

Courses offered in English at the Faculty of Business and Economics

BACHELOR COURSES – WINTER TERM

Course title	Chair/Professorship	Creditpoints	Type of Course	Remarks
Financial Modeling	Prof. Dr. Peter N. Posch Professorship of Finance - Center for Finance, Risk- & Resource Management (FiRRM)	7,5	Lecture + Tutorial	separate application/registration process; has to be confirmed by the lecturer
International Business	Prof. Dr. Tessa Flatten Professorship of Technology & Management	7,5	Lecture + Tutorial	
Management Control	Saskia Fleig, Dipl.-Kffr. Chair of Management Accounting and Control	7,5	Lecture + Tutorial	
Monetary Economics	Prof. Dr. Ludger Linnemann Professorship of Applied Economics	7,5	Lecture + Tutorial	
Role of the Government	Prof. Galina Zudenkova, Ph.D.	7,5	Lecture+Tutorial	
Innovation and Growth Management	Prof. Dr. Steffen Strese	7,5	Lecture+Tutotial	

General remarks:

- If there are no further restrictions mentioned exchange students are allowed to take both Bachelor and Master courses regardless of the study level at their home university
- Please try to choose lectures/exercises because there are usually no restrictions regarding the capacities and individual requirements, participation in seminars and courses with separate application/registration processes can't be confirmed in advance
- The Examination period usually takes place after the lecture period (for the winter semester in February and for the summer semester in August). Please take this into consideration for planning your travel dates
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MASTER COURSES – WINTER TERM

Course title	Chair/Professorship	Creditpoints	Type of Course	Remarks
Financial Econometrics	Prof. Dr. Peter N. Posch Professorship of Finance - Center for Finance, Risk- & Resource Management (FiRRM)	7,5	Lecture + Tutorial	
Dynamic Macroeconomics	Prof. Dr. Philip Jung Professorship Macroeconomics	7,5	Lecture + Tutorial	
Economics of Information	Prof. Dr. Wolfgang Leininger Chair of Microeconomic Theory	7,5	Lecture	
Financing and Launching Innovative Products	Prof. Dr. Steffen Strese	7,5	Lecture+Excercise	
Law and Economics	Prof. Galina Zudenkova, Ph.D.Galina ProfessorshipPublic Finance	7,5	Lecture+Exercise	
Game Theory	Prof. Dr. Wolfgang Leininger Chair of Microeconomic Theory	7,5	Lecture + Tutorial	
Production Planning and Control	Prof. Dr. Ralf Gössinger Chair of Production Management and Logistics	7,5	Lecture + Tutorial	

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Strategic Technology and Innovation Management	Prof. Dr. Tessa Flatten Professorship of Technology & Management	7,5	Lecture + Tutorial	
Microeconometrics and Empirical Applications	Prof. Dr. Kornelius Kraft Chair of Economic Policy	7,5	Lecture + Tutorial	

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MASTER SEMINARS – WINTER TERM (separate application/registration processes, limited capacities, previous knowledge required)

Course title	Chair/Professorship	Creditpoints	Type of Course	Remarks
Academic Entrepreneurship Trends / Applying Entrepreneurship Research	Prof. Dr. Liudvika Leisyte Professorship of Higher Education	7,5	Seminar	separate application/registration process in advance
Organization of Innovation / Applying different approaches to organizing innovation	Prof. Dr. Liudvika Leisyte Professorship of Higher Education	7,5	Seminar	separate application/registration process in advance
Research Topics in Finance, Risk- and Resourcemanagement	Prof. Dr. Peter N. Posch Professorship of Finance - Center for Finance, Risk- & Resource Management (FiRRM)	4	Seminar	Part of Master Module Finance V – separate application/registration process in advance
Innovation Management Case Course	Prof. Dr. Steffen Strese Professorship for Innovation Management	7,5	Seminar	
Business IT-Case Studies	Prof. Dr. Richard Lackes Chair of Business Informatics	7,5	Seminar + Exercise	separate application/registration process in advance

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Course title	Chair/Professorship	Creditpoints	Type of Course	Remarks
Economics of Migration	Prof. Dr. Christiane Hellmanzik Urban, Regional & International Economic Relations	7,5	Seminar	separate application/registration in advance. Please contact the Chair of Urban, Regional and International Economics Relations for further details.

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BACHELOR COURSES – SUMMER TERM

Course title	Chair/Professorship	Creditpoints	Type of Course	Remarks
Financial Modeling	Prof. Dr. Peter N. Posch Professorship of Finance - Center for Finance, Risk- & Resource Management (FiRRM)	7,5	Lecture + Tutorial	separate application/registration process in advance
International Business	Prof. Dr. Tessa Flatten Professorship of Technology & Management	7,5	Lecture + Tutorial	Part of the TU Dortmund Summer School (takes place in June/July)
Concepts and Cases in International Marketing	Prof. Dr. Hartmut Holzmüller Chair of Marketing	7,5	Lecture + Tutorial	Part of the TU Dortmund Summer School (takes place in June/July)
Introduction to IFRS	JProf. Dr. N. Georgiou Chair of International Accounting and Auditing	7,5	Lecture + Tutorial	
Taxation and redistribution	Prof. Galina Zudenkova, Ph.D. Professorship for Public Finance	7,5	Lecture+Tutorial	

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Labor Markets and Employment Theory	Prof. Dr. Philip Jung Professorship Macroeconomics	7,5	Lecture + Tutorial	
Foundations of Entrepreneurship	Dr. Ronald Kriedel	7,5		The class takes place within the scope of the International Summer Program 2020. Therefore classes start in June. Specific times and places of class can be found here: http://www.wiwi.tu-dortmund.de/wiwi/leo/de/lehre/veranstalt/index.html
Human Resources: Personnel Selection, Personnel Development and Leadership	Prof. Dr. Jens Rowold Professorship for Human Resource Management	7,5	Lecture + Excercises	

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MASTER COURSES – SUMMER TERM

Course title	Chair/Professorship	Creditpoints	Type of Course	Remarks
Advanced business cycle analysis	Prof. Dr. Ludger Linnemann Professorship of Applied Economics	7,5	Lecture + Exercise	
Advances in Public Economics and Political Economy	Prof. Galina Zudenkova, Ph.D. Professorship of Public Finance	7,5	Lecture+Excercises	
Quantitive Finance	Prof. Dr. Peter N. Posch Professorship of Finance - Center for Finance, Risk- & Resource Management (FiRRM)	7,5	Lecture + Exercise	Master Module Finance I (one exam for both courses)
New Product Management	Prof. Dr. Tessa Flatten Professorship of Technology & Management	7,5	Lecture + Exercise	separate application/registration process in advance of the semester; application only open for Master students
Managing Digital Platform Ecosystems	JProf. Dr. Manuel Wiesche Assistant Professor in Informations Systems	7,5	Lecture+Exersice	
Industrial Marketing	Prof. Dr. H. Holzmüller Chair of Marketing	7,5	Lectrure + Exercise	

