

MODULE HANDBOOK

**Study Programme
Business Law (PO2019)**

LL.B. Business Law

Version: July 2020

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Abkürzungsverzeichnis / List of Abbreviations

CR	Credit gemäß ECTS – System / credits according to the ECTS – System
PLH	Prüfungsleistung Hausarbeit / examination based on term paper
PLK	Prüfungsleistung Klausur / examination based on written exam
PLL	Prüfungsleistung Laborarbeit / examination based on laboratory work
PLM	Prüfungsleistung mündliche Prüfung / examination based on oral exam
PLP	Prüfungsleistung Projektarbeit / examination based on project work
PLR	Prüfungsleistung Referat / examination based on presentation
PLT	Prüfungsleistung Thesis / examination based on written thesis
PVL-BVP	Prüfungsvorleistung für die Bachelorvorprüfung / prerequisite examination for bachelor interim overall exam
PVL-BP	Prüfungsvorleistung für die Bachelorprüfung required prerequisites for final bachelor degree.
PVL-PLT	Prüfungsvorleistung für die Thesis required prerequisites for the thesis registration
SWS	Semesterwochenstunde(n) / contact (lecture or class) hours per week
UPL	Unbenotete Prüfungsleistung /non-graded examination (pass/fail only)
WPF	Wahlpflichtfach / Elective

Programme Objectives

	Objectives	Competences/Skills	Learning outcomes	Qualifications obtained or acquired
1	Legal knowledge	Acquire a profound knowledge of the principles of business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice.	Define and solve legal cases based on the method "Falllösung nach Anspruchsgrundlagen"	<ul style="list-style-type: none"> • Extending knowledge competence • Consolidating knowledge • Instrumental competence
2	Economic and management knowledge	Students have a basic understanding of economics, management, quantitative methods, and IT. They understand the interdependence of business and law.	Students showed in paper or in the thesis that they are able to illustrate the interdependence between law, economics, management, quantitative methods or IT.	<ul style="list-style-type: none"> • Extending knowledge competence • Consolidating competence
3	Conflict resolution skills	Understand and know the various dispute resolution methods.	Understand conflict management and negotiation strategies.	<ul style="list-style-type: none"> • Communication skills
4	Communication skills	Present and express their ideas and arguments orally and in writing in clear and convincing language.	Interpret and express ideas through written, oral and visual communications methods. They show their writing and reasoning skills in presentations.	<ul style="list-style-type: none"> • Instrumental skills • Communication skills
5	Teamwork skills	Ability to consider and integrate different points of view, work effectively and efficiently with other to support a shared goal.	Work successfully with others to accomplish a shared goal. Integrate different points of views as a team member.	<ul style="list-style-type: none"> • Communication skills
6	Basic Understanding of Law and Society	Understand general issues of law and society and are able to develop a position on issues related to law and society. They are aware of the legal and ethical importance of Human and Fundamental Rights catalogues.	Have a first grasp on global, regional and national framework and are able to develop a position on global legal issues. They can balance interests when applying Human and Fundamental Rights to practical cases.	<ul style="list-style-type: none"> • Instrumental competence • Systematic competence
7	Problem solving skills (Wissenserschließung)	Capable to understand complex legal issues and develop practically acceptable solutions.	Students are able to do proper research and use the relevant information to draw a conclusion on a legal issue.	<ul style="list-style-type: none"> • Instrumental competence • Systematic competence • Communication skills

Modules	Legal Knowledge	Economic and management knowledge	Conflict resolution skills	Communication skills	Teamwork skills	Basic Understanding of Law and Society	Problem solving skills
1st Phase of the study programme – Modules contributing to the Interim Grade (Basic Modules)							
LAW1260 – Introduction to studying Business Law				X	X		X
LAW1240 – Business Law I (Contracts I)	X						
LAW1270 – Criminal Law and Compliance	X					X	
AQM1030 – Accounting and Financial Mathematics		X					
GMT1060 – Introduction to General Management I		X					
GMT1210 – Foundations of General Management II		X					
ECO1200 – Foundations of Economics		X					
EC01210 – Foundations of Economics II		X					
BIS1050 – Information Systems- Foundations		X					
LAW1170 – Business Law II (Contracts and Torts I)	X			X			X
LAW1190 – Human Rights/European and International Law	X					X	
2nd Phase of the study programme – Modules contributing to the Final Grade (Advanced Modules)							
LAW2260 – Administrative Law and Compliance	X		X				X
LAW2110 – Business Law III (Contracts and Torts II)	X						
LAW2120 – Business Law IV (Properties and Securities)	X						
TAX1010 – Tax Law I	X	X					
LAW2070 – Methodology I	X			X			X
GMT2110 – Financial Management		X					
LAW2200 – Company Law	X						
LAW2150 – Employment Law	X						
LAW2160 – Intellectual Property Rights	X						
LAW2190 – Methodology II				X			X
INS3020 – Internship Semester				X			
GMT3100 – Business Management		X		X	X		
LAW3110 – International Commercial Transactions	X						
LAW3320 – Enforcement	X		X				
TAX3030 – Tax Law II	X	X					
LAW3400 – Specialization- Electives I	X	X		X	X		X
LAW3410 – Specialization - Electives II	X	X		X	X		X
LAW3190 – Methodology III	X		X	X			
LAW3520 – Law and Future	X					X	
FEX4999 – Oral Exam	X			X			
THE4999 – Thesis	X	X		X			X

**Alignment Matrix zur Vermittlung der Kompetenzziele ge-
mäß KMK/
Learning outcomes alignment matrix according to official
state requirements**

Modules	Extending knowledge	Consolidating knowledge	Instrumental skills	Systemic skills	Communication skills
1st Phase of the study programme					
LAW1260 – Introduction to Study		X	X	X	X
LAW1240 – Business Law I (Contracts I)	X	X	X		
LAW1270 – Criminal Law and Compliance	X	X	X	X	
AQM1030 – Accounting and Financial Mathematics	X	X			
GMT1060 – Introduction to General Management I	X	X			
GMT1210 – Foundations of General Management II	X	X			
ECO1200 – Foundations of Economics I	X	X			
EC01210 – Foundations of Economics II	X	X			
LAW1170 – Business Law II (Contracts and Torts I)	X	X	X	X	X
LAW1190 – Human Rights/ European and International Law	X	X	X	X	
BIS1050 – Information Systems - Foundations	X	X			
2nd Phase of the study programme					
LAW2260 – Administrative Law and Compliance	X	X	X		X
LAW2110 – Business Law III (Contracts and Torts III)	X	X	X		
LAW2120 – Business Law IV (Property and Securities)	X	X	X		
TAX1010 – Tax Law	X	X	X		
LAW2070 – Methodology I	X	X	X	X	X
GMT2110 – Financial Management	X	X			
LAW2200 – Company Law	X	X	X		
LAW2150 – Employment Law	X	X	X		
LAW2160 – Intellectual Property Rights	X	X	X		
LAW2190 – Methodology II		X	X	X	X
INS3020 – Internship Semester			X		X
GMT3100 – Business Management	X	X	X		X
LAW3110 – International Commercial Transactions	X	X	X		
LAW3320 – Enforcement	X	X	X		X
TAX3030 – Tax Law II	X	X	X		
LAW3400 – Electives I	X	X	X	X	X
LAW3410 – Electives II	X	X	X	X	X
LAW3190 – Methodology III		X	X		X
LAW3520 – Law and Future	X	X	X	X	
FEX4999 – Oral Exam		X	X		X
THE4999 – Thesis		X	X	X	X

Introduction to studying Business Law	
Module ID	LAW1260
Semester	1 st semester
Level	Entry level
Credits	5
SWS / contact hours per week	4
Frequency	Each semester
Associated Courses	<ul style="list-style-type: none"> • SIC 1041 - Social and Methodical Competencies <ul style="list-style-type: none"> ◦ 2 credits, 2 SWS • LAW 1231 – The study of business law/ constitutional law <ul style="list-style-type: none"> ◦ 3 credits, 2 SWS • SIC 1102- English B2 according to university test • SIC 1103 – Successful completion of 12 ECTS in courses taught in English
Prerequisites	None
Assessment Methods	None graded examination (pass/fail only)
Requirements for granting of credits	<ul style="list-style-type: none"> • Social and Methodical Competencies <ul style="list-style-type: none"> ◦ Attendance in all related lectures (Mandatory) • Introduction to Business Law and Constitutional Law • Attendance in Lectures • English B2 according to university test
Significance for the Final Grade	The credits earned on this course are neither relevant for the interim grade nor for the final grade. Not applicable, a graded examination is not required.
Planned Group Size	<ul style="list-style-type: none"> • Social and Methodical Competencies <ul style="list-style-type: none"> ◦ 14 – 18 students • Introduction to Business Law and Constitutional Law <ul style="list-style-type: none"> ◦ 35 students
Language	<ul style="list-style-type: none"> • Social and Methodological Competence - German • Introduction to Business Law and Constitutional Law - German • Proof of language proficiency English B2 and 12 credits in English
Module Duration	1 semester
Module Coordinator	<ul style="list-style-type: none"> • Social and Methodical Competencies <ul style="list-style-type: none"> ◦ Prof. Brigitte Burkart (Programme Director) • Introduction to Business Law and Constitutional Law <ul style="list-style-type: none"> ◦ Prof. Dr. Tobias Brönneke and Prof. Dr. Barbara Lorinser
Lecturer(s)	<ul style="list-style-type: none"> • Social and Methodical Competencies <ul style="list-style-type: none"> ◦ Student tutors • Introduction to Business Law and Constitutional Law <ul style="list-style-type: none"> ◦ Professors from the Business Law Department
Programme	General Studies and Business Law

