

# English Course Catalogue

Faculty of Business and  
Economics

TU Dortmund University

**Summer 2021**

**Erasmus Departmental Coordinator**

**Dr. Debra Hanning**

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**Current status: 25<sup>th</sup> March 2021**

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# Bachelor Courses - Summer Term 2021

## General Notes and Guidelines:

- Most courses offer 7,5 Credit Points – Credit Points can be found in the course description.
- If there are no further restrictions mentioned, exchange students may take both Bachelor and Master courses regardless of the study level at their home university.
- In the case of lectures/exercises, there are usually no restrictions regarding the capacities and individual requirements.
- Seminars and courses with separate application/registration processes cannot be confirmed in advance (contact the departmental coordinator before your stay).
- 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
- In general, the curriculum for the summer and winter semesters is the same each year. However, there may be slight changes in the course program (due to organizational changes etc.)

**Department:** Faculty of Business and Economics

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de),

**Degree program:** Bachelor

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Peter N. Posch

**Requirements:** Separate application is required. Please contact the Erasmus Coordinator

**Course description:**

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.

Take away:

- Derivatives pricing (e.g. options, swaps) Portfolio theory,
- optimization and performance measures Risk measures (e.g. VaR, Expected shortfall)
- Practical skills using Excel/VBA

<https://finance.wiwi.tu-dortmund.de/lehre/vorlesungen/sommersemester/financial-modelling/>

**Proofs of academic achievement:** Graded written exam (90 minutes)

**Department:** Faculty of Business and Economics

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de),

**Degree program:** Bachelor/Master

**Course type:** Lecture & Exercises

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Hartmut Holzmüller

**Requirements:** -none-

**Course description:**

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.

**Take away:**

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.

[https://www.wiwi2.tu-dortmund.de/wiwi/m/de/lehre/veranstalt/sose\\_20/Concepts\\_and\\_Cases/index.html](https://www.wiwi2.tu-dortmund.de/wiwi/m/de/lehre/veranstalt/sose_20/Concepts_and_Cases/index.html)

**Proofs of academic achievement:** 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).

**Department: Faculty of Business and Economics**

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de),

**Degree program: Bachelor**

**Course type: Lecture + Exercise**

**Credit Points: 7,5**

**Teacher/Lecturer: AProf. Dr. Nadine Georgiou**

**Requirements: -none-**

**Course description:**

**Relevance of International Accounting**

The globalization of financial markets in the last decades affected the information demand on the capital markets significantly. Even though companies disclosed mandatory financial statements according to their local GAAP, as for Germany the Handelsgesetzbuch (HGB), the cross-listing of shares on international stock exchanges as New York, London or Tokyo, forced them to publish more investor-oriented financial information. At the end of the nineties, German companies thus started voluntarily disclosing financial statements according to the International Accounting Standards (IAS)/International Financial Reporting Standards (IFRS). In order to harmonize diverse accounting practices within Europe, the EU-Commission decided the mandatory introduction and enforcement of the IAS/IFRS for consolidated financial statements of public companies since 2005.

The IAS/IFRS focusses on investor-oriented financial information and the true and fair view principle, contrary to the more conservative principles of the German GAAP (HGB) including creditor protection and capital maintenance. Further, the IAS/IFRS are set up according to case law (not code law like the German GAAP) and developed by a private standard setting board, the IASB (International Accounting Standard Board).

**Content of the Lecture:** 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.

- (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

**Literature:** Kieso, D. E., Weygandt, J. J., & Warfield, T. D. (2014): Intermediate Accounting, 2th Edition, Wiley.

Picker, R., Clark, K., Dunn, J., Koltz, D., Livne, G., Loftus, J., & van der Tas. L. (2016): Applying IFRS Standards, 4th Edition, Wiley.

**II. Lecture Goal:** 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.

<https://www.wiwi2.tu-dortmund.de/wiwi/af/de/lehre/veranstaltungen/sommersemester-2021/Bachelor-Introduction-to-International-Accounting/index.html>

**Proofs of academic achievement:** Written exam at the end of summer-term, retake at the beginning of winter-term, no mid-terms

**Department:** Faculty of Business and Economics

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de),

**Degree program:** Bachelor

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Galina Zudenkova, Ph.D.

**Requirements:** -none-

**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.

**Competences**

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.