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MASTER SEMINARS – SUMMER TERM (separate application/registration processes, limited capacities, previous knowledge required)

Course title	Chair/Professorship	Creditpoints	Type of Course	Remarks
Foundations and Utilization of Systematic and Strategic Entrepreneurship in Complex Systems	Prof. Dr. Liudvika Leisyte Professorship of Higher Education	7,5	Seminar + Tutorial	separate application/registration in advance
Strategy and Technology Case Studies	Prof. Dr. Tessa Flatten Professorship of Technology & Management	7,5	Seminar	separate application/registration in advance; application only open for Master students
New Innovation Forms of Product Development	Prof. Dr. Tessa Flatten Chair for Technology and Management	7,5	Seminar	separate application/registration in advance; application only open for Master students
Empirical Methods of Policy Evaluation	Prof. Galina Zudenkova, Ph.D. Professorship of Public Finance	7,5	Seminar	Separate application/registration in advance; application only open for Master students

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Seminar Public Finance	Prof. Galina Zudenkova, Ph.D. Professorship of Public Finance	7,5	Seminar	Separate application/registration in advance; application only open for Master students
Topics in International Economics: Brexit	Prof. Dr. Christiane Hellmanzik Urban, Regional & International Economic Relations	7,5	Seminar	separate application/registration in advance; application only open for Master students
Globalisation	Prof. Dr. Christiane Hellmanzik Urban, Regional & International Economic Relations	7,5	Seminar	separate application/registration in advance; application only open for Master students.
Topics in International Economics	Prof. Dr. Christiane Hellmanzik Urban, Regional & International Economic Relations	7,5	Seminar	separate application/registration in advance; application only open for Master students.
Digital Transformation: Empirical research in information systems	JProf. Dr. Manuel Wiesche Assistant Professorship in Information Systems	7,5	Seminar	separate application/registration in advance

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Course Outlines

The following course outlines were taken from the Website of the Faculty of Business and Economics/the particular professorships and from the Module Handbooks for “Bachelor of Science Wirtschaftswissenschaften” and “Master of Science Wirtschaftswissenschaften” – the entire Handbooks are available under the following link:

<https://www.wiwi.tu-dortmund.de/wiwi/de/studium/studiengaenge/index.html>

Website Faculty of Business and Economics:

<https://www.wiwi.tu-dortmund.de/wiwi/de/fakultaet/index.html>

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Financial Modeling				
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Bachelor	Level:
Exam: Graded written exam (90 minutes)				
<p>Course description:</p> <p>We are introducing Excel and VBA to master the basic challenges in the financial industry. The theory gained in the previous course Investment-, Portfolio- and Risk Management is applied to real datasets in finance. We focus again on the topics derivatives pricing, portfolio theory and risk measures. Before, you learn how to gather financial data from open sources using API's and how to clean your own dataset. Participants work in our computer lab in small groups, individually supported by our instructors. After taking this course, participants have improved their own practical skills, transforming financial theory into real-world financial applications.</p>				
<p>Take away:</p> <ul style="list-style-type: none"> • Derivatives pricing (e.g. options, swaps) Portfolio theory, • optimization and performance measures Risk measures (e.g. VaR, Expected shortfall) • Practical skills using Excel/VBA 				
<p>Professor:</p> <p>Professor Dr. Peter N. Posch</p>				

Innovation and Growth Management				
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Bachelor	Level:
Exam: Written and graded exam covering the entire module (90 minutes)				
<p>Course description:</p> <p>Companies should regularly adapt their future strategy since technological, societal, or economic forces may lead to the decline of entire industries or to the advent of completely new businesses. This lecture addresses this challenge and presents various tools which companies can apply in order to detect future innovation and growth opportunities for long-term survival. This includes customer-related tools, environment-related tools, and firm-related tools. Among others, the technology-opportunity matrix, big data approach, and innovation crowdsourcing will be discussed and applied in detail.</p>				
<p>Take away:</p> <p>Students receive an in-depth understanding of why innovation and growth management is crucial for the long-term survival of companies. They learn where opportunities for innovation and growth originate from. Moreover, they will get acquainted with the most important and most recent tools to detect such opportunities. Last, students learn how to evaluate and prioritize interesting innovation and growth opportunities.</p>				
<p>Professor:</p> <p>Prof. Dr. Steffen Strese</p>				

Human Resources: personnel selection, development and leadership				
Language: English	ECTS: 7.5	Type: Lecture + Tutorial	Study Bachelor	Level:
Exam: Graded written exam covering the entire module (90 minutes)		Course offered in: summer term		
<p>Course description: Basic methods of recruiting, recording, planning, controlling and optimizing human resources in companies are taught. Within the lecture the topics personnel selection, development and leadership are covered in particular. In the corresponding exercise relevant practical methods (e.g. assessment center, management development) are practiced and reflected.</p>				
<p>Take away: The module conveys a science-based and practice-oriented understanding of human resource management. Instruments and methods for personnel management are presented, applied and reflected. The aim is to prepare students for their work in everyday professional life. Students will acquire the necessary problem awareness and methodological competence to analyze and deal with issues in the context of human resource management.</p>				
<p>Requirements -none- completion of module 6 is recommended</p>				
<p>Professor: Professor Dr. Jens Rowold</p>				

International Business			
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Level: Bachelor
<p>Exam: Students can choose between two options: Option 1) 90 minutes exam covering the entire module, Option 2) Preparation and presentation of a case (counts for 40 % of the grading) and 60 minutes exam (counts for 60 % of the grading).</p>			
<p>Course description:</p> <p>This course discusses strategy development while focusing on external environmental influences as well as national culture. Based on that, possible growth strategies for multinational enterprises are introduced. Within those growth strategies the lecture elaborates on innovations as basic success drivers. Moreover, it is discussed how to handle innovative-driven growth in different countries.</p>			
<p>Take away:</p> <p>By participating in this course students become familiar with basic instruments and tools of strategic management. By including cases the tutorial helps students to apply those instruments and tools in practice.</p>			
<p>Professor:</p> <p>Professor Dr. Tessa Flatten</p>			

Management Control				
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Bachelor	Level:
Exam: Written and graded exam covering the entire module (90 minutes)				
<p>Course description:</p> <p>The course Management Control represents the Anglo-American equivalent of “Grundlagen des Controlling”. The purpose of the course is double: a) Understand the renewed role of a CFO or a Management Accountant as a business partner and designer of crucial management information and control systems for a company or a business, in order to better relate to them in future professional experiences; b) Raise the broader question of control in the 21st century organization: what is management control for? What kinds of control are appropriate?</p>				
<p>Take away:</p> <p>At the end of the course, managers-in-the-making should be able to: a) Understand how information – financial and non-financial – affects behavior and decision-making; b) Understand some behavioral and organizational implications of financial and non-financial performance criteria; c) Make distinct and specific assessments of Management Control Systems both from a planning/guidance and a behavioral perspective.</p>				
<p>Professor:</p> <p>Saskia Fleig</p>				