Lecture Approach	<ul style="list-style-type: none"> • Seminars and lectures • E-Learning -a web-based programme
Applicability in other Programmes	None. However, the associated course Social and Methodical Competence is also offered in business administration program.
Objectives	<p>The Module contributes toward the achievement of the following programme objectives:</p> <p><u>Communication skills</u></p> <ul style="list-style-type: none"> • Present and express their ideas and arguments orally and in writing in clear and convincing language. <p><u>Teamwork skills</u></p> <ul style="list-style-type: none"> • Ability to consider and integrate different points of view, work effectively and efficiently with other to support a shared goal. <p><u>Problem solving skills</u></p> <ul style="list-style-type: none"> • Capable to understand complex legal issues and develop practically acceptable solutions.
Content	<p><u>Social and Methodical Competencies</u></p> <p><i>Communication skills and teamwork training</i></p> <ul style="list-style-type: none"> • Introduction to the Perceptual Process • Principles of Communication skills • Keys for giving and accepting feedback • Interviewing Skills • Features of effective teamwork • Develop Teamwork Competencies • Act a role in group work • Lead a group / Leadership Competencies • Apply teamwork skills in business case studies <p><i>Corporate strategic planning (business strategy) and business case studies</i></p> <ul style="list-style-type: none"> • Apply complex decision making methods in different business situations • Company as customer-oriented value chain process • Make business decisions in small groups • Work together in different task within a company <p><i>Presentation Skills</i></p> <ul style="list-style-type: none"> • Perform or present in front of a group • Practice presentation situations • Apply adequate median usage in presentations • Key of giving and accepting feedback • Visualization and listener orientation <p><u>Introduction to Business Law</u></p> <ul style="list-style-type: none"> • Introduction to the legal system • Introduction to legal research and writing • Introduction to constitutional law
Relation to other Modules	<p><u>Social and Methodical Competencies</u></p> <ul style="list-style-type: none"> • Corporate strategic planning simulations in alignment with BA degree Module • Presentation skills training <p><u>Introduction to Business Law and Constitutional Law</u></p>

	<ul style="list-style-type: none"> • Basic introduction to legal research and writing, relevant for all other law courses
Workload	<p><u>Overall</u></p> <ul style="list-style-type: none"> • 150 credit hours with a split of 60 hours - attendance and 90 hours - self-study <p><u>Social and Methodical Competencies</u></p> <ul style="list-style-type: none"> • 90 credit hours with a split of 30 hours- attendance and 60 hours for self-study <p><u>Introduction to Business Law and Constitutional Law</u></p> <ul style="list-style-type: none"> • 60 credit hour with a split of 30 hours - attendance and 30 for self-study (presentation and follow-up).
Literature	<p><u>Social and Methodical Competencies</u></p> <ul style="list-style-type: none"> • Birkenbihl, Vera, Kommunikationstraining, Heidelberg • Krüger, Wolfgang, Teams führen. München • Schulz von Thun, Friedemann, miteinander reden: Störungen und Klärungen, Hamburg <p><u>Introduction to Business Law and Constitutional Law</u></p> <ul style="list-style-type: none"> • Richtlinien der Fakultät für Wirtschaft und Recht für das Anfertigen wirtschaftswissenschaftlicher und juristischer Arbeiten • Kohler-Gehrig, Die Diplom- und Seminararbeit in den Rechtswissenschaften. Kröger/Kuner, Internet für Juristen • Larenz/Canaris, Methodenlehre der Rechtswissenschaft • Möllers, Juristische Arbeitstechnik und wissenschaftliches Arbeiten. • Tettinger, Einführung in die juristische Arbeitstechnik <ul style="list-style-type: none"> ○ <i>Latest edition respectively</i>
Keywords	<ul style="list-style-type: none"> • Legal research and writing, constitutional law and soft skills
Last edited	July 2016

Business Law I (Contracts I)	
Module ID	LAW1240
Semester	1 st semester
Level	Entry level
Credits	8
SWS/contact hours per week	6
Frequency	Each semester
Associated Courses	<ul style="list-style-type: none"> • LAW 1111 - BGB I (Civil Law) <ul style="list-style-type: none"> ◦ 6 credits, 4 contact hours per week • LAW 1241 - Civil Law - BGB Case Studies I <ul style="list-style-type: none"> ◦ 2 credits, 2 contact hour per week
Prerequisites	None
Assessment Methods	<ul style="list-style-type: none"> • BGB I <ul style="list-style-type: none"> ◦ Written exam - 90 minutes • Civil code case studies <ul style="list-style-type: none"> ◦ Non-graded assessment
Requirement for granting of credits	A pass mark in the required exam.
Significance for the Final Grade	The credits earned in Civil Law are relevant for the interim grade issued after the first phase of the study programme and 50% for the final grade of the bachelor degree. The non-graded exam (case studies for Civil Law I) is not included in the final grade.
Planned Group Size	35 students
Language	German
Module Duration	1 semester
Module Coordinator	Prof. Dr. Simone Harriehausen
Lecturer(s)	Professors from the Business Law Department
Programme	Business Law
Pedagogical Approach	<ul style="list-style-type: none"> • Class lecture • Lecture with case studies examples
Applicability in other programmes	None
Objectives	<p>The Module contributes toward the achievement of the following programme objectives:</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice.
Content	<p><u>Civil Law</u></p> <p>The following topics will be discussed:</p> <ul style="list-style-type: none"> • Introduction to the German legal system

	<ul style="list-style-type: none"> Principles of the German Civil Law <p><u>Civil Law case studies</u></p> <ul style="list-style-type: none"> Problem-solving techniques and expertise are practiced using case studies.
Relation to other modules	The course is the basis for Business Law I and Business Law II and lays the foundation for all other legal modules of the programme.
Workload	<p><u>Overall</u></p> <ul style="list-style-type: none"> 240 credit hours with a split of 90 hours attendance and 150 hours - self-study <p><u>Civil Law</u></p> <ul style="list-style-type: none"> 180 credit hours with a split of 60 hours attendance and 120 hours - self-study <p><u>Civil Law Case Studies</u></p> <ul style="list-style-type: none"> 60 credit hours with a split of 30 hours -attendance and 30 hours - self-study
Literature	<ul style="list-style-type: none"> Brox/Walker, Allgemeiner Teil des BGB Medicus, Allgemeiner Teil des BGB Rüthers/Stadler, Allgemeiner Teil des BGB <ul style="list-style-type: none"> <i>Latest edition respectively</i>
Others	
Keywords	German legal system, civil law and contracts
Last edited	July 2020

Criminal Law and Compliance	
Module ID	LAW1270
Semester	1 st and 2 nd semester
Level	Entry level
Credits	5
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	<ul style="list-style-type: none"> • LAW 1271 – Basics in Business Crimes <ul style="list-style-type: none"> ◦ 2 credits, 2 contact hours per week • LAW 1272 – Criminal procedure, internal investigations and Compliance <ul style="list-style-type: none"> ◦ 3 credits, 2 contact hours per week
Prerequisites	None
Assessment Methods	<ul style="list-style-type: none"> • Foundations in Business Crimes <ul style="list-style-type: none"> ◦ Non-grade examination • Criminal procedure, internal investigations and Compliance <ul style="list-style-type: none"> ◦ Written exam - 60 minutes
Requirement for granting of credits	A pass mark in the required exam
Significance for the Final Grade	The non-graded examination does not count towards the final grade. The credits earned in the remainder of the Module (Criminal procedure, internal investigations and Compliance) are relevant for the interim grade issued after the first phase study programme and 50% for the final grade of the bachelor degree.
Planned Group Size	35 students
Language	German
Module Duration	2 semesters
Module Coordinator	Prof. Dr. Brigitte Thäle
Lecturer(s)	Professors from the Business Law Department
Programm	Business Law
Pedagogical Approach	Lectures and case studies
Applicability in other programme	None
Objectives	<p>The Module contributes toward the achievement of the following programme objectives.</p> <p><u>Legal Knowledge</u></p> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice. <p><u>Basic Understanding of Law and Society</u></p> <ul style="list-style-type: none"> • Understand general issues of law and society and are able to position themselves on issues related to law and society. They are aware of the importance of the legal and ethical of Human and Fundamental Rights catalogues.

<p>Content</p>	<p><u>Basics in Business Crimes</u> The following topics will be discussed:</p> <ul style="list-style-type: none"> • Basics of criminal law • General principles of commercial criminal law • Important criminal offences of commercial criminal law, especially fraud, breach of trust, bribery • Legal consequences • The concept of administrative offences and their legal consequences • Economic and ethical implications will be discussed <p><u>Criminal procedure, internal investigations and compliance</u> The following topic will be discussed:</p> <ul style="list-style-type: none"> • Basics of criminal procedure • Methods of internal investigations within the company • CMS • Liability of the Compliance Officer • Economic and ethical implications will be discussed
<p>Relation to other Modules</p>	<ul style="list-style-type: none"> • Business Law I – IV • Company Law • Methodology I • Employment Law • Foundation to General Management I • Foundation of General Management II • Intellectual Property Rights
<p>Workload</p>	<p><u>Overall</u></p> <ul style="list-style-type: none"> • 150 credit hours with a split of 60 hours - attendance and 90 hours - self-study (prior and post preparation). <p><u>Basics in Business Crimes</u></p> <ul style="list-style-type: none"> • 60 credit hours with a split of 30 hours - attendance and 30 hours - self-study (prior and post preparation). <p><u>Criminal procedure, internal investigations and compliance</u></p> <ul style="list-style-type: none"> • 90 credit hours with a split of 30 hours attendance and 60 hours - self-study (prior and post preparation).
<p>Literature</p>	<ul style="list-style-type: none"> • Vivien Veit, Compliance und interne Ermittlungen • Wittig, Wirtschaftsstrafrecht • Kudlich/Oglakcioglu, Wirtschaftsstrafrecht <ul style="list-style-type: none"> ○ <i>Latest edition respectively</i>
<p>Others</p>	
<p>Keywords</p>	<p>Commercial criminal offences, Corporate Criminal Law, Fines, Bribery, Criminal proceedings, Refusal to testify, CMS</p>
<p>Last edited</p>	<p>July 2019</p>

