master Thesis

Prerequisite for: ---

Prerequisites: ---

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:

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

**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: Independent Study: ---
30

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
---

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:

Accounting and Finance
Elective Studies
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
Elective Studies

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