Monetary Economics				
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Bachelor	Level:
Exam: Written and graded exam covering the entire module (90 minutes)				
<p>Course description:</p> <p>Topics</p> <ol style="list-style-type: none"> 1) Introduction 2) Classical results of monetary economics 3) Monetary policy in practice 4) Monetary policy with slow price adjustment and given expectations 5) Models of nominal rigidities 6) The New Keynesian model 7) Optimal monetary policy 				
<p>Reading:</p> <p>Walsh, C.E., Monetary Theory and Policy (2017), 4th ed., MIT Press.</p> <p>W. Carlin und D. Soskice, Macroeconomics. Institutions, Instability, and the Financial System, Oxford University Press (2015).</p>				
<p>Professor:</p> <p>Professor Dr. Ludger Linnemann</p>				

Introduction to International Accounting			
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Level: Bachelor
Exam: Written and graded exam covering the entire module (90 minutes)			
<p>Course description:</p> <p>The lecture Introduction to International Accounting gives an overview of the fundamental principles and standards within the IFRS framework. We will deal with recognition, measurement and disclosure issues of several IFRS standards, including the revaluation model (IAS 16), the impairment test (IAS 36) as well as the value concept of fair value (IFRS 13). Moreover, we will address additional disclosure elements, like the notes and the management commentary.</p> <ol style="list-style-type: none"> (1) Financial Reporting and Accounting Standards (2) Conceptual Framework (3) Value Concepts (4) Cash Receivables (5) Inventories (6) Property, Plant and Equipment (7) Depreciation and Impairment (8) Intangible Assets and Goodwill (9) Current Liabilities, Provisions and Contingencies (10) Financial Instruments (11) Equity (12) Revenue Recognition (13) Statement of Cash Flows (14) Presentation and Disclosure in Financial Reporting 			
<p>Take away:</p> <p>In the course of the lecture, the students will obtain profound knowledge of IAS/IFRS. They will be able to prepare, analyze, and interpret financial statements according to IAS/IFRS. Additionally, they will learn to critically discuss published standards as well as current developments in the IFRS framework. The acquired skills are essential for the professional areas of e.g. accounting, auditing, financial analyses, consulting, risk, and tax advisory.</p>			
<p>Professor:</p> <p>Associate Professor Dr. Nadine Georgiou</p>			

Taxation and redistribution				
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Bachelor	Level:
Exam: Written and graded exam covering the entire module (90 minutes).				
Course description: This course focuses on the government's practices to raise revenue via taxation and deficit, and on the redistribution of those revenues. The course covers tax policy and inequality, with the special emphasis on current policy issues such as poverty, income tax reform, and budget deficits. The goal is to provide an understanding of the background of tax incidences, labor income taxes and transfers, and capital income taxation.				
Take away: Students learn theoretical and empirical tools for analysing the questions related to income and capital taxation, and redistribution. Students acquire knowledge on various tax incidences, and effects of taxation and redistribution on economic outcomes and efficiency. The course should prove useful for any student interested in analysis of taxation and its implications for the economy.				
Professor: Professor Galina Zudenkova, Ph.D.				

Role of the Government				
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Bachelor	Level:
Exam: Written and graded exam covering the entire module (90 minutes).				
<p>Course description:</p> <p>This course focuses on the role of the government in the economy. The aim is to provide an understanding of the reasons for government intervention in the economy, analyzing the benefits of possible government policies, and the response of economic agents to the government's actions. The course covers social insurance programs, externalities, public goods, environmental protection, and the interaction between different levels of government.</p>				
<p>Take away:</p> <p>Students learn theoretical and empirical tools for analyzing public finance questions. Students acquire knowledge on reasons for government intervention in the economy and effects of those interventions on economic outcomes. The course should prove useful for any student interested in analysis of redistribution, public good provision and taxation.</p>				
<p>Professor:</p> <p>Professor Galina Zudenkova, Ph.D.</p>				

Role of the Government				
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Bachelor	Level:
Exam: Written and graded exam covering the entire module (90 minutes).				
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<p>Take away:</p> <p>Students learn theoretical and empirical tools for analyzing public finance questions. Students acquire knowledge on reasons for government intervention in the economy and effects of those interventions on economic outcomes. The course should prove useful for any student interested in analysis of redistribution, public good provision and taxation.</p>				
<p>Professor:</p> <p>Professor Galina Zudenkova, Ph.D.</p>				

Quantitative Finance		Frequency: Summer Term	
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Level: Master
<p>Exam: Written and graded exam covering the entire module (90 minutes) or graded presentation based on written case study's expose. The mode of the exam will be assigned at the beginning of the course.</p>			
<p>Course description:</p> <p>The course provides the basic concepts of classical as well as modern approaches in financial theory and its implication to the private sector.</p> <p>The module covers a broad range of highly quantitative topics with a strong application in international financial markets. The theoretical frameworks assess the most recent research findings for pricing, network analysis and financial engineering.</p>			
<p>Take away:</p> <p>Students learn to discuss and derive theoretical models while promoting innovative and critical thinking. The theoretical framework provided is applied on empirical datasets during the tutorial sessions. The interpretation of empirical results in the light of current academic findings is a key aspect of the tutorials. Controversial findings within the literature are evaluated. The practical sessions are conducted using the industry's programming language (currently python).</p>			
<p>Requirements</p> <p>Recommended: Knowledge in the programming language used (eg. Python) proven eg. by successful examination of Finance III (Financial Econometrics). Due to limited PC capacities you need to register for this course.</p>			
<p>Professor:</p> <p>Professor Dr. Peter N. Posch</p>			

Financial Econometrics		Frequency: winter term	
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Level: Master
<p>Exam: Written and graded exam covering the entire module (90 minutes) or graded presentation based on written case study's expose. The mode of the exam will be assigned at the beginning of the course.</p>			
<p>Course description:</p> <p>This lecture applies modern econometric methods to current questions from the field of finance, risk-management and commodity markets. We will both explore the theoretical dimensions of the models used as well as apply the methods to real-life datasets.</p>			
<p>Take away:</p> <p>Students learn the basic and advanced methods of financial econometrics. They apply the methods using datasets and thereby learn both the application of econometric methods as well as the caveats associated with real-life data, data gathering and data mining. The use of the industry specific programming language (currently Python) for econometric analysis is an essential part of this course.</p>			
<p>Requirements</p> <p>Recommended: Knowledge in the programming language used (eg. Python) proven eg. by successful examination of Finance III (Financial Econometrics). Due to limited PC capacities you need to register for this course.</p>			
<p>Professor:</p> <p>Professor Dr. Peter N. Posch</p>			