<https://www.wiwi2.tu-dortmund.de/wiwi/of/de/lehre/veranstaltungen/sommersemester/Taxation-and-redistribution/index.html>

**Proofs of academic achievement:** Written and graded exam covering the entire module (90 minutes).

**Department:** Faculty of Business and Economics

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Bachelor

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Dr. Edgar Preugschat

**Requirements:** -none-

**Course description:**

In this course, you will learn about the functioning and outcomes of the labor market both from a microeconomic and macroeconomic perspective. After covering the main theories of labor supply and demand, we will look in detail at the incentives for education (human capital) and the effects of changes in technology (e.g. automation and digitalization) on wage inequality and employment. Other special topics are the effects of income taxes on labor supply and the role of discrimination for both employment chances and wages. The final part of the course will introduce you to theories of unemployment and public policy responses to unemployment. Throughout the course, you will learn key empirical facts about the labor market in Germany and other countries. At the same time, we will develop the tools that connect data and theory. These methods will allow us to better understand and evaluate the effects of technological change or policies on employment and wages.

This course has no prerequisites. However, having completed courses in introductory micro-economics and macroeconomics as well as in basic calculus is highly recommended.

[https://www.wiwi2.tu-dortmund.de/wiwi/mak/de/lehre/Sommersemester/SS\\_BA\\_Labor\\_Markets\\_and\\_Employment\\_Theory/index.html](https://www.wiwi2.tu-dortmund.de/wiwi/mak/de/lehre/Sommersemester/SS_BA_Labor_Markets_and_Employment_Theory/index.html)

**Proofs of academic achievement:** Graded written exam covering the entire module (90 minutes)

**Department:** Faculty of Business and Economics

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Bachelor

**Course type:** Lecture + Tutorial

**Credit Points:** 7,5

**Teacher/Lecturer:** Professor Dr. Jens Rowold

**Requirements:** -none-

**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.

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.

<http://www.zhb.tu-dortmund.de/zhb/Row/de/lehre/Wirtschaftswissenschaften/Sommersemester-2020/Bachelor-Vorlesung/index.html>

**Proofs of academic achievement:** Graded written exam covering the entire module (90 minutes)

**Department:** Faculty of Business and Economics

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Bachelor

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Professor Dr. Lorenz Graf-Vlachy

**Requirements:** -none-

**Course description:**

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 fundamental success drivers. Moreover, it is discussed how to handle innovation-driven growth in different countries.

Dates: from 08.06.21 – 21.07.21

<https://uf.wiwi.tu-dortmund.de/lehre/sommersemester/ib/>

**Proofs of academic achievement:** tbd, but will include at least 60 minutes exam

# Master Courses – Summer Term 2021

## General Notes and Guidelines:

- Most courses offer 7,5 Credit Points – Credit Points can be found in the course description.
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- In the case of lectures/exercises, there are usually no restrictions regarding the capacities and individual requirements.
- Seminars and courses with separate application/registration processes cannot be confirmed in advance (contact the departmental coordinator before your stay).
- 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
- In general, the curriculum for the summer and winter semesters is the same each year. However, there may be slight changes in the course program (due to organizational changes etc.)

**Department:** Faculty of Business and Economics

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Ludger Linnemann

**Requirements:** -none-

**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.

<https://www.wiwi2.tu-dortmund.de/wiwi/ae/de/lehre/veranstalt/sose/abc/index.html>

**Proofs of academic achievement:** Written and graded exam covering the entire module (90 minutes).

**Department:** Faculty of Business and Economics

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Galina Zudenkova, Ph.D.

**Requirements:** Recommended: The course requires successful participation in microeconomics and game theory

**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.

<https://www.wiwi2.tu-dortmund.de/wiwi/of/de/lehre/veranstaltungen/sommersemester/Advances-in-Public-Economics-and-Political-Economy/index.html>

**Proofs of academic achievement:** Graded written exam (90 minutes) or oral exam (15-30 minutes) covering the entire module (mode will be announced in time).

**Department:** Faculty of Business and Economics

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Richard Lackes, Julian Sengewald, M.Sc.

**Requirements:** -none-

**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 Enterprisescale IT.

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.

<https://www.wiwi2.tu-dortmund.de/wiwi/wi/de/lehre/Veranstaltungen/Master/APEX/index.html>

**Proofs of academic achievement:** Module examination, consisting of graded presentations on the basis of written reports.