Foundations Accounting and Mathematics of Finance	
Module ID	AQM1030
Semester	1 st semester
Level	Entry level
Credits	5
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	<ul style="list-style-type: none"> • GMT1011 -- Foundations of Accounting <ul style="list-style-type: none"> ○ 2 credits, 2 contact hour per week • AQM1012 -- Mathematics of Finance <ul style="list-style-type: none"> ○ 3 credits, 2 contact hour per week
Prerequisites	None
Assessment Methods	<ul style="list-style-type: none"> • Foundations of Accounting <ul style="list-style-type: none"> ○ Written exam - 60 minutes • Mathematics II (Mathematics of Finance) <ul style="list-style-type: none"> ○ Written exam - 60 minutes
Requirements for granting credits	A pass mark in the required exam.
Significance for the Final Grade	The credits earned for the courses are relevant for interim grade issued after first phase of the study programme and 50% for the final grade of the bachelor degree.
Planned Group Size	80 students
Language	German
Module Duration	1 semester
Module Coordinator	<u>Foundations of Accounting</u> Prof. Stefan Foschiani <u>Mathematics of Finance</u> Prof. Dr. Kirsten Wüst, Prof. Dr. Thoma Cleff and Bernd Kup- pinger
Lecturer(s)	Professors from the Business Department
Programme	Business
Pedagogical Approach	Lecture
Applicability in other programmes	The courses are part of the Business Bachelor Program
Objectives	The Module contributes toward the achievement of the following programme objectives. <u>Economic and management knowledge</u> <ul style="list-style-type: none"> • Students have a basic understanding of economics, management, quantitative methods, and IT. They understand the interdependence of business and law.
Content	<u>Foundations of Accounting</u> The course covers the German laws relating to book keeping and preparing the financial accounts. In particular, the general systems used in practice are demonstrated: T-accounts, asset account, profit/loss accounts, etc. The typical account structures are considered and subsequently used to record the more typical business transactions.

	<p><u>Mathematics of Finance</u> This course covers the mathematics of Finance. This includes: the calculation of interest, investment appraisal, calculation of annuities and loans as well as modern financial instruments and interest derivatives.</p>
Relation to other Modules	It builds on parallel to the module of Introduction to General Business Administration I and serves as preparation for the basics of cost accounting as well as for accounting, investment and Finance I.
Workload	<p><u>Overall</u></p> <ul style="list-style-type: none"> • 150 credit hours with a split of 60 hours - attendance and 90 hours - self-study (prior and post preparation). <p><u>Foundations of Accounting</u></p> <ul style="list-style-type: none"> • 60 credit hours with a split of 30 hours - attendance and 30 hours - self-study (prior and post preparation). <p><u>Mathematics of Finance</u></p> <ul style="list-style-type: none"> • 90 credit hours with a split of 30 hours - attendance and 60 hours - self-study (prior and post preparation).
Literature	<p><u>Foundations of Accounting</u></p> <ul style="list-style-type: none"> • Bornhofen, M. und Busch, E., Buchführung, Gabler Verlag • Däumler, K.-D. und Grabe, J., Kostenrechnung, Band 1: Grundlagen: mit Fragen und Aufgaben, Antworten und Lösungen, Verlag NWB • Grimm-Curtius, H. und Duchscherer, M., Finanzbuchhaltung nach dem GKR und IKR – Lehrbuch mit Buchhaltungs-Software, Oldenbourg Verlag • Heinhold, M., Buchführung in Fallbeispielen, Schäffer-Poeschel Verlag • Schmolke, S. und Deitermann, M.: Industrielles Rechnungswesen – GKR, Winklers Verlag • Wedell, H., Grundlagen des Rechnungswesens, Band 1, Buchführung und Jahresabschluss, Verlag NWB • Wöhe, G., Grundzüge der Buchführung und Bilanztechnik, Verlag Vahlen <p><u>Mathematics of Finance</u></p> <ul style="list-style-type: none"> • Beicke/Barckow, Risk-Management mit Finanzderivaten, München • Hull, J., Optionen, Futures und andere Derivate, München • Kobelt/Schulte, Finanzmathematik, Berlin • Kuppinger, Finanzmathematik, Wiley 2015, Weinheim • Martin, T., Finanzmathematik, Leipzig • Müller-Möhl, E., Optionen und Futures. Stuttgart • Renger, K., Finanzmathematik mit Excel, Wiesbaden • Tietze, J., Einführung in die Finanzmathematik, Wiesbaden • Wüst, Kirsten, Finanzmathematik – Vom klassischen Sparbuch zum modernen Zinsderivat, Wiesbaden <ul style="list-style-type: none"> ○ <i>Latest edition respectively</i>
Others	
Keywords	<p>Foundations of Accounting</p> <ul style="list-style-type: none"> • Accounting, financial statement, balance sheet, bookkeeping, income statement and profit and loss account <p>Mathematics of Finance</p>

	<ul style="list-style-type: none">• Investment appraisal , modern financial products, interest calculation
Last edited	July 2016

Foundation of General Management I	
Module ID	GMT1060
Semester	1 st semester
Level	Entry level
Credits	5
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	GMT 1203 – Foundations of Business Administration I
Prerequisites	None
Assessment Methods	Written Exam <ul style="list-style-type: none"> ○ 60 minutes
Requirements for granting credits	A pass mark in the required exam.
Significance for the Final Grade	The credits earned are relevant for the interim grade issued after the first phase study programme and 50% for the final grade of the bachelor degree.
Planned Group Size	Max. 80 Students
Language	German or English
Module Duration	1 semester
Module Coordinator	Prof. Dr. Matthias Kropp
Lecturer(s)	Professors and lecturers from the Business Department
Programme	Business
Pedagogical Approach	Lectures
Applicability in other programmes	
Objectives	<ul style="list-style-type: none"> • The students have a clear understanding of the basic business contexts, business goals and the steps and strategy for achieving their goals. • Acquire an understanding of a company structure and the links between the different business departments and business functions. As well as the tasks and economic issues in their operating functions. • Students can apply criteria and make sound decisions.
Content	<p>Foundations of Business Administration I has a split of two lectures (Foundations of Business Administration I and II) being offered in sequence in the 1st and 2nd semester.</p> <p>The course provides students with an understanding of the fundamental problems facing a company together with the constituent parts of a company and their contribution to problem solving.</p> <p>It covers the following topics:</p> <ul style="list-style-type: none"> • the business system • the management process • planning systems • decision making • leadership

	<ul style="list-style-type: none"> • cost theory • selection of appropriate location for and legal form of company • the various functions within a company (Production, Marketing/Sales, Procurement, Staff)
Relation to other Modules	Is the basics for all other business courses
Workload	In addition to the 90 hours of attendance, the students require: <ul style="list-style-type: none"> • 90 hours - self-study (prior and post preparation).
Literature	<ul style="list-style-type: none"> • Mariott, S.; Glacki, Steve: Entrepreneurship: Starting and Operating A Small Business, Pearson • Paul, J.: Praxisorientierte Einführung in die Allgemeine Betriebswirtschaftslehre, SpringerGabler • Schierenbeck, H., Grundzüge der Betriebswirtschaftslehre, Oldenburg Verlag • Thommen, J.-P./Achleitner, A.-K., Allgemeine BWL – Umfassende Einführung aus management-orientierter Sicht, SpringerGabler • Thommen, J.-P./Achleitner, A.-K., Allgemeine Betriebswirtschaftslehre Arbeitsbuch. Repititionsfragen – Aufgaben – Lösungen, SpringerGabler • Wöhe, G., Einführung in die allgemeine BWL, Vahlen <ul style="list-style-type: none"> ○ <i>Lastest edition respectively</i>
Others	
Keywords	Managerial processes, business management, management functions and decisions
Last edited	5. January 2017

Foundations of General Management II	
Module ID	GMT1210
Semester	2 nd semester
Level	Entry level
Credits	5
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	GMT 1023 – Foundations of Business Administration II
Prerequisites	None
Assessment Methods	Written exam <ul style="list-style-type: none"> ○ 60 minutes
Requirements for granting credits	A pass mark in the required exam.
Significance for the Final Grade	The credits earned are relevant for the interim grade issued after the first phase study programme and 50% for the final grade of the bachelor degree.
Planned Group Size	Max. 80 students
Language	German or English
Module Duration	1 semester
Module Coordinator	Prof. Dr. Matthias Kropp
Lecturer(s)	Professors and lecturers from the BBA study program
Programme	Business Administration program
Pedagogical Approach	Lecture
Applicability in other programmes	The module is also part of the Business bachelor program.
Content	<p>Managerial Processes, Functions and Decisions has a split of two lectures (Managerial Processes, Functions and Decisions I and II) being offered in sequence in the 1st and 2nd semester. The course provides students with an understanding of the fundamental problems facing a company together with the constituent parts of a company and their contribution problem solving.</p> <p>It covers the following topics:</p> <ul style="list-style-type: none"> • Company as a customer-oriented value-added process • Planning system • The management process • Cost theory • Effects of business decisions on company results • Foundation of production and cost theory • Use of operational production factors (especially work and resources) <p>Operational functions (procurement, production, sales) The order of presentation of the aforementioned subjects is decided by the respective lecturer. There is one final exam at the end of Managerial Processes, Functions and Decisions II, covering all subjects dealt with in the Managerial Processes, Functions and Decisions I and II.</p>

Relation to other Modules	Basic module for all other business courses in the second year of the degree program.
Workload	In addition to the 60 hours of attendance, the students require: <ul style="list-style-type: none"> • 90 hours - self-study (prior and post preparation).
Literature	<ul style="list-style-type: none"> • Drosse, V./Vossebein, U., Allgemeine Betriebswirtschaftslehre, MLP – Repetitorium, Gabler Verlag • Hopfenbeck, W., Allgemeine Betriebswirtschafts- und Managementlehre, Verlag moderne industrie • Jung, H., Allgemeine BWL, R. Oldenbourg Verlag • Luger, A.E., Allgemeine BWL, Band 1: Der Aufbau des Betriebes, Hanser Verlag • Mariott, S.; Glacki, Steve: Entrepreneurship: Starting and Operating A Small Business, Pearson • Paul, J.: Praxisorientierte Einführung in die Allgemeine Betriebswirtschaftslehre, SpringerGabler • Schierenbeck, H., Grundzüge der Betriebswirtschaftslehre, Oldenbourg Verlag • Straub, T., Einführung in die allgemeine BWL, Pearson • Thommen, J.-P./Achleitner, A.-K., Allgemeine BWL – Umfassende Einführung aus managementorientierter Sicht, Gabler Verlag • Tommen, J.-P./Achleitner, A.-K., Allgemeine Betriebswirtschaftslehre Arbeitsbuch. Repititionsfragen – Aufgaben – Lösungen, SpringerGabler • Wöhe, G., Einführung in die allgemeine BWL, Verlag Vahlen <ul style="list-style-type: none"> ○ <i>Latest edition respectively</i>
Others	
Keywords	Business processes, management processes, management, functions, decision
Last edited	December 2016