Research Topics in Finance, Risk- and Resource management		Frequency: summer term	
Language: English	ECTS: 7.5	Type: Seminar	Study Level: Master
Exam: Graded written paper and oral presentation.			
<p>Course description:</p> <p>In this course we will discuss current research topics including, but not limited to, the methods applied, the scope and aim of the research and its impact. We train quantitative analysis with concrete research questions and real datasets and increase the competency in academic writing and methodology.</p>			
<p>Take away:</p> <p>Analytical and quantitative competences in the field of finance and risk management are trained. The seminar prepares students for the master thesis to which the topics can be (generally) extended. Literature research as well as the current state of the academic discussion in the topic's area furthermore deepens the student's competences in pursuing an academic training on a high level.</p>			
<p>Requirements</p> <p>Recommended: Knowledge in the programming language used (eg. Python) proven eg. by successful examination of Finance III (Financial Econometrics). Due to limited PC capacities you need to register for this course.</p>			
<p>Professor:</p> <p>Professor Dr. Peter N. Posch</p>			

Industrial Marketing			
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Level: Master
Exam: Written and graded exam covering the entire module (90 minutes) or choice between written and graded exam covering the entire module (90 minutes) and Case Studies (1/3) + written and graded exam (60 minutes, 2/3) (mode will be announced in time).			
Course description: <p>Buying behavior and thus marketing in business-to-business (B2B) settings are in many ways different from business-to-consumer (B2C) settings. This module provides advanced marketing students with insights about marketing of industrial goods and services to business customers. In addition to fundamental aspects of B2B marketing (e.g., organizational buying behavior), more recent developments such as B2B communication via social media will be covered. Participants will learn the specific aspects of applying marketing theories and designing marketing strategies in B2B settings. Contents of this module include: (1) fundamental characteristics of industrial marketing management, (2) organizational buying processes, (3) marketing research for industrial markets, and (4) the general and business type specific development of marketing activities and programs for industrial markets. In addition to traditional teaching methods, participants will work on and discuss case studies to directly apply course contents and deepen the understanding of industrial marketing.</p>			
Take away: <p>The module will provide participants with advanced knowledge about decision models, planning methods, and specific instruments of industrial marketing management. After the course, participants will (a) know the specificities of marketing in a business-tobusiness context, (b) be able to analyze organizational buying processes and to derive implications for marketing and sales approaches, (c) have the theoretical knowledge and practical insights on how to design and implement B2B marketing strategies for different business types, (d) be able to independently design, carry out, and analyze research projects on B2B marketing topics.</p>			
Requirements: <p>none- Recommended: Basic knowledge in Marketing as well as in methods and instruments in Marketing Research/Planning.</p>			
Professor: <p>Prof. Dr. Hartmut H. Holzmüller</p>			

Concepts & Cases in International Marketing			
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Level: Master
<p>Exam: Written and graded exam covering the entire module (90 minutes) or choice between written and graded exam covering the entire module (90 minutes) and Case Studies (1/3) + written and graded exam (60 minutes, 2/3) (mode will be announced in time).</p>			
<p>Course description:</p> <p>This module focuses on international business relations. In this course important basics, strategies and instruments of international marketing are presented and discussed. A particular focus lies on general frameworks and theoretical backgrounds in the context of international marketing. Besides theoretical foundations, forms of international market segmentation, determinants of market selection as well as strategic option of market development are covered in the lecture. Other core topics include the specific composition of the marketing mix for the adaption of international markets, typical marketing tasks as well as planning and decision making processes particular to international and intercultural marketing. Students learn the decision making and the transfer of theoretical concepts into real world problems with the help of case studies in the exercise.</p>			
<p>Take away:</p> <p>The module helps to understand characteristics and functions of international marketing. Students learn to be aware of problems in the context of international marketing and get methodological competence for the management analysis. After this course students will be more sensitive regarding international marketing topics and get an understanding for actual issues and challenges in global markets. The professional competence guarantees that students are able to face up strategic and operational marketing tasks in global markets even under continuous changing conditions.</p>			
<p>Requirements</p> <p>-none-</p>			
<p>Professor:</p> <p>Prof. Dr. Hartmut H. Holzmüller</p>			

Digitalization & Entrepreneurship I			
Language: English	ECTS: 7.5	Type: Seminar + Exercise	Study Level: Master
Exam: Module examination, consisting of a graded presentation, seminar paper, and active participation (attendance is obligatory).			
Structure of the Course:			
<ol style="list-style-type: none"> 1. Foundations of Systematic and Strategic Entrepreneurship in Complex Systems, Seminar 2. Utilization of Systematic and Strategic Entrepreneurship in Complex Systems, Exercise 			
Course description:			
<p>In recent years, the quest for entrepreneurial success has become increasingly complex. Fast technological changes and highly permeable global markets are just two of many forces that contribute to these dynamics. Yet, at the same time, some of the basic principles remain the same. The key characteristics of entrepreneurs as well as the process of creating new ventures are largely the same, although context dependent. Therefore, this seminar will focus on high-tech entrepreneurship and academic entrepreneurs from an international perspective. We will show how universities and entrepreneurs are working together and how both parties can profit from each other. Additionally, the tutorial will provide opportunities to generate ideas for high-tech and academic entrepreneurship.</p>			
Take away:			
<p>This seminar will use the latest international empirical as well as theoretical insights of entrepreneurship studies and innovation studies to increase your understanding of the process of creating new ventures in different high-tech sectors internationally. The tutorial will develop your capacity to generate business ideas, filter them, and recognize the most feasible and potentially profitable opportunities. This seminar will improve your ability to champion your best ideas in writing.</p>			
Requirements			
-none-			
Professor:			
Prof. Dr. Liudvika Leisyte			

Digitalization & Entrepreneurship II			
Language: English	ECTS: 7.5	Type: Seminar + Exercise	Study Level: Master
Exam: Module examination, consisting of a graded presentation, seminar paper, and active participation (attendance is obligatory).			
Structure of the Course:			
<ol style="list-style-type: none"> 1. Academic Entrepreneurship Trends, Seminar 2. Applying Entrepreneurship Research, Exercise 			
Course description:			
<p>Today, universities are expected to be entrepreneurial and to engage with industry and broader society. Moreover, entrepreneurship is increasingly seen as an engine for knowledge economies across the world. In this context the role of entrepreneurs at universities is emphasized. This seminar will use the latest empirical as well as theoretical insights of entrepreneurship studies to address the main trends in academic entrepreneurship. Taking different national contexts and cultural differences into account, we will discuss topics such university technology transfer, patenting, attitudes of students and academic staff towards entrepreneurship, and social entrepreneurship. Additionally, the tutorial will point to the practical aspects of academic entrepreneurship and foster creativity by developing business ideas.</p>			
Take away:			
<p>This seminar and tutorial will inform you about the latest trends in academic entrepreneurship. You will learn to critically reflect on the key findings of academic entrepreneurship studies. Besides acquainting yourselves with the main barriers as well as facilitators of creation of new ventures you will acquire practical skills such as development of a business idea and pitching it.</p>			
Requirements			
-none-			
Professor:			
Prof. Dr. Liudvika Leisyte			