**Department:** Faculty of Business and Economics

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de),

**Degree program:** Bachelor/Master

**Course type:** Lecture & Exercises

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Hartmut Holzmüller

**Requirements:** -none-

**Course description:**

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.

**Take away:**

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.

[https://www.wiwi2.tu-dortmund.de/wiwi/m/de/lehre/veranstalt/sose\\_20/Concepts\\_and\\_Cases/index.html](https://www.wiwi2.tu-dortmund.de/wiwi/m/de/lehre/veranstalt/sose_20/Concepts_and_Cases/index.html)

**Proofs of academic achievement:** 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).

**Department:** Faculty of Business and Economics, TU Dortmund

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Seminar

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Liudvika Leišytė

**Requirements:** -none-

**Course description:**

In the past years due to the New Public Management reforms public organizations are steered towards functioning more as corporate organizations, which in turn means corporate social responsibility and the need for good governance. Good governance of public organizations in the context of calls for efficiency and effectiveness and cuts in public budgets in Europe and the US is crucial for delivering quality services, ascertaining public trust as well as fulfilling the mandate of the state. One of the crucial aspects of good governance of public organizations is the efficiency and impartiality of its management structures. The composition of the boards, the extent of inclusion of external donors as well as the independence of managers in setting strategic directions of organization are especially important in this regard. The studies of corporate governance in public organizations have revealed cases of misconduct in terms of professional ethics, financial mismanagement, preferential treatment, or forging credentials. What are the key trends and problems in the good governance of public organizations, such as universities, museums, ministries, hospitals? How are the roles of board members changing in public sector organizations? What kind of stakeholders are represented in different types of public organizations and do they balance out different interests in the boards of public organizations? These questions will be the focus of the seminar where we will explore the main theoretical standpoints as well as latest empirical evidence of corporate governance of public organizations in an international perspective.

All students are expected to actively participate in the seminar. Each of the sub-topics covered in the seminar will have compulsory reading. The students are expected to read the provided literature and find additional sources, such as other relevant articles, organizational strategy papers, and organizational reports. The assignment will consist of a presentation in pairs and an individual written 5000 words paper on a given topic using TU Dortmund or other public organizations in Dortmund as an example. The number of participants of this seminar is limited to 20.

<https://hdhf.zhb.tu-dortmund.de/lehre/lehrveranstaltungen/corporate-governance/>

**Proofs of academic achievement:** The examination consists of a presentation of the assignment and paper. Participation in discussions and giving feedback to other students after their presentations will also be important.

**Department:** Faculty of Business and Economics, TU Dortmund

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Seminar

**Credit Points:** 7,5

**Teacher/Lecturer:** Professor Dr. Manuel Wiese

**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](mailto: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.

**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.

Learning outcomes

Upon completion of the course, students will be able to

- 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

<https://dt.wiwi.tu-dortmund.de/lehre/lehrveranstaltungen/sommersemester-2020/master-seminar/>

**Proofs of academic achievement:** Module examination, consisting of an oral exam or a graded written exam (60 minutes) (counts for 60 % of the grading), both of them in combination with the preparation and presentation of a case (counts for 40 % of the grading) (mode will be announced in time).

**Department:** Faculty of Business and Economics, TU Dortmund

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Seminar

**Credit Points:** 7,5

**Teacher/Lecturer:** JProf. Dr. Daniela Gimenez-Jimenez

**Requirements:** -none-

**Course description:**

Students who are interested in making a difference and tackle grand societal challenges are invited to the course. Students are introduced to the theory and practice of entrepreneurship for sustainable development. We present the sustainable business model canvas as a tool for the students to explore their own ideas and to develop a sustainable business. We take a step-by-step approach by: developing a sustainable and customer value proposition; describing key activities, resources and partners; and identifying revenues and cost. Sustainable founders will be invited and present their real ventures and sustainable business models to inspire the students. In the end of the course, each student team will present their refined sustainable business model in the form of a pitch.

<https://wiwi.tu-dortmund.de/fakultaet/fakultaetsangehoerige/es-dagi/>

Link to JProf. Gimenez-Jimenez profile. Link to professorship and courses to be published shortly.

**Proofs of academic achievement:** Graded presentation, seminar paper (reflection) and active participation (attendance is compulsory) in both, seminar sessions and oral presentations.