Foundations of Economics I	
Module ID	ECO1200
Semester	1 st semester
Level	Entry level
Credits	5
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	ECO1011 - Introduction and Microeconomics
Prerequisites	None
Assessment Methods	Written exam <ul style="list-style-type: none"> ○ 60 minutes
Requirements for granting credits	A pass mark in the required exam
Significance for the Final Grade	The credits earned are relevant for the interim grade issued after the first phase study programme and 50% for the final grade of the bachelor degree.
Planned Group Size	Max. 80 students
Language	<ul style="list-style-type: none"> • German and English (optional)
Module Duration	1 semester
Module Coordinator	Prof. Dr. Hanno Beck
Lecturer(s)	Professors and lecturers from the Economics Department.
Programme	Economics
Pedagogical Approach	Lectures with exercises
Applicability in other programmes	It applies to all other business courses
Objectives	<p>Microeconomic changes and economic changes significantly influence the success of individual economic entities. The purpose of the economics modules is to equip students with the ability to independently evaluate the conditions in which an economic entity trades. Such knowledge is invaluable for decision-making in many business situations. This is particularly true when making investment decisions, which in turn influence other business situations. By the end of the course, students will be expected to be able to:</p> <ul style="list-style-type: none"> • Understand the importance of governmental regulations which are the framework for business activities. • Handle supply and demand curves and are able to apply this instrument to economic problems. • Evaluate the risks of governmental interventions on the formation of prices on the markets. • Know the functions of competition, the limits of freedom of competition and they understand the different parts of competition policy. • Use microeconomic analysis techniques to understand how different types of market function, including when the state intervenes.

Content	<ul style="list-style-type: none"> • Introduction to the methods, key terms and subject of economics. Basic economic concepts and methodological foundations. • Economic systems (ideal types, real types), Ordoliberalism (German kind of economic liberalism) and “Social Market Economy” • Supply and demand on goods markets, elasticity, production and costs. • Functioning of the price system: perfect and imperfect competition, monopolistic price finding, and oligopolies. • State interventions in the development of market prices, price ceilings, taxes, and externalities. • Competition concepts and policies • Theory and reality of antitrust-policy
Relation to other Modules	<p>This course provides the foundation in economic methods, which will be applied to foreign trade situations in the International economic relations module and then applied independently in the economics tutorial module.</p> <p>Through its application to goods, this subject relates to general business administration (production and costing theory). The demand for goods, pricing for various market types and competition policy touches on marketing issues. markets Competition theory and policy enhance business administration teaching on pricing and law teaching on competition and cartel law.</p>
Workload	<ul style="list-style-type: none"> • 150 credit hours with a split of 60 hours - attendance and 90 hours - self-study (prior and post preparation).
Literature	<ul style="list-style-type: none"> • Beck, Hanno, Volkswirtschaftslehre. Mikro- und Makroökonomie • Krugman, Paul/Wells, Robin, Volkswirtschaftslehre • Mankiw, Nicholas G./Taylor, Mark P., Grundzüge der Volkswirtschaftslehre • Pindyck, Robert S./Rubinfeld, Daniel L., Mikroökonomie • Samuelson, Paul A./Nordhaus, William D., Volkswirtschaftslehre. Das internationale Standardwerk der Makro- und Mikroökonomie • Stiglitz, Joseph E./Walsh, Carl E., Mikroökonomie, Band I zur Volkswirtschaftslehre • Varian, Hal R., Grundzüge der Mikroökonomik • Wienert, Helmut, Grundzüge der Volkswirtschaftslehre, Bd. 1: Einführung und Mikroökonomie <ul style="list-style-type: none"> • <i>Latest edition respectively</i>
Others	<p>This module is also offered in English as part of the International Study Program. Credits from the English-language module will count towards the required 12 English credits for this program.</p>
Keywords	Introduction, microeconomics, economics and foundations
Last edited	February 2017

Foundations of Economics II	
Module ID	ECO1210
Semester	2 nd semester
Level	Entry level
Credits	5
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	ECO 1012 - Macroeconomics
Prerequisites	Introduction and Microeconomics
Assessment Methods	Written exam <ul style="list-style-type: none"> ○ 60 minutes
Requirements for granting credits	A pass mark in the respective exam
Significance for the Final Grade	The credits earned are relevant for the interim grade issued after the first phase study programme and 50% for the final grade of the bachelor degree..
Planned Group Size	Max. 80 students
Language	German and English (optional) This module is compulsory for students of the International Business and International Marketing degree courses.
Module Duration	1 semester
Module Coordinator	Prof. Dr. Hanno Beck
Lecturer(s)	Professors and lecturers from the Economics Department
Programme	Economics
Pedagogical Approach	Lecture with exercises
Applicability in other programmes	Apply to all business degree courses, including Business Law
Objectives	<p>Macroeconomic changes and economic changes significantly influence the success of individual economic entities. The purpose of the economics modules is to equip students with the ability to independently evaluate the macroeconomic conditions in which an economic entity trades. Such knowledge is invaluable for decision-making in many business situations. This is particularly true when making investment decisions, which in turn influence other business situations. This module draws on macroeconomic approaches to enable analysis of economic problem areas in a closed economy. By the end of the course, students will be expected to be able to:</p> <ul style="list-style-type: none"> • Recognize the main elements which determine the success of the economic policy and competitive ability in a particular area. • Understand the economic cycle and the basics of national accounts. • Know the Neoclassical and Keynesian macroeconomic theory and they are able to apply them to current economic topics. • Realize the reasons for business fluctuations and know the basics of the growth theory and structural changes and their influence on firms.

	<ul style="list-style-type: none"> • Explain different approaches for unemployment. • Recognize the different scopes and limits of the government to influence the macroeconomic development. • Be familiar with the basics of monetary theory and the monetary policy of the European Central bank including its influences on firms. <p>The purpose of this module is to impart and deepened knowledge.</p>
Content	<ul style="list-style-type: none"> • Introduction to the methods, key terms and subject of economics. • Classic macroeconomic approach (full employment, flexible prices) • Neoclassical and Keynesian macroeconomic approach (underemployment, price stickiness) • Monetary theory and policy, explanation of interest and inflation. • Causes of and cyclical fluctuations and how the state can influence these, unemployment. • Economic growth: determining factors and limits • Structural change: Cause and effect • Scope and limits of government macroeconomic policy • Foundations of monetary theory and policy
Relation to other Modules	<p>This course provides a foundation in economic methods, which will be applied to foreign trade situations in the module of International Economic Relations and then applied independently in the module of Economics tutorials.</p> <p>Macroeconomic development and the factors which determine it are relevant to many aspects of business administration, including the development of prices and interest rates, or when decisions are made regarding a location. Certain areas of the module are particularly relevant for individual degree courses, for example cyclical fluctuations on purchasing and sales decisions.</p>
Workload	<ul style="list-style-type: none"> • 150 credit hours with a split of 60 hours - attendance and 90 hours - self-study (prior and post preparation).
Literature	<ul style="list-style-type: none"> • Beck, Hanno, Volkswirtschaftslehre. Mikro- und Makroökonomie • Blanchard, Olivier/Illing, Gerhard, Makroökonomie • Krugman, Paul/Wells, Robin, Volkswirtschaftslehre • Mankiw, Nicholas G./Taylor, Mark P., Grundzüge der Volkswirtschaftslehre • Mankiw, Nicholas G., Makroökonomik • Samuelson, Paul A./Nordhaus, William D., Volkswirtschaftslehre. Das internationale Standardwerk der Makro- und Mikroökonomie • Wienert, Helmut, Grundzüge der Volkswirtschaftslehre, Bd. 2: Makroökonomie <ul style="list-style-type: none"> ◦ <i>Latest edition respectively</i>
Others	<p>This module is also offered in English as part of the International Study Program. Credits from the English-language module will count towards the required 12 credits for this program.</p>
Keywords	Macroeconomics, microeconomics, economics, foundations
Last edited	

Information Systems - Foundations	
Module ID	BIS1050
Semester	2
Level	Entry level
Credits	5
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	<ul style="list-style-type: none"> • BIS 1051- Information System - Foundations <ul style="list-style-type: none"> ○ 2 credits, 2 contact hours per week • BIS 1052 – Information Systems Applications Hands –on-Training <ul style="list-style-type: none"> ○ 2 credits, 1 contact hour per week • BIS 1053 Information Systems - E-Learning based Foundations for Applications <ul style="list-style-type: none"> ○ 1 credit, 1 contact hour per week
Prerequisites	None
Assessment Methods	<ul style="list-style-type: none"> • Information Systems – Foundations / Application Hands-On-Training <ul style="list-style-type: none"> ○ Written Exam/ Laboratory exam - 60 minutes • E-Learning based foundations for Application <ul style="list-style-type: none"> ○ UPL Non-graded examination
Requirements for granting credits	Successful participation of various graded test and non-graded course work.
Significance for the Final Grade	The credits earned are relevant for the interim grade issued after the first phase study programme but not for the final bachelor degree grade. The non-graded exam does not count towards the final grade.
Planned Group Size	<ul style="list-style-type: none"> • Information System - Foundations <ul style="list-style-type: none"> ○ Max. 80 students • Information Systems- Application and E-Learning <ul style="list-style-type: none"> ○ Small groups
Language	German
Module Duration	1 semester
Module Coordinator	Prof. Werner Burkard
Lecturer(s)	Professors from the Business Information Department
Programme	Business Information System
Pedagogical Approach	Lectures with lab exercises; E-Learning platform
Applicability in other programmes	Applicable to all other Business degree courses
Objectives	<p><u>Information Systems - Foundations</u></p> <p>The course is an introductory course that provides a general overview on IT in business. Especially introduces basic concepts and keywords of computer science in business. In detail the fundamentals of information and communication technology will be discussed, as well as understanding the hardware and operating systems, discovering how computer networks work and learn</p>