Digitalization & Entrepreneurship III			
Language: English	ECTS: 7.5	Type: Seminar + Exercise	Study Level: Master
Exam: Module examination, consisting of a graded presentation, seminar paper, and active participation (attendance is obligatory).			
Structure of the Course:			
<ol style="list-style-type: none"> 1. Organization of Innovation, Seminar 2. Applying different approaches to organizing innovation, Exercise 			
Course description:			
<p>Fostering innovation is the goal of many governments as well as organizations in today's knowledge economies. This seminar will introduce and critically discuss organizational models for innovation and provide deeper insights into the main characteristics of innovation processes. Based on the latest research results, we will identify the main antecedents of successful innovations and the role of institutional entrepreneurs in the process of innovation. In the tutorial, you will apply different approaches to organizing innovation via a simulation game.</p>			
Take away:			
<p>This seminar and tutorial will inform you about the latest approaches of organizing innovation internationally. You will learn to critically reflect on the key findings of studies of innovation and will carry out your own research project of a particular innovation. The simulation game will provide practical skills for organizing innovation.</p>			
Requirements			
-none-			
Professor:			
Prof. Dr. Liudvika Leisyte			

Foundations of Entrepreneurship			
Language: English	ECTS: 7.5	Type: tba	Study Level: Master
Exam: tba			
Structure of the Course: 3 blocked days (tba)			
Course description: Students receive an introduction to the relevant aspects of entrepreneurship. In addition to definitions and characteristics, an introduction to basic theories, concepts and processes of entrepreneurship is given. In particular, this includes concepts such as entrepreneurial attitude, entrepreneurial action, as well as the emergence and exploitation of opportunities. Furthermore, the process of (New) Venture Creation is in focus by deepening essential challenges regarding business model development. Here the decision-making process from the perspective of the start-up is also in the foreground. Furthermore, the societal aspects of entrepreneurship will be examined against the background of the challenges of economic and social development. This also includes the Addressing facets of the so-called 'dark side' of entrepreneurship. In the exercise the listed topics will be taken up by lectures from practice. and should thus be reflected upon by the students.			
Take away: Students who successfully complete the module <ul style="list-style-type: none"> • know aspects of entrepreneurship and are familiar with opportunity types, • know the entrepreneurial process and can transfer it to practice, • are able to analyze and develop business models independently, • can differentiate between effectual and causal behaviour, • are in a position to reflect entrepreneurship against the background of society as a whole. 			
Requirements -none -			
Professor: Prof. Dr. Andreas Liening, Dr. Ronald Kriedel			

Financing and Launching Innovative Products			
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Level: Master
Exam: Written and graded exam covering the entire module (90 minutes) or choice between written and graded exam covering the entire module (90 minutes) and Case Studies (40%) + written and graded exam (60 minutes, 60%) (mode will be announced in time).			
Course description: Innovative products are a key driver for the success of many firms in the context of today's fast-paced world. Innovative products are being developed by startups as well by established company. Either way, theory and practice demonstrate that an entrepreneurial mindset is a fruitful starting point for radical innovations. Therefore, this course starts by discussing the culture and mindset of entrepreneurs. Further, students will learn theoretical and practical approaches on how to develop innovations and innovative products, drive them from an idea stage, over the development and financing stage to the market entry.			
Take away: In this course, students will acquire a theoretical and practical understanding on how innovations are developed, turned into marketable products and get financed. At the end of this course, students will understand how to differentiate between ideas and opportunities as well as why recent attention-raising products succeeded or failed. This course asks students to critically reflect innovative products and/or their own ideas based on the discussed theory which also contributes to students' problem solving and structured thinking capabilities. By discussing the mindset, thinking, and heuristic approaches of successful and failed entrepreneurs, students will acquire an understanding on how to recognize and shape entrepreneurial environments that can foster innovation.			
Requirements: -none-			
Professor: Prof. Dr. Steffen Strese			

Innovation Management Case Course			
Language: English	ECTS: 7.5	Type: Seminar	Study Level: Master
Exam: Graded presentation and seminar paper (reflection).			
Course description: This course introduces students to current and future issues from society and business world, as well as new and forward-looking (product) innovations and solutions to these problems. Students will independently work on case studies analyzing the underlying problems which need to be addressed and presenting innovative solutions as well as findings in pitch presentations. This way, they will deepen their knowledge on current topics in innovation management and learn about new business models solving societal and business issues.			
Take away: Students will deepen their skills in analyzing, structuring, and framing complex societal and business problems and corresponding innovative solutions. Moreover, students will learn communication and presentation techniques, both in theory and practice. The focus of this course will also be to create and hold concise pitch presentations – an opportunity for students to test and improve their presentations skills in an engaging setting.			
Requirements: -none-			
Professor: Prof. Dr. Steffen Strese			

Production Planning and Control			
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Level: Master
Exam: Graded presentation and seminar paper (reflection).			
Course description: The lectures are focusing on <ul style="list-style-type: none"> - a theory-driven economic analysis of production systems, - the transfer of theoretical knowledge into a theory-based production management, - quantitative approaches for production planning systems - computer aided modeling and solving of planning problems. 			
Take away: A deepened understanding of planning models and solution approaches applied in production planning and control systems (PPC Systems) is supported. The students are enabled to assess the suitability of the different approaches depending on the planning situation. They are able to implement planning models in optimization software and to solve these models by means of a standard solver.			
Requirements: -none- Recommended: Knowledge about production and operations management on a bachelor level.			
Professor: Prof. Dr. Ralf Gössinger			

Strategic Technology and Innovation Management			
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Level: Master
<p>Exam:</p> <p>Written and graded exam covering the entire module (90 minutes) or choice between written and graded exam covering the entire module (90 minutes) and Case Studies (40%) + written and graded exam (60 minutes, 60%) (mode will be announced in time).</p>			
<p>Course description:</p> <p>This class introduces the evolutionary patterns of technologies/innovations and connects these to technological developments. Those patterns are linked to several concepts like the product life cycle or diffusion models. Moreover, the relevance of customer needs regarding new product development is discussed. In order to enable companies to implement efficient processes to handle technologies and innovations this class as well focuses on the design of organizational structures and culture. Additionally, specific problems like organizational ambidexterity or standardization are covered. Furthermore, recent research topics from international journals will be presented within this class.</p>			
<p>Take away:</p> <p>On the one hand this class deepens the students understanding regarding the application of technologies. Students learn how they can support company's strategic management by improving the technology management capabilities. Moreover, students are enabled to understand recent research results, assess the impact of those studies and apply the results to their practical work. As an addition the students are trained to develop their skills regarding the development of own research ideas.</p>			
<p>Requirements:</p> <p>-none-</p>			
<p>Professor:</p> <p>Prof. Dr. Tessa Flatten</p>			