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**Foundations of Systematic and Strategic Entrepreneurship in Complex Systems – High tech Entrepreneurship in International Perspective**

**Language:** English

**Department:** Faculty of Business and Economics, TU Dortmund

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Seminar + Tutorial

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Liudvika Leišytė

**Requirements:** -none-

**Course description:**

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. Moreover, we 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. Additionally, the tutorial (Übung) will provide opportunities to generate ideas for high-tech and academic entrepreneurship. You will develop your capacity to generate business ideas, filter them, and recognize the most feasible and potentially profitable opportunities amongst all of the noise present in today's marketplace.

**Organization:** All students are expected to actively participate in the seminar. Each of the sub-topics covered in the seminar will have compulsory and optional reading. It is expected that students will work on the assignment, present it and participate in the discussions. The assignment will consist of a case study of TU Dortmund and the Dortmund Technology Center. The number of participants of this seminar is limited to 20. The tutorial (Übung) will include workshop on creativity to help you develop business ideas which you will be further elaborate in your assignment.

<https://hdhf.zhb.tu-dortmund.de/lehre/lehveranstaltungen/foundations-of-systematic-and-strategic-entrepreneurship/>

**Proofs of academic achievement:** Seminar: 4 Credits; task for getting a grade: graded presentation and seminar paper Tutorial (Übung): 3.5 Credits; task for getting the grade: active participation in the tutorial (Übung)

**Department:** Faculty of Business and Economics, TU Dortmund

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Seminar

**Credit Points:** 7,5

**Teacher/Lecturer:** Lukas Kuld, Ph.D.

**Requirements:** Please email Lukas Kuld, Ph.D. for registration

**Course description:**

In this course we are going to define and analyse various aspects of globalisation. In doing so, the students can largely decide which dimensions they find most topical at the moment. Ultimately, we want to carry out an empirical project in student groups on a topic to be chosen by the students.

Potential areas of interest could be:

- 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

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.

<http://www.wiwi.tu-dortmund.de/wiwi/uri/de/lehre/Lehre-WiWi/Globalisation/index.html>

**Proofs of academic achievement:** Module examination, consisting of a graded written paper, an oral presentation and active participation (attendance is obligatory).

**Department: Faculty of Business and Economics****Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)**Degree program: Master****Course type: Lecture + Excercise****Credit Points: 7,5****Teacher/Lecturer: Professor Dr. Hartmut Holzmüller / Dr. Andreas Kessenbrock****Requirements: - none-****Course description:**

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), topics such as industrial sales and distribution and industrial brand management 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.

**Take away:**

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-to-business 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.

[https://www.wiwi2.tu-dortmund.de/wiwi/m/de/lehre/veranstalt/sose\\_20/indmkt/index.html](https://www.wiwi2.tu-dortmund.de/wiwi/m/de/lehre/veranstalt/sose_20/indmkt/index.html)

**Department:** Faculty of Business and Economics, TU Dortmund

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Professor Dr. Manuel Wiesche

**Requirements:** [Klicken Sie hier, um Text einzugeben.](#)

**Course description:**

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.

After completion of this module, students will understand the basic concepts of plat-forms 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.

<https://dt.wiwi.tu-dortmund.de/lehre/lehveranstaltungen/sommersemester-2020/master-digital-platforms/>

**Proofs of academic achievement:** Module examination, consisting of an oral exam or a graded written exam (60 minutes) (counts for 60 % of the grading), both of them in combination with the preparation and presentation of a case (counts for 40 % of the grading) (mode will be announced in time).

**Department:** Faculty of Business and Economics, TU Dortmund

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Seminar OR Exercise

**Credit Points:** 5 for Seminar, 2,5 for Exercise

**Teacher/Lecturer:** Prof. Dr. Liudvika Leišytė

**Requirements:** -none-

**Course description:**

In the past years, the contribution of universities to national economies via knowledge production, transfer and commercialization has been increasingly underscored in the policy discourse as well as in uni-ver-si-ty missions. Thus, even if in theoretical discussions (about the role of knowledge production for economy) the uni-ver-si-ty was for a long time seen as part of "National In-no-va-ti-on Systems", its role becomes increasingly visible via formal links to other actors (e.g. industry). This seminar will draw on the latest theoretical and empirical studies of uni-ver-si-ty's role in national innovation systems. The theoretical insights will be drawn from studies of National In-no-va-ti-on Systems (NIS), Science and Technology Studies as well as Higher Education Studies'. One focus will be laid on the complexity of actors in the NIS and the linkages between them (with a special focus on uni-ver-si-ty-industry linkages). A second focus will be laid on the in-ter-na-tio-nal comparison of NISs. Across these topics we will understand the uni-ver-si-ty as a specific type of organization with specific characteristics and also gain an understanding of how the uni-ver-si-ty (and academic codes and norms) change when links to other actors are forged.