	<p>how to build applications (includes several hands-on trainings) It also covers databases and how to build and manipulate them using SQL, and IT-security.</p> <p>The overall objective of the course is to introduce basic concepts and keywords and to get the students to a general understanding using formalized methods to describe solutions.</p> <p>By the end of the course, students will be expected to be able to:</p> <ul style="list-style-type: none"> • Know the different categories of information systems, their functions and field of application. • Can employ methods for organizational, functional, data and control modelling. • Know the fundamentals of the management of information system projects. • Know selected technical basics of information and communication systems. • Have a basic understanding of safety measures in the operation of information systems. • Can apply spreadsheet to simple business issues. • Can map simple data structures in a database and create evaluations. <p><u>E-Learning based foundations for Application</u></p> <p>The course conveys foundations in applying Microsoft Excel and Microsoft Access. This is a pure virtual course. Presence dates are not intended. The course content is offered by using web-based teaching modules to be worked on autonomously by the students. Electronically means for communication can be used for tutorial support and as well as an opportunity for discussion. The focus in Microsoft Excel is on handling spreadsheets, formulas, cell formats, functions, and diagrams. The focus in Microsoft Access is on data updates, data search, sorting and filtering data, developing and planning databases, document creation, queries, and reports. The aim of the course is to learn the adequate handling of actual MS Office applications and employing them effectively in studies and in their jobs.</p>
Content	<p><u>Information Systems - Foundations</u></p> <ul style="list-style-type: none"> • Information technology in business and society • Introduction to specific terms of information processing with computers • Overview of business information systems • Management and operation of information systems • Modelling of business information systems • Structure, functioning and classification of computers • The process of creating an information system: planning / design / development • An overview of ERP systems: management of company-wide resources and processes • Information systems between companies and suppliers: from EDI to EAI • Selected exercises / discussion of tasks / e-learning modules • Information systems to support management <p><u>E-Learning based foundations for Application</u></p> <p>This is a pure virtual course. Presence dates are not intended. The course content is offered by using web-based teaching modules to be worked on autonomously by the students.</p>

	<p>Electronic means of communication can be used for tutorial support and as well as an opportunity for discussion. The focus in Microsoft Excel is on handling spreadsheets, formulas, cell formats, functions, and diagrams. The focus in Microsoft Access is on data updates, data search, sorting and filtering data, developing and planning databases, document creation, queries, and reports.</p>
Relation to other Modules	None
Workload	<ul style="list-style-type: none"> • 150 hours with a split of 60 hours as contact hours and 90 hours as self-study
Literature	<p>Literaturhinweise (Lehrbücher):</p> <ul style="list-style-type: none"> • Thesmann/Burkard, Wirtschaftsinformatik für Dummies, WILEY-Verlag Weinheim, ISBN 978-3-527-70915-1 (Die Vorlesung fußt auf diesem Buch, ein Kauf wird für die intensive Arbeit empfohlen) <p>Weitere Lehr-/Lernunterlagen zur Vorlesung und zum Officetest:</p> <ul style="list-style-type: none"> • Hansen/Neumann, Wirtschaftsinformatik 1, Lucius & Lucius; Stuttgart, ISBN 978-3-8252-2669-5 • Hansen/Neumann, Arbeitsbuch Wirtschaftsinformatik, Lucius & Lucius; Stuttgart, ISBN 987-3-8252-1281-0 <p>Weitere Lehr-/Lernunterlagen zum Officetest:</p> <ul style="list-style-type: none"> • WBTs auf der E-Learning-Plattform • Ggf. zur Vertiefung <ul style="list-style-type: none"> ○ RRZN (Hrsg.): Excel Grundlagen ○ RRZN (Hrsg.): Excel Fortgeschrittene Techniken ○ RRZN (Hrsg.): Access Grundlagen für Anwender ○ RRZN (Hrsg.): Access Grundlagen für Datenbank-Entwickler <ul style="list-style-type: none"> ○ <i>Latest edition respectively</i>
Others	
Keywords	Business information and E-learning
Last edited	July 2016

Business Law II (Contracts and Torts I)	
Module ID	LAW1170
Semester	2 nd semester
Level	Entry level
Credits	7
SWS/contact hours per week	6
Frequency	Each semester
Associated Courses	<ul style="list-style-type: none"> • LAW 1171 – Contracts and Torts I <ul style="list-style-type: none"> ○ 5 credits, 4 contact hours per week • LAW 1172 - Case Studies II <ul style="list-style-type: none"> ○ 2 credits, 2 contact hours per week
Prerequisites	None
Assessment Methods	<ul style="list-style-type: none"> • Contracts and Torts I <ul style="list-style-type: none"> ○ Written exam - 90 minutes • Case Studies II <ul style="list-style-type: none"> ○ Non-graded exam (written essay)
Requirement for granting of credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned in the written exam are relevant for the interim grade issued after the first phase study programme and 50% for the final grade of the bachelor degree. The non-graded exam does not count towards the final grade.
Planned Group Size	<ul style="list-style-type: none"> • 40 students / summer semester • 30 students / winter semester
Language	German
Module Duration	1 semester
Module Coordinator	Prof. Dr. Simone Harriehausen Prof. Dr. Ralph Schmitt
Lecturer(s)	Professors from the Business Law Department
Programme	Business Law
Pedagogical Approach	<ul style="list-style-type: none"> • Lectures with case studies
Applicability in other programmes	None
Objectives	<p>The Module contributes toward the achievement of the following programme objectives.</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> • Students acquire a profound knowledge of the principles of Business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice. <p><u>Communication skills</u></p> <ul style="list-style-type: none"> • Student can present their ideas and arguments orally and

	<p>in writing in a clear and convincing language.</p> <p><u>Problem solving techniques</u></p> <ul style="list-style-type: none"> • Capable to understand complex legal issues and develop practically acceptable solutions.
Content	<p><u>Contracts and Torts I</u></p> <p>The following topics will be included:</p> <ul style="list-style-type: none"> • Basic principles of contractual obligation • Specific and intermediate obligations • Retention rights • Fulfillment and offsetting • Termination and withdrawal rights • Consumer protection rights of withdrawal • Principles of Tort law • Third party beneficiary contracts • Liquidation of third party losses <p><u>Case Studies II</u></p> <ul style="list-style-type: none"> • Methods for problem-solving and legal knowledge are put into practice in a term paper and case studies, and legal knowledge is deepened and repeated.
Relation to other Modules	Continuation of Business Law I. The basis for all further business law courses.
Workload	<p><u>Overall</u></p> <ul style="list-style-type: none"> • 210 credit hours with a split of 90 hours - attendance and 120 hours - self-study (prior and post preparation). <p><u>Contracts and Torts I</u></p> <ul style="list-style-type: none"> • 150 credit hours with a split of 60 hours - attendance and 90 hours - self-study (prior and post preparation). <p><u>Case Studies II</u></p> <ul style="list-style-type: none"> • 60 credit hours with a split of 30 hours - attendance and 30 hours - self-study (prior and post preparation) including the term paper.
Literature	<ul style="list-style-type: none"> • Brox/Walker, Allgemeines Schuldrecht • Hirsch, Allgemeines Schuldrecht • Medicus/Lorenz, Schuldrecht I Allgemeiner Teil <ul style="list-style-type: none"> ◦ <i>Latest edition respectively</i>
Others	
Keywords	Contracts, contractual obligations, breach and remedies
Last edited	July 2016

Human Rights/European and International Law	
Module ID	LAW1190
Semester	2 nd semester
Level	Entry level
Credits	5
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	<ul style="list-style-type: none"> • LAW 1191 - German and European Human rights <ul style="list-style-type: none"> ○ 2 credits, 2 contact hours per week • LAW 1192 - European and International Law <ul style="list-style-type: none"> ○ 3 credits, 2 contact hours per week
Prerequisites	None
Assessment Methods	<ul style="list-style-type: none"> • German and European Human Rights <ul style="list-style-type: none"> ○ Written essay /Presentation/Oral Exam/PVL/Written exam - 45 minutes • European and International Law <ul style="list-style-type: none"> ○ Written essay/Presentation/oral exam/PVL/written exam - 45 minutes
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned are relevant for the interim grade issued after the first phase study programme and 50% for the final bachelor degree grade.
Planned Group Size	<ul style="list-style-type: none"> • 40 student /summer semester • 30 students /winter semester
Language	German and European Human Rights <ul style="list-style-type: none"> • German European and International Law <ul style="list-style-type: none"> • English
Module Duration	1 semester
Module Coordinator	Prof. Dr. Tobias Brönneke Prof. Dr. Rainer Gildeggen
Lecturer(s)	Professors from the Business Law Department
Programme	Business Law
Pedagogical Approach	<ul style="list-style-type: none"> • Lectures • E-Learning - web-based program
Applicability in other programmes	None
Objectives	The Module contributes toward the achievement of the following programme objectives.