Strategy and Technology Case Studies			
Language: English	ECTS: 7.5	Type: Seminar	Study Level: Master
Exam: Module examination, consisting of a graded written paper and oral presentations.			
Course description: Managers in technology oriented ventures must make decisions with limited information to cope with the challenges of their dynamic environment. Therefore, they need to evaluate alternatives, make choices, and find solutions to deal with strategic challenges. In this seminar, students will take on the perspective of a decision-maker by analyzing and discussing complex management challenges illustrated in several case studies from various companies.			
Take away: This seminar enables students to understand the real-world challenges in the area of technology and strategic management and apply their knowledge from previous classes. Methods for structuring and analyzing complex case studies are taught. Moreover, students are required to work effectively as well as under high time pressure in a team setting. After completing this class they are able to discuss strategic alternatives critically, develop solutions to complex business problems and defend their recommendations.			
Requirements: -none-			
Professor: Prof. Dr. Tessa Flatten			

New Innovative Forms of Product Development			
Language: English	ECTS: 7.5	Type: Seminar	Study Level: Master
Exam: Module examination, consisting of a graded written paper and oral presentations.			
Course description: Changing customer needs, shortened product lifecycles and the emergence of boundaryspanning innovation efforts challenge the linear approach to product development. As a result, firms are experimenting with a broad range of alternative development approaches, featuring more iterative and customer-centric methodologies (e.g., agile development, design thinking). In this seminar, students will assume the perspective of a product development team, developing and designing a product prototype. Developed prototypes will be 3D-printed, tested and refined in several iterations, giving students a real-life development experience with all elements of high dynamic market environments. This topic is central to latest developments in product development / technology management research and will bring recent research directly in the classroom.			
Take away: This seminar allows students to experience innovative forms of product development in practice, enabling them to develop capabilities required for the successful management of product development efforts. Practical experience is complemented by the introduction and discussion of innovative product development techniques and methodologies (e.g., agile, design thinking). Therefore, the focus is on transferring the practical knowledge to theoretical constructs of product development. After completing this course, students will be knowledgeable regarding the specifics of new forms of product development, (incl. required capabilities and potential roadblocks) and be able to put such theoretical knowledge to effective use in real-life situations. On top of that students will further develop presentation skills and will benefit from the team work experience.			
Requirements: -none-			
Professor: Prof. Dr. Tessa Flatten			

Business IT-Case Studies			
Language: English	ECTS: 7.5	Type: Seminar + Exercise	Study Level: Master
Exam: Module examination, consisting of graded presentations on the basis of written reports.			
Course description: Business information management is a quickly evolving discipline where many new topics come up every year. This seminar deals with recent topics in business information management. In several business case studies students learn about new topics and their relevance for businesses. Students solve the case studies mostly not alone but in a working team. In addition they have to prepare a report where they describe how they would solve the given problem for the business discussed. Based on this report, each group presents their result. Students will learn about the challenges that IT managers have to face in their daily business. The main focus of the analysis is on economic efficiency with the adoption of best practices and therefore developments in Enterprise-scale IT.			
Take away: Students will gain an in-depth understanding of recent developments in business information management and the way how these businesses may benefit from new developments. They learn how to apply their acquired knowledge among several disciplines of business science in different contexts.			
Requirements: -none- Recommended: Knowledge about production and operations management on a bachelor level.			
Professor: Prof. Dr. Ralf Gössinger			

Managing Digital Platform Ecosystems			
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Level: Master
<p>Exam:</p> <p>Module examination, consisting of an oral exam (counts for 60 % of the grading) in combination with the preparation and presentation of a case (counts for 40 % of the grading).</p>			
<p>Course description:</p> <p>In this module, students will learn about digital platform ecosystems. Digital platforms are at the heart of business model change in digital transformation. Companies like Apple, Facebook, Uber and Google, but also Microsoft, SAP, and Salesforce develop ecosystems, where partners develop a plethora of applications to match customer needs on their digital platform. Digital platform ecosystems will be analyzed from both technological design as well as the market perspective. The course addresses the managerial challenges in building and scaling platform-based business models and governing the ecosystem surrounding the digital platform. In addition to participating in the lecture, students will conduct a group case work assignment on digital platform ecosystems.</p>			
<p>Take away:</p> <p>After completion of this module, students will understand the basic concepts of platforms as two-sided markets, model platform ecosystems, understand the design and governance of digital platforms from the perspective of the platform owner and analyze existing platform ecosystems.</p>			
<p>Requirements:</p> <p>-none - Due to limited case studies the course is restricted to 30 students and application is mandatory.</p>			
<p>Professor:</p> <p>JProf. Dr. Manuel Wiesche</p>			

Digital Transformation: Empirical research in information systems			
Language: English	ECTS: 7.5	Type: Seminar	Study Level: Master
Exam: Module examination, consisting of graded presentations on the basis of written reports			
Course description: In this course, students will learn to design their own empirical research project by replicating a study in information systems research (Tsang et al. 1999; Berthon et al. 2002; Niederman and March 2015). Studies stem from research areas on digital platforms, IT workforce, and security risk management. Replications may include exact replications, methodological replications, and conceptual replications (Dennis and Valacich 2014). With a detailed understanding of replication logics and of their research field, students will work on a replication project in their team. Students should take this course if they want to work on their own empirical project and learn about a topic on information systems at the intersection of management and digitalization. This course will prepare students for research projects in social sciences including master and PhD theses.			
Take away: Upon completion of the course, students will be able to <ul style="list-style-type: none"> • Evaluate the theoretical development of a research stream in information systems research • Understand the application of empirical research methods in information systems research • Plan and execute their own research to replicate existing research in information systems • Develop the ability to bridge the gap between conceptual and empirical work by adopting and testing a conceptual model using empirical data 			
Requirements: It is recommended to attend a course on scientific work (e.g. Bachelor course Wissenschaftliches Arbeiten at WIJ) as students should have a good understanding of scientific work including literature review and empirical research methods. Please send your application to wij.wiwi@tu-dortmund.de indicating your prior experience with topics in the research areas digital platforms, IT workforce, and security risk management, as well as your prior experience with empirical research methods such as surveys, experiments, archival data or qualitative work using interviews or ethnographies.			
Professor: JProf. Dr. Manuel Wiesche			

Advanced business cycle analysis			
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Level: Master
Exam: Written and graded exam covering the entire module (90 minutes).			
Course description: The lecture covers current quantitative business cycle theories cast in the form of dynamic stochastic general equilibrium models. Students will learn about the quantitative implications of modelling decisions used in state-of-the-art business cycle models, the analytical and numerical solution of models, as well as their uses for simulation and empirical evaluation of theories.			
Take away: Students acquire the ability to solve and quantitatively evaluate dynamic stochastic general equilibrium models. In the exercises, students will practically learn how to use software tools for numerical solution, simulation, and evaluation of theoretical models. Thus, they will gain the methodological competence to participate in applied macroeconomic research.			
Requirements: -none -			
Professor: Prof. Dr. Ludger Linnemann			

Dynamic macroeconomics			
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Level: Master
Exam: Graded written exam (90 minutes) or oral exam (30 minutes) covering the entire module (mode will be announced in time).			
Course description: This module presents methods and core applications of modern dynamic macroeconomic theory. Main topics are consumption and savings choices in incomplete markets, pricing of risky and riskless assets and applications to (optimal) fiscal policy and (search) theory of frictional labor markets.			
Take away: The module provides tools and main results in modern dynamic macroeconomics on an advanced level to enable students to conduct their own research in macroeconomics.			
Requirements: -none-			
Professor: Prof. Dr. Philip Jung			