This seminar will draw on the latest theoretical and empirical studies of uni-ver-si-ty's role in national innovation systems (NIS).

All students are expected to a) actively participate in the seminar b) work on their own case study c) present a text & preliminary results of a case study d) + in case you want to pass the course as a Seminar (5 ECTS): write a paper (text analysis & results of case study). The semester is sub-divided in three parts: (1) introduction to main concepts and preparation of own re-search, (2) in-depth discussions of key questions, (3) presentations of texts & preliminary case study results. Feedback on developing your case studies available between the sessions and after your presentation of preliminary results. The number of participants is limited to 20.

<https://hdhf.zhb.tu-dortmund.de/lehre/lehrveranstaltungen/management-komplexer-systeme-sose/>

**Proofs of academic achievement:** Seminar (5 Credits): Paper & Presentation. Exercise (2,5 Credits): Presentation.

**Department:** Faculty of Business and Economics, TU Dortmund

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Seminar

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Galina Zudenkova / Dr. Sumit Deole

**Requirements:** please contact professorship for registration details

**Course description:**

TBA

<https://www.wiwi2.tu-dortmund.de/wiwi/of/de/einrichtung/>

**Proofs of academic achievement:** TBA

**Department:** Faculty of Business and Economics

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Professor Dr. Tessa Flatten

**Requirements:** -none - Due to limited case studies the course is restricted to 30 students and application is mandatory.

**Course description:**

This course deals with the management of the development and introduction of new technology-driven products in both well-established companies as well as start-ups. Therefore, it builds on the new products process consisting of the following five phases: (1) opportunity identification and selection, (2) concept generation, (3) concept evaluation, (4) product development and (5) product launch. For each phase the course derives theoretically the key success factors of a state-of-the-art new product management and elaborates on up-to-date practical examples of mature companies and new ventures.

**Take away**

Students are enabled to understand the complex tasks that emerge during the entire development process of technology-driven products. Based on that they are capable of solving problems connected to these challenges in successfully and purposeful applying the particular methods. Additionally, the course fosters an outcome-oriented problem solving approach with guidelines regarding results and time.

<https://www.wiwi2.tu-dortmund.de/wiwi/tm/de/lehre/veranstaltungen/Sommersemester/NPM/index.html>

**Proofs of academic achievement:** Oral exam (counts for 60 % of the grading) in combination with the preparation and presentation of a case (counts for 40 % of the grading).

**Department:** Faculty of Business and Economics, TU Dortmund

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Lecture & Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Dr. Bastian Kindermann

**Requirements:** -none- Favorably previous participation in courses of the chair of technology and management (e.g., Strategic Technology and Innovation Management).

**Course description:**

Why are some organizations more successful than others? In our research-oriented master level course “Organization & Management for Competitive Advantage”, we will explore the diverse set of responses that researchers offer to this core question of strategic management. The course content covers six main areas: 1) Foundations: Tracing the origins of the strategy concept, 2) Strategy & Economics: Exploring the influence of economics on the notion of strategy, 3) Strategy Making: Understanding different perspectives on the strategy making process, 4) Competitive Strategy: Learning about strategy in competitive settings, 5) Cooperative Strategy: Examining strategy in cooperative settings, and 6) Digital Strategy: Delving into digital platform strategies. The sequence of these six areas reflects the evolution of the strategic management field.

After participating in this course, students should be in a position to 1) Understand the nature and evolution of the strategy concept in management research and practice, 2) Read and process scholarly literature, 3) Craft and debate conceptual arguments, and 4) Translate research insights into practical implications. These competences prepare students not only for future research-related work (e.g., Master theses, Ph.D.), but also for career opportunities in consulting, strategy departments, business development, and general management.

<https://www.wiwi2.tu-dortmund.de/wiwi/tm/de/lehre/veranstaltungen/Sommersemester/TM6/index.html>

**Proofs of academic achievement:** Module examination, consisting of a written and graded exam (60 minutes, counts for 70% of the grading) and oral team presentation (counts for 30% of the grading).