	<p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> Acquire a profound knowledge of the principles of business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice. (German and European Human Rights only) <p><u>Basic understanding of law and society</u></p> <ul style="list-style-type: none"> Understand general issues of law and society and are able to develop a position on issues related to law and society. They are aware of the legal and ethical importance of Human and Fundamental Rights catalogues.
Content	<p><u>German and European Human Rights</u> The following topics will be discussed</p> <ul style="list-style-type: none"> Sources: International, European and German Human Rights Catalogues History, functions, nature, enforcement mechanism and related courts General Principles for the application and interpretation of Human Rights Important individual rights: right to human dignity, right to liberty and security, right to property and labour related constitutional rights <p><u>European and International Law</u></p> <ul style="list-style-type: none"> The overview of the global regulatory framework Basics of the Public international law Basics of the European Union law
Relation to other Modules	None
Workload	<p><u>Overall</u></p> <ul style="list-style-type: none"> 150 credit hours with a split of 60 hours - attendance and 90 hours - self-study (prior and post preparation). <p><u>German and European Human Rights</u></p> <ul style="list-style-type: none"> 60 credit hours with a split of 30 hours - attendance and 30 hours - self-study (prior and post preparation). <p><u>European and International Law</u></p> <ul style="list-style-type: none"> 90 credit hours with a split of 30 hours - attendance and 30 hours - self-study (prior and post preparation).
Literature	<p><u>German and European Human Rights</u></p> <ul style="list-style-type: none"> Grote/Kraus, Fälle zu den Grundrechten Manssen, Staatsrecht II Grundrechte Piroth/Schlink, Grundrechte <p><u>European and International Law</u></p> <ul style="list-style-type: none"> Lecture notes Beck Texte: Europarecht oder ein andere Gesetzessammlung zum Europarecht Beck Texte: Völkerrechtliche Verträge <ul style="list-style-type: none"> <i>Latest edition respectively</i>
Others	The lecture notes for European and international Law are available for download. The credits earned in the English language will be credited toward the existing English 12 credit requirement.

Keywords	Fundamental rights, European Convention on Human Rights, European Charter of Fundamental Rights, European Law, International Law.
Last edited	July 2020

Administrative Law and Compliance	
Module ID	LAW2260
Semester	3 rd semester
Level	Advanced level
Credits	7
SWS/contact hours per week	6
Frequency	Every semester
Associated Courses	<ul style="list-style-type: none"> • LAW 2261 - Administrative Law and Compliance <ul style="list-style-type: none"> ○ 5 credits, 4 contact hours per week • LAW 2252 - Case Studies III <ul style="list-style-type: none"> ○ 2 credits, 2 contact hours per week
Prerequisites	None
Assessment Methods	<u>Administrative Law and Compliance</u> <ul style="list-style-type: none"> ○ Written exam - 90 minutes <u>Public law case studies</u> <ul style="list-style-type: none"> ○ Non-graded examination
Requirements for granting credits	A pass mark on the respective examination
Significance for the Final Grade	The credits earned on the Administrative Law course are relevant for the final grade of the bachelor degree. The non-graded exam (Public Law case studies) does not count for the final grade.
Planned Group Size	35 students
Language	German
Module Duration	1 semester
Module Coordinator	Prof. Dr. Tobias Brönneke
Lecturer(s)	Professors and Lecturers from the Business Law Department
Programme	Business Law
Pedagogical Approach	<ul style="list-style-type: none"> • Seminar lectures • Lectures with case studies
Applicability in other programmes	None
Objectives	<p>The Module contributes toward the achievement of the following programme objectives.</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice. <p><u>Problem solving skills</u></p> <ul style="list-style-type: none"> • Capable to understand complex legal issues and develop practically acceptable solutions.

	<p><u>Conflict resolution skills</u></p> <ul style="list-style-type: none"> Understand and know the various dispute resolution methods.
Content	<p><u>Administrative Law and Compliance</u> The following topics will be addressed:</p> <ul style="list-style-type: none"> State acts illustrated in the areas of data protection law, product safety law and antitrust Typology of sources: laws ordinances, administrative accts, non-state standardization systems, soft laws and corporate codes General principals of administrative law illustrated with examples related to administrative laws regulating business Administrative procedural law <p><u>Public Law case studies</u></p> <ul style="list-style-type: none"> Case studies related to methodology and to deepening the understanding of administrative law Specifics of legal writing in the area of administrative law
Relation to other Modules	The content of the module is based on the modules Human Rights/ European and International Law and Criminal Law and Compliance.
Workload	<p><u>Overall</u></p> <ul style="list-style-type: none"> 210 credit hours with a split of 90 hours - attendance and 120 hours - self-study (prior and post preparation). <p><u>Administrative Law and Compliance</u></p> <ul style="list-style-type: none"> 150 credit hours with a split of 60 hours - attendance and 90 hours - self-study (prior and post preparation). <p><u>Public Law case studies</u></p> <ul style="list-style-type: none"> 60 credit hours with a split of 30 hours - attendance and 30 hours - self-study (prior and post preparation).
Literature	<ul style="list-style-type: none"> Moosmayer, Compliance: Praxisleitfaden für Unternehmen Oberrath, Öffentliches Wirtschaftsrecht Oberrath/Schmidt/Schomerus, Öffentliches Wirtschaftsrecht Peine, Allgemeines Verwaltungsrecht Schmidt, Allgemeines Verwaltungsrecht Schmidt, Besonderes Verwaltungsrecht I und II <ul style="list-style-type: none"> <i>Latest edition respectively</i>
Others	Lectures notes are available to download. In order to register for the bachelor's thesis module (THE4999) in the 7 th semester, a passing mark in this module is required.
Keywords	General and special administrative law, data protection, administrative legal protection, public law, compliances
Last edited	April 2020

Business Law III (Contracts and torts II)	
Module ID	LAW2110
Semester	3 rd semester
Level	Advanced level
Credits	6
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	LAW 2111 - Contracts and Torts II
Prerequisites	None
Assessment Methods	Written exam <ul style="list-style-type: none"> • 90 minutes
Requirements for granting credits	A pass mark on the required exam
Significance for the Final Grade	The credits earned for this course are included in the final grade of the bachelor degree.
Planned Group Size	Max. 35 students
Language	German
Module Duration	1 semester
Module Coordinator	Prof. Dr. Claudius Eisenberg Prof. Dr. Brigitte Thäle
Lecturer(s)	Professors from the Business Law Department
Programme	Business Law
Pedagogical Approach	<ul style="list-style-type: none"> • Seminars • E-Learning platform
Applicability in other programmes	None
Objectives	<p>The Module contributes toward the achievement of the following programme objectives:</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice.
Content	<p>The lecture conveys the basic structures for: reasoning, executions and terminations of special types of debt obligations according to the German civil and commercial law, and the legal practice, as well as the law of torts and product liabilities.</p> <p>The following topics will be included:</p> <ul style="list-style-type: none"> • Sales/ Purchase agreements • Contracts for work • Loan agreements, financial aids, factoring, and leases • Unjust enrichments • Torts / product liabilities
Relation to other Modules	Builds on the Business Law I and II modules. The purpose of

	<p>this lecture is to provide knowledge and understanding of the various types of contracts that occur within business world. It is therefore, the basis for further lectures in law and tax law, and in particular in regards to corporate law, international contract law, European law and contract drafting. In addition, it is the basis for the understanding of economic relationships and the legal implications in business operations.</p>
Workload	<p><u>Overall</u></p> <ul style="list-style-type: none"> • 180 credit hours with a split of 60 hours - attendance and 120 hours - self-study (prior and post preparation).
Literature	<ul style="list-style-type: none"> • Kommentarliteratur • Brox/Henssler, Handelsrecht • Brox/Walker, Besonderes Schuldrecht • Medicus/Lorenz, Schuldrecht II Besonderer Teil • Oechsler, Vertragliche Schuldverhältnisse <ul style="list-style-type: none"> ○ <i>Latest edition respectively</i>
Others	<p>In order to register for the bachelor's thesis module (THE4999) in the 7th semester, a passing mark in this module is required.</p>
Keywords	<p>Specific contracts, unjust enrichment ,torts and product liability</p>
Last edited	<p>June 2020</p>

Business Law IV (Property and Securities)	
Module ID	LAW2120
Semester	3 rd semester
Level	Advanced level
Credits	6
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	LAW 2121 - Property and Securities
Prerequisites	None
Assessment Methods	Written Exam <ul style="list-style-type: none"> • 90 minutes
Requirements for granting credits	A pass mark on the required exam
Significance for the Final Grade	The credits earned for this course are included in the final grade of the bachelor degree.
Planned Group Size	35 Students
Language	German
Module Duration	1 semester
Module Coordinator	Pro. Dr. Ralph Schmitt Prof. Dr. Kerstin Schweizer
Lecturer(s)	Professor from the Business Law Department
Programme	Business Law
Pedagogical Approach	Seminars and lectures
Applicability in other programmes	None
Objectives	The Module contributes toward the achievement of the following programme objectives: <u>Legal knowledge</u> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice.
Content	The following topics will be addressed: <ul style="list-style-type: none"> • Fundamentals of property law (acquired property, property, in particular the forms of acquisition of property) • Real estate securities (overview of the real estate collateral, property securities, property proviso, transfer and assignments by the way of securities, lien) • Principles of loan law • Bail and other personal security (collateral promise (assumption of an obligation), guarantee, letter of comfort)
Relation to other Modules	Builds on Business Law I and II. Loan law and personal security are part of the Special Obligations Law, which is also dealt in the module of Business Law III (3 rd semester). The further contents

	belong predominantly to property law, so that the students acquire the knowledge and understanding of the German civil code at the end of the third semester. There is a link to some business administration courses - accounting, investment and financing I and II (collateral).
Workload	<u>Overall</u> <ul style="list-style-type: none">• 180 credit hours with a split of 60 hours - attendance and 120 hours - self-study (prior and post preparation).
Literature	<ul style="list-style-type: none">• Baur/Stürner, Lehrbuch des Sachenrecht• Brox/Walker, Besonderes Schuldrecht• Prütting, Sachenrecht• Wolf/Wellenhofer, Sachenrecht<ul style="list-style-type: none">◦ <i>Latest edition respectively</i>
Others	In order to register for the bachelor's thesis module (THE 4999) in the 7 th semester, a passing mark in this module is required.
Keywords	Acquired properties (ownership), properties, securities
Last edited	July 2020