Microeconomics			
Language: English	ECTS: 7.5	Type: Lecture + Seminar	Study Level: Master
Structure of the Course:			
<ol style="list-style-type: none"> 1. Economics of Information, Lecture 2. Auctions: Theory, Applications and Experiments, Lecture 3. Seminar in Economic Theor I, Seminar 			
Exam:			
<p>Participants must pass a written and graded exam (60 minutes) of element 1 and may choose between elements 2 and 3. Element 2 requires a written and graded exam (60 minutes) and Element 3 requires a graded written paper. All examinations can be done in German if requested.</p> <p>Participants must pass a written and graded exam (60 minutes) or an oral and graded exam (30 minutes) of element 1 and may choose between elements 2 and 3. Element 2 requires a written and graded exam (60 minutes) or an oral and graded exam (30 minutes) and Element 3 requires a graded written paper. The mode of examination in element 1 and 2 will be announced in the first session.</p>			
Course description:			
<p>Element 1 proceeds from module 1. It delves into the explicit consideration of the distribution of information, in particular of markets with informational asymmetries and treats Moral Hazard, Adverse Selection, Signaling and Screening in jobmarkets, markets for insurance and markets for used cars. Element 2 introduces the foundations of the theory of auctions with private and interdependent valuations and of 'all pay auctions', the revenue equivalence theorem, and mechanism design. The element analyzes two European case studies (the '3G'-mobile phone auctions, the design of treasury bond auctions). Furthermore, the module reviews the literature on experimental studies on auctions. The seminar in Economic Theory in element 3 completes the module. The topics vary from term to term but meet the microeconomic methodological requirements and fit into the theme of the module.</p>			
Take away:			
<p>The aim of element 1 is to generate theoretical comprehension of real market structures and of the diversity of observed behavior. In particular the systemic perspective on basis of the game theoretic approach, that individual behavior cannot be determined isolatedly, shall facilitate the ability for autonomous economic reasoning within market-based structures. Element 2 facilitates the skill to analyze practice-oriented problems of auctioning of economic goods strategically. Participants obtain profound knowledge of the literature and learn how to test scientific leading questions experimentally. The compulsory seminar serves the acquirement of the capability to communicate these abilities.</p>			
Requirements:			
-none- Recommended: knowledge of game theory at bachelor level.			
Professor:			
Prof.Dr. Wolfgang Leininger			

Game Theory			
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Level: Master
Exam: Written and graded exam covering the entire module (90 minutes).			
Course description: Game theory is a mathematical method of modeling virtually any situation in which humans interact and it has found applications in virtually every aspect of the social sciences. This course will examine the fundamental tools and concepts of game theory, both from a rationalistic as well as evolutionary point of view, while maintaining a focus on its applications in economics and business.			
Take away: The course aims at a thorough understanding of interactive decision situations. Any social situation can be modeled as an interactive decision problem; i.e. a game. Mastering the modeling stage is the first step to analysis and finally solution of the problem. In particular, game theoretical models of market competition are contrasted with the standard approach to perfect competition, which is based on classical decision theory. The need of methodological competence to understand real world phenomena is stressed in this way.			
Requirements: -none- Recommended: Knowledge of game theory at bachelor level.			
Professor: Prof. Dr. Wolfgang Leininger			

Law and Economics			
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Level: Master
Exam: Written and graded exam covering the entire module (90 minutes).			
Course description: This course provides an introduction to the economic analysis of law, i.e., the application of economic methods to analysis of legal rules and institutions. It covers the areas of tort law, contract law and criminal law, property law and the Coase Theorem, intellectual property law, among others. The focus of the lectures will be primarily on theoretical work. Practice exercises will be assigned during the semester.			
Take away: Students leave the course understanding how microeconomic theory can be used to critically evaluate law and public policy. The course should prove useful for any student interested in analyzing policy issues. It will be particularly valuable background for those students intending to specialize in public economics, political economy and economic policy.			
Requirements: -none- Recommended: The course requires successful participation in microeconomics and game theory courses.			
Professor: Prof. Galina Zudenkova, Ph.D.			

Advances in Public Economics and Political Economy			
Language: English	ECTS: 7.5	Type: Lecture + Exercise	Study Level: Master
Exam: Graded written exam (90 minutes) or oral exam (15-30 minutes) covering the entire module (mode will be announced in time).			
Course description: This graduate course brings together the latest research ideas and topics in public economics and political economy. The focus is primarily on theoretical work. The course consists of two parts. The first part covers topics in public economics such as the theory of public goods and the theory of optimal taxation. The second part addresses political economy issues such as political behavior (of voters, candidates, legislatures, interest groups, political parties, media) and political distortions (inefficient redistribution, career concerns, dynamic problems).			
Take away: Students leave the course understanding how microeconomic theory is applied to critically evaluate interactions between economic and political agents. The course should prove useful for any student interested in analyzing policy issues. It will be particularly valuable background for those students intending to specialize in public economics, political economy and economic policy.			
Requirements: -none- Recommended: The course requires successful participation in microeconomics and game theory courses.			
Professor: Prof. Galina Zudenkova, Ph.D.			

Seminar Public Finance			
Language: English	ECTS: 7.5	Type: Seminar	Study Level: Master
Exam: Module examination, consisting of a graded written paper (counts for 50 % of the grading) and an oral presentation (counts for 50 % of the grading).			
Course description: In this seminar, we will cover questions related to law and economics (in the winter term) and to political economy and policymaking (in the summer term). We will analyze the recent theoretical, empirical and experimental work on these topics. In the winter term, we will focus on behavioral law and economics. The topics include endowment effect and Coase theorem, bargaining and property rights regimes, deterrence and emotions, enforcement and norms, consumer protection, litigation and breach remedies. In the summer term, we will discuss the role that political actors (voters, candidates, legislatures, interest groups, political parties, and media) play in policy determination. The topics include political and fiscal constitutions, electoral systems, political competition, political accountability, lobby formation, campaign contributions, legislative decision-making, and political parties' impact on policymaking.			
Take away: Students will learn to formulate and defend their position and approach to problem solving; they will be able to exchange information, ideas, and solutions with experts of the field. Subject-related skills: profound knowledge of the material presented by the instructor and other students. Analytical skills: analysis of the theoretical, empirical and experimental papers, evaluation of the papers and possible extensions.			
Requirements: -none- Recommended: The course requires successful participation in microeconomics and game theory courses.			
Professor: Prof. Galina Zudenkova, Ph.D.			