**Department:** Faculty of Business and Economics**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)**Degree program:** Master**Course type:** Lecture + Exercise**Credit Points:** 7,5**Teacher/Lecturer:** Professor Dr. Peter N. Posch**Requirements:** Recommended: Knowledge in the programming language used (e.g. Python) proven e.g. by successful examination of Finance III (Financial Econometrics). Due to limited PC capacities you need to register for this course.**Course description:**

The course provides the basic concepts of classical as well as modern approaches in financial theory and its implication to the private sector. 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.

**Take away:**

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).

**Structure of the Course:**

Courses	Type	Credit Points	Credit Hours
Financial Economics	Lecture	4	2
Applied Quantitive Finance	Lecture + Exercise	3.5	2

<https://finance.wiwi.tu-dortmund.de/lehre/vorlesungen/sommersemester/quantitative-finance/>

**Proofs of academic achievement:** 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.

**Department:** Faculty of Business and Economics

**Contact:** M.Sc. Lüdmila Riesen, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de), +49 (0) 2317558157

**Degree programme:** Master

**Course type:** Seminar

**Credit Points:** 7,5

**Teacher/Lecturer:** Professor Dr. Peter N. Posch

**Requirements:** This course requires successful participation in the courses Finance I and III.

**Course description:**

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.

**Take away:**

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.

[https://www.finance.wiwi.tu-dortmund.de/cms/index.php?option=com\\_content&view=article&id=76&Itemid=483](https://www.finance.wiwi.tu-dortmund.de/cms/index.php?option=com_content&view=article&id=76&Itemid=483)

**Proofs of academic achievement:** Graded written paper and oral presentation.

**Department:** Faculty of Business and Economics, TU Dortmund

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Seminar

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Galina Zudenkova, Ph.D.

**Requirements:** -none- The course requires successful participation in microeconomics and game theory courses on a bachelor level. Please contact professorship for registration details

**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 re-cent 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.

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.

<https://www.wiwi2.tu-dortmund.de/wiwi/of/de/lehre/veranstaltungen/sommersemester/seminar4/index.html>

**Proofs of academic achievement:** Module examination, consisting of a graded written paper (counts for 50 % of the grading) and an oral presentation (counts for 50 % of the grading).

**Department:** Faculty of Business and Economics, TU Dortmund

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Seminar

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Tessa Flatten

**Requirements:** The professorships Innovationsmanagement and Technologiemanagement will have their online application together. For this reason the application formulars include seminars of both professorships! Please contact the professorships for details.

**Course description:**

Managers in technology oriented ventures have to take decisions based on a limited information foundation in order to cope with the challenges of their dynamic environment. Therefore, they need to evaluate options, make choices and have to find solutions to deal with their everyday 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.

This seminar enables students to understand the real-world challenges in the area of technology management, as well as methods for analyzing case studies. Moreover, after this class they are able to develop solutions to business problems, as well as defend their solutions and discuss them critically in a group setting.

Disclaimer: All information given are done so without liability for correctness and functionality. Please consult the official module guide for further information.

<https://www.wiwi2.tu-dortmund.de/wiwi/tm/de/lehre/veranstaltungen/Sommersemester/TM4/index.html>

**Proofs of academic achievement:** Graded written paper and oral presentation.

**Department:** Faculty of Business and Economics, TU Dortmund

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de)

**Degree program:** Master

**Course type:** Lecture & Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Lorenz Graf-Vlachy

**Requirements:** -none-

**Course description:**

In this module, students will learn to develop a critical attitude and own perspectives towards theory in general, and specifically towards theories in management, technology, and leadership research. To achieve this, they will apply basic social research thinking and methods to construct theory themselves and to closely scrutinize recent scientific studies and research questions. While being primarily rooted in science, the course will also address the questions of what management theory means to practitioners and how to apply current management theory to reflect on and solve real-life managerial challenges.

After completing this module, students will have a deep understanding of what theories are and which criteria can be used to evaluate them. Students will further understand the scientific process of theory building and testing, as well as have gained insights into scientific writing and presenting, as well as the scientific discourse and publishing process. Students will also have obtained a basic grasp of various typical qualitative and quantitative research methods. Finally, students will be able to read and critically assess scientific publications in the fields of management, technology, and leadership research.

<https://uf.wiwi.tu-dortmund.de/lehre/sommersemester/sim1/>

**Proofs of academic achievement:** Graded oral presentation, written report/reflection and active participation (attendance is compulsory) in oral presentations.