Tax Law I	
Module ID	TAX1010
Semester	3 rd semester
Level	Advanced level
Credits	5
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	TAX 1011 – Business Taxation
Prerequisites	None
Assessment Methods	Written Exam <ul style="list-style-type: none"> • 90 minutes
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned for this course counts toward the final grade of the bachelor degree.
Planned Group Size	Max. 80 students
Language	German
Module Duration	1 semester
Module Coordinator	Prof. Markus Mink
Lecturer(s)	Professors and lecturers from the Business Department
Programme	Taxation and Auditing
Pedagogical Approach	Lectures
Applicability in other programmes	It applies to all Business Administration program
Objectives	<ul style="list-style-type: none"> • Students understand the different functions of tax law, finance and economic theory of taxation. • Using texts of law, the students determine taxable facts and their tax base in different tax types. • They realize the effects of the system of value added tax (value added tax as item in transit or as cost component). • They can determine the burden from taxes on income (including tax base) for individuals (including cases on income tax assessment) and companies (especially partnerships and corporations) and entrepreneurs (partners). • They become aware of tax effects on decisions in business <p>The Module contributes toward the achievement of the following programme objectives:</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice. <p><u>Economic and management knowledge</u></p> <ul style="list-style-type: none"> • Students have a basic understanding of economics, man-

	<p>agement, quantitative methods, and IT. They understand the interdependence of business and law.</p> <ul style="list-style-type: none"> • ADD
Content	<p>The course introduces the fundamentals of the general taxation system for enterprise according to the German Tax laws.</p> <ul style="list-style-type: none"> • Fundamentals of taxation • Value added tax (liability to pay taxes, European single market, reporting of value added tax, deductible prior tax, value added tax as costs, options, declaration duties) • Income tax (liability to pay taxes, sources of taxable income, determination of taxable income, wages tax, capital gains tax, determination of income tax burdens, tax assessment) • Trade tax (liability to pay taxes, determination) and trade tax imputation and its economic effects • Corporate income tax (liability to pay taxes, tax base, etc.) • Determination of the total burden from taxes on income with different case studies and exercises • Comparison of legal forms (partnerships and corporations)
Relation to other Modules	<ul style="list-style-type: none"> • Good knowledge of accounting from RW I (bookkeeping) is expected and is used for the determination of taxable income. • Connected to theory of public finance/ government budget (economics). • The choice of legal form (BWL I) is analyzed in detail under tax aspects and the resulting tax burdens are compared. • Connected to the preparation of a balance sheet (BWL II); contents are mainly different. Differences exist between the determination of income in terms of tax law and in terms of commercial law. • The difference in taxation of the legal form has great impact on financing companies (BWL II).
Workload	<p><u>Overall</u></p> <ul style="list-style-type: none"> • 150 credit hours with a split of 50 hours - attendance and 190 hours - self-study (prior and post preparation).
Literature	<ul style="list-style-type: none"> • Stobbe, Steuern Kompakt, Sternenfels • Grefe, Unternehmenssteuern, Ludwigshafen <p>Zwingend erforderlich</p> <ul style="list-style-type: none"> • Wichtige Steuergesetze (NWB oder (NWB oder vergleichbar Gesetzessammlung) <ul style="list-style-type: none"> ○ <i>Latest edition respectively</i>
Others	<p>In order to register for the bachelor's thesis module (THE4999) in the 7th semester, a passing mark in this module is required.</p>
Keywords	<p>Income tax, trade tax, corporate tax and turnover tax</p>
Last edited	<p>February 2017</p>

Methodology I	
Module ID	LAW2070
Semester	3 rd Semester
Level	Advanced level
Credits	6
SWS/contact hours per week	5
Frequency	Each semester
Associated Courses	<ul style="list-style-type: none"> • LAW 2071 – Family, Inheritance and Commercial law <ul style="list-style-type: none"> ○ 2 credits, 2 contact hours per week • LAW 2072 – Civil law case studies <ul style="list-style-type: none"> ○ 2 credits, 2 contact hours per week • SIC 1104 - Intercultural Competencies <ul style="list-style-type: none"> ○ 2 credits, 1 contact hour per week
Prerequisites	None
Assessment Methods	<p>Family, Inheritance and Commercial law, and Civil law case studies</p> <ul style="list-style-type: none"> • Non-grade examination (semester break assignment) <p>Intercultural Competencies</p> <ul style="list-style-type: none"> • Examination based on an essay or presentation
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The non-graded Civil Law case studies course is not relevant for the final grade. The credits earned for Family, Inheritance and Commercial Law and Intercultural Competencies are included in the final grade of the bachelor degree.
Planned Group Size	Max. 40 students for the summer semester Max. 30 students for winter semester
Language	<p>Family, inheritance and commercial law, and Civil Law Case studies</p> <ul style="list-style-type: none"> • Deutsch <p>Intercultural Competencies</p> <ul style="list-style-type: none"> • English
Module Duration	1 semester
Module Coordinator	<p>Family, inheritance and commercial law, and Civil Law Case studies</p> <ul style="list-style-type: none"> • Prof. Dr. Simone Harriehausen • Prof. Dr. Anusch Tavakoli <p>Intercultural Competencies</p> <ul style="list-style-type: none"> • Gabriele Bender
Lecturer(s)	<p>Family, inheritance and commercial law, and Civil Law Case studies</p> <ul style="list-style-type: none"> • Professors and lecturers from the Business Law Department <p>Intercultural Competencies</p> <ul style="list-style-type: none"> • Lecturers from the Institute of foreign language

Programme	Business Law and overlapping subject areas
Pedagogical Approach	<ul style="list-style-type: none"> • Seminars • Lectures
Applicability in other programmes	Intercultural Competencies is offered in other modules from the Business and Law School
Objectives	<p>The Module contributes toward the achievement of the following programme objectives:</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of Business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice. <p><u>Communication skills</u></p> <ul style="list-style-type: none"> • Student can present their ideas and arguments in clear and convincing language orally and in writing. <p><u>Problem solving skills</u></p> <ul style="list-style-type: none"> • Students are capable to understand complex legal issues and develop practically acceptable solutions.
Content	<p><u>Family, Inheritance and Commercial Law</u> The following topic will be addressed:</p> <ul style="list-style-type: none"> • Principles of inheritance law • Liabilities of heirs • Inheritance and succession rights <p><u>Civil Law case studies</u></p> <ul style="list-style-type: none"> • Case studies, solution methodologies and expertise will be placed into practiced. • <p><u>Intercultural competencies</u></p> <ul style="list-style-type: none"> • Framework: since the groups are mixed (foreign and German students), the lectures are done preferably in English or other languages to improve the communication skills. • Topics included: Awareness of the cultural differences in standard situations such as greetings, appointments, opening statements, strategies discussion among others. Understanding the different communication techniques applied in the various situations of the business world, e.g. Negotiations, meetings etc.
Relation to other Modules	<p><u>Family, Inheritance and Commercial Law, and Civil law case studies</u></p> <ul style="list-style-type: none"> • Builds on Business Law II <p><u>Intercultural Competencies</u></p> <ul style="list-style-type: none"> • Guidance for employment abroad in international teams and for internships abroad.
Workload	<p><u>Overall</u></p> <ul style="list-style-type: none"> • 180 credit hours with a split of 75 hours - attendance and 105 hours - self-study (prior and post preparation).

	<p><u>Family, inheritance and Commercial Law</u></p> <ul style="list-style-type: none"> • 60 credit hours with split of 30 hours - attendance and 90 hours - self-study (prior and post preparation). <p><u>Civil Law Case Studies</u></p> <ul style="list-style-type: none"> • 60 credit hours with a split of 30 hours - attendance and 30 hours - self-study (prior and post preparation) including the completion of the term paper. <p><u>Intercultural Competencies</u></p> <ul style="list-style-type: none"> • 60 credit hours with a split of 15 hours - attendance and 45 hours - self-study (prior and post preparation)
Literature	<p><u>Family, inheritance and Commercial Law</u></p> <ul style="list-style-type: none"> • Schwab, Familienrecht • Lange/Tische, Familien- und Erbrecht • Brox/Walker, Erbrecht • Frank/Helms, Erbrecht • Wörlen/Leinhas, Erbrecht • Schlüter, Erbrecht, Prüfe Dein Wissen • Brox/Henssler, Handelsrecht • Bülow/Artz, Handelsrecht • Klunzinger, Grundzüge des Handelsrechts • Wörlen/Kokemoor, Handelsrecht <p><u>Civil Law Case Studies</u></p> <ul style="list-style-type: none"> • Abhängig vom Thema der Fallstudie <p><u>Intercultural Competencies</u></p> <ul style="list-style-type: none"> • Heringer, H.-J., Interkulturelle Kommunikation; Stuttgart • Tomas, A. u.a., Handbuch Interkulturelle Kommunikation und Kooperation, Göttingen • Baumer, T., Handbuch Interkulturelle Kompetenz, Zürich <ul style="list-style-type: none"> ○ <i>Latest edition respectively</i>
Others	In order to register for the bachelor's thesis module (THE 4999) in the 7 th semester, a passing mark in this module is required.
Keywords	Testament, last will, international teams, civil law, family law, commercial law, inheritance law
Last edited	July 2020

Financial Management	
Module ID	GMT2110
Semester	4
Level	Advanced level
Credits	7
SWS/contact hours per week	6
Frequency	Each semester
Associated Courses	GMT2111 - Financial Accounting, Investments and Finance I <ul style="list-style-type: none"> • 3 credits, 4 contact hours per week GMT2112 – Financial Accounting, Investment and Finance II <ul style="list-style-type: none"> • 4 credits, 2 contact hours per week
Prerequisites	None
Assessment Methods	Written exam <ul style="list-style-type: none"> • 90 minutes
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned for this course count towards the final grade of the bachelor degree.
Planned Group Size	Max. 80 students
Language	German and English (optional)
Module Duration	1 Semester
Module Coordinator	Prof. Dr. Urban Bacher
Lecturer(s)	Professors from the Business Department
Programme	Business Administration
Pedagogical Approach	Lectures and case studies
Applicability in other programmes	It is part of all Business and the Business law programmes.
Objectives	The students <ul style="list-style-type: none"> • will know the legal and economic foundations for the preparation of the annual HGB and international financial statements and • should be able to evaluate the informative value of the financial statements. • should be able to analyze all parts of an annual financial statement and to evaluate and suggest balance sheet policy measures. • will know the essential criteria for assessing the advantageousness of operating investments and will be able to apply, evaluate and compare methods of investment analysis. • will know the essential entity's sources of funding. They should be able to evaluate the various sources with regard to their prerequisites and advantageousness as well as to qualitatively and quantitatively compare the impacts they have on company results.