Empirical methods for policy evaluation			
Language: English	ECTS: 7.5	Type: Lecture+Seminar	Study Level: Master
Exam: Module examination, consisting of a graded written paper (counts for 40 % of the grading) and oral presentations (count for 60 % of the grading).			
Course description: This course introduces students to empirical methods for policy evaluation and to different topics in the field of Migration economics. The module is arranged into two parts. In the lecture part, the basics of empirical methods are introduced. Important methods for empirical analysis, such as the basics of regression analysis, instrumental variables technique, matching estimator, differences-in-differences estimator, regression discontinuity designs, are covered. Each method will be discussed and illustrated with examples. In the seminar part, students will present and discuss the allocated research articles.			
Take away: Students leave the course understanding empirical methods that are useful in evaluating the performance of policy programs. Students will be able to present research work and defend the researcher's choices in conducting economics research.			
Requirements: -none- Recommended: The course requires a basic understanding of econometrics and the implementation of empirical analysis.			
Professor: Prof. Galina Zudenkova, Ph.D.			

Globalisation			
Language: English	ECTS: 7.5	Type: Seminar	Study Level: Master
Exam: Module examination, consisting of a graded written paper, an oral presentation and active participation (attendance is obligatory).			
Course description: In this course we are going to define and analyse in great depth various aspects of globalisation. In doing so, the students can largely decide which dimensions they find most topical at the moment. Potential areas of interest could be: <ul style="list-style-type: none"> - Global migration flows and reasons for migration - De-industrialisation in the Western economies and the rise of the Asian tigers - International capital flows and their role for growth and development - The role of cities and regions in a globally acting economy - Political aspects of economic development - What does globalisation mean for labour markets? - Why are some countries still so poor? - Anything which you find of interest in this context 			
Take away: Students will conduct literature as well as data analysis in order to carefully analyse their chosen topic. Based on this we will assess the costs and benefits of globalisation on the analysed strand of the economy and ultimately think of the implications for planning spaces and policy makers.			
Requirements: -none- Recommended: Knowledge in mathematics, statistics and economics on a bachelor level.			
Professor: Prof. Christiane Hellmanzik, Ph.D.			

Topics in Spatial Economics			
Language: English	ECTS: 7.5	Type: Seminar	Study Level: Master
Exam: Module examination, consisting of a graded written paper, an oral presentation and active participation (attendance is obligatory).			
Course description: In this seminar we are going to analyse in great depth various aspects of Spatial Economics in order to obtain a better understanding of locational distributions of individuals, households, firms, capital and goods and services as well as their economic impact. Students can largely decide which particular topic they find most interesting. However, it is essential that topics are analysed using state of the art scientific literature as well as empirical analysis ideally using regressions. Potential areas of interest could be: <ul style="list-style-type: none"> - Does the internet render physical proximity unnecessary? - Agglomeration of households in hip neighbourhoods and the impact on housing prices - Social media's impact on economic activity and international - Anything topical which students find of interest 			
Take away: Students will conduct literature as well as data analysis in order to carefully analyse their chosen topic. Based on this we will assess the costs and benefits of spatial economics on the analysed strand of the economy - be it digitisation or urban sprawl, for example - and ultimately think of the implications for policy makers.			
Requirements: -none- Recommended: Knowledge in mathematics, statistics and economics on a bachelor level.			
Professor: Prof. Christiane Hellmanzik, Ph.D.			

Economics of Migration			
Language: English	ECTS: 7.5	Type: Seminar	Study Level: Master
Exam: Module examination, consisting of a graded written paper, an oral presentation and active participation (attendance is obligatory).			
Course description: In this seminar we are going to analyse in great depth various aspects of Spatial Economics in order to obtain a better understanding of locational distributions of individuals, households, firms, capital and goods and services as well as their economic impact. Students can largely decide which particular topic they find most interesting. However, it is essential that topics are analysed using state of the art scientific literature as well as empirical analysis ideally using regressions. Potential areas of interest could be: <ul style="list-style-type: none"> - Does the internet render physical proximity unnecessary? - Agglomeration of households in hip neighbourhoods and the impact on housing prices - Social media's impact on economic activity and international - Anything topical which students find of interest 			
Take away: Students will learn and apply empirical methods in the context of migration research. Combining theoretic considerations, literature research as well as data analysis students will develop the ability to analyse current debates with scientific means. Furthermore, analytical skills as well as critical thinking will be sharpened while using the necessary soft skills such as organization, individual/team work, communication etc. which all are highly relevant for the job market.			
Requirements: -none- Recommended: Knowledge of empirical research.			
Professor: Prof. Christiane Hellmanzik, Ph.D.			

Topics in international Economics			
Language: English	ECTS: 7.5	Type: Seminar	Study Level: Master
Exam: Module examination, consisting of a graded written paper, an oral presentation and active participation (attendance is obligatory).			
Course description: In this seminar, students will engage with Brexit from a whole new perspective – their own. Students will represent selected EU countries (such as the UK, Germany, France, Ireland, the Netherlands, Poland, Spain) and lead their own Brexit negotiations. As part of this seminar, students will investigate a country’s trade policy and the ways in which that country is tied to the British economy (i.e. economic/trade dependencies and surpluses) and defend that country’s perspective in Brexit debates. The seminar will include several introductory lectures about the EU policy-making process with a special focus on international trade, including: <ul style="list-style-type: none"> • Review of international trade theory: customs union, single market, etc.; • Overview of various trade agreements between EU and other countries; • Overview of the complex trade interdependencies between EU countries and UK; and • Overview of the EU institutions and legal processes involved in the Brexit process (European Commission, MEPs, etc.). 			
Take away: As part of this seminar, students will be required to produce and present a policy document summarising their country’s policy position. Students representing the EU member states will debate their position with ‘the EU’ and decide on a common negotiation position to give the European Commission to negotiate with the UK. The UK and European Commission student representatives will submit final policy documents and have a plenary discussion over whether a compromise text can be found.			
Requirements: -none-			
Professor: Prof. Christiane Hellmanzik, Ph.D.			

Microeconometrics and Empirical Applications			
Language: English	ECTS: 7.5	Type: Seminar	Study Level: Master
Exam: Module examination, consisting of a graded written paper, an oral presentation and active participation (attendance is obligatory).			
Course description: The lecture covers the econometric analysis of individual data, such as households and firms. Students learn how to solve frequently occurring problems with using microeconomic data. Among other topics, panel data, instrumental variables, limited dependent variables and causality models are analyzed. The accompanying exercise serves the following purposes: students get an introduction to the econometric program Stata and learn how to apply it in practice. The exercise is supplemented by presentations of innovative empirical studies applying the presented methods.			
Take away: On the one hand, this module aims at providing knowledge of the fundamental econometric models developed for typical problems associated with microeconomic datasets (individuals, households, firms). Students will gain an understanding of the basic problems associated with different datasets and variables and will be confronted with solutions in representative research papers. On the other hand, students learn how to apply these methods in practice. Participants acquire the necessary skills to conduct their own empirical studies e.g for seminar presentations or master thesis.			
Requirements: -none- Recommended: However basic knowledge of empirical economics is advantageous.			
Professor: Prof. Dr. Kornelius Kraft			