	<ul style="list-style-type: none"> • will know the essential credit security instruments and will be able to calculate the capital requirements and the capital servicing capacity of a company.
Content	<ul style="list-style-type: none"> • Fundamentals of the annual financial statements • Balance sheet, income statement, notes and management report • Balance sheet analysis and accounting policy • Corporate investment management • Financial planning and capital structure design • External and internal financing • Loan security, ability to meet debt services • Fundamentals of international accounting (IAS – International Accounting Standards and IFRS - International Financial Reporting Standard)
Relation to other Modules	Builds on the Business Programme– This module is part of the first phase of the programme.
Workload	<ul style="list-style-type: none"> • 280 credit hours with a split of 90 hours - attendance and 120 hours - self-study (prior and post preparation)
Literature	<ul style="list-style-type: none"> • Bacher, U., <i>BWL kompakt – Kompendium der Bilanzierung und Finanzierung</i>, DG-Verlag • Coenenberg, A., <i>Jahresabschluss und Jahresabschlussanalyse</i>, Verlag Moderne Industrie • Däumler, K.-D., <i>Betriebliche Finanzwirtschaft</i>, Verlag NWB • Hillier, D. et al., <i>Corporate Finance</i>, McGraw-Hill • Hillier u. a., <i>Corporate Finance</i>, McGrawill/Irwin • Meyer, C., <i>Bilanzierung nach Handels- und Steuerrecht</i>, Verlag NWB • Nothhelfer, R. u. a., <i>Übunbsbuch zur Finanzwirtschaft</i>, Oldenbourg • Olfert/Reichel, <i>Finanzierung</i>, Friedrich Kiehl Verlag • Perridon, L./Steiner, M., <i>Finanzwirtschaft der Unternehmung</i>, Verlag Vahlen • Schildbach/Stobbe/Brösel, <i>Der handelsrechtliche Jahresabschluss</i>, Sternfels Verlag Wissenschaft und Praxis • Zantow, R., <i>Finanzierung</i>, Pearson <ul style="list-style-type: none"> ○ <i>Latest edition respectively</i>
Others	<p>In order to register for the bachelor's thesis module in the 7th semester, a passing mark in this module is required.</p> <p>This Module is offered in English as part of the International Study Program. The credits earned in English will be credited toward the existing English 12 credit requirement.</p>
Keywords	Balance Statement, financial management, financing, corporate investment
Last edited	February 2017

Company Law	
Module ID	LAW2200
Semester	4 th semester
Level	Advanced level
Credits	6
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	LAW 2142 – Company Law
Prerequisites	None
Assessment Methods	Written Exam <ul style="list-style-type: none"> ○ 90 minutes
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned on this course will be included in the final grade of the bachelor degree.
Planned Group Size	35 students
Language	German
Module Duration	1 semester
Module Coordinator	Prof. Dr. Kerstin Schweizer Prof. Dr. Anusch Tavakoli
Lecturer(s)	Professors from the Business Law Department
Programme	Business Law
Pedagogical Approach	<ul style="list-style-type: none"> • Seminars and lectures
Applicability in other programmes	None
Objectives	<p>The Module contributes toward the achievement of the following programme objectives:</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice.
Content	<p>The following topics will be addressed:</p> <ul style="list-style-type: none"> • Principles of company law • Principles of company civil law and commercial company law • Companies limited liability • The different types of business organizations: GmbH & Co. KG, EEIG, Partnership Company, cooperative) • Principles of Group Law
Relation to other Modules	Builds on the Modules from Business law I –IV. There is a link to Tax law and European law.
Workload	<ul style="list-style-type: none"> • 180 credit hours with a split of 60 hours - attendance and 120 hours - self-study (prior and post preparation)

Literature	<ul style="list-style-type: none">• Brox/Henssler, Handelsrecht• Grunewald, Gesellschaftsrecht• Jung, Handelsrecht• Klunzinger, Grundzüge des Handelsrechts• Klunzinger, Grundzüge des Gesellschaftsrechts<ul style="list-style-type: none">○ <i>Latest edition respectively</i>
Others	In order to register for the bachelor's thesis module (THE4999), in the 7 th semester, a passing mark in this module is required.
Keywords	Commercial law, company law, types of companies
Last edited	July 2020

Employment Law	
Module ID	LAW2150
Semester	4 th semester
Level	Advanced level
Credits	6
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	LAW 2151 - Employment Law
Prerequisites	None
Assessment Methods	PVL/ written exam <ul style="list-style-type: none"> • 90 minutes
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned on this course will be included in the final grade of the bachelor degree.
Planned Group Size	35 students
Language	German
Module Duration	1 semester
Module Coordinator	Prof. Dr. Barbara Lorinser
Lecturer(s)	Professors from the Business Law Department
Programme	Business Law
Pedagogical Approach	Seminars
Applicability in other programmes	None
Objectives	<p>The Module contributes toward the achievement of the following programme objectives:</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice.
Content	<ul style="list-style-type: none"> • Principles of employment law • Legal aspects of recruitment • Contract drafting • Redundancy legal terms • Principles of conflict resolution
Relation to other Modules	Business Law III, Corporate Law and Criminal Law; Internship
Workload	<ul style="list-style-type: none"> • 180 credit hours with a split of 60 hours - attendance and 120 hours - self-study (prior and post preparation)
Literature	<ul style="list-style-type: none"> • Erfurter Kommentar • Küttner, Personalbuch • Schaub, Arbeitsrechtshandbuch <ul style="list-style-type: none"> ○ <i>Latest edition respectively</i>

Others	In order to register for the bachelor's thesis module (THE 4999) in the 7 th semester, a passing mark in this module is required.
Keywords	Employment contract, recruitment of personnel, staff release
Last edited	June 2020

Intellectual Property Rights	
Module ID	LAW 2160
Semester	4 th semester
Level	Advanced level
Credits	6
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	LAW 2161 - Intellectual Property Right
Prerequisites	None
Assessment Methods	Written exam <ul style="list-style-type: none"> • 90 minutes
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned on this course will be included in the final grade of the bachelor degree.
Planned Group Size	35 students
Language	German
Module Duration	1 semester
Module Coordinator	Prof. Dr. Andreas Wechsler
Lecturer(s)	Professors from Business Law Department
Programme	Business Law
Pedagogical Approach	Seminars
Applicability in other programmes	None
Objectives	<p>The Module contributes toward the achievement of the following programme objectives:</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice.
Content	<p>The following topics will be addressed:</p> <ul style="list-style-type: none"> • Overview of the different intellectual property rights • Principles of patent law • Principles of utility patents • Principles of trademark law • Principles of copyright law • Competition law and its proceedings • Licensing and IP contracts • Basics of internet law, domain rights and e-commerce rights
Relation to other Modules	Methodology II and in particular to Civil Law Seminar
Workload	<ul style="list-style-type: none"> • 180 credit hours with a split of 60 hours - attendance and 120 hours - self-study (prior and post preparation)

Literature	<ul style="list-style-type: none">• Eisenmann/Jautz, Grundriss Gewerblicher Rechtsschutz und Urheberrecht• Ensthaler, Gewerblicher Rechtsschutz und Urheberrecht• Hubmann/Götting, Gewerblicher Rechtsschutz- Nordemann, Wettbewerbs- und Markenrecht, Studienbuch• Pastor/Ahrens, Der Wettbewerbsprozess<ul style="list-style-type: none">○ <i>Latest edition respectively</i>
Others	In order to register for the bachelor's thesis module (THE 4999) in the 7 th semester, a passing mark in this module is required.
Keywords	Proprietary rights, intellectual property right, copyrights, competition and trademark law
Last edited	June 2020

Methodology II	
Module ID	LAW 2190
Semester	4 th semester
Level	Advanced level
Credits	5
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	<ul style="list-style-type: none"> • Law 2191 – Civil Law Seminar <ul style="list-style-type: none"> ○ 2 contact hours per week • LAW 2192 – Public Law Seminar <ul style="list-style-type: none"> ○ 2 contact hours per week
Prerequisites	None
Assessment Methods	<ul style="list-style-type: none"> • an essay, • a presentation or • an oral exam
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned on this course count towards the final grade of the bachelor degree.
Planned Group Size	35 students
Language	German
Module Duration	1 semester
Module Coordinator	Prof. Dr. Claudies Eisenberg Prof. Dr. Tobias Brönneke
Lecturer(s)	Professors and lecturers from the Business Law Department
Programme	Business Law
Pedagogical Approachh	<ul style="list-style-type: none"> • Seminars • Lecture with project work
Applicability in other programmes	None
Objectives	<p>The Module contributes toward the achievement of the following programme objectives:</p> <p><u>Communication skills</u> Present and express their ideas and arguments orally and in writing, in a clear and convincing language.</p> <p><u>Problem solving skills</u> Students are capable to understand complex legal issues and develop practically acceptable solutions.</p>
Content	This course deepens the knowledge and understanding of civil law and public law through samples of complex business law problems and problem solving methods. Current issues with unanswered questions and which are still open in terms of court rulings and jurisprudence will be selected and discussed.
Relation to other Modules	The seminars are of particular importance and decisively for the

	internship semester, electives and the thesis.
Workload	<ul style="list-style-type: none">• 150 credit hours with a split of 60 hours - attendance and 90 hours - self-study (prior and post preparation) including the term paper.
Literature	<p>It differs according to the selected topic.</p> <p>In addition to the available databases (namely Beck-Online, juris and WiSO), the decisive legal tool for the respective sources will be Karlsruhe Legal Bibliography (KJB).</p>
Others	In order to register for the bachelor's thesis module (THE 4999) in the 7 th semester, a passing mark in this module is required.
Keywords	Civil law, administrative law, legal research and writing
Last edited	July 2020

Internship Semester	
Module ID	INS 3020
Semester	5 th semester
Level	Advanced level
Credits	28
SWS/contact hours per week	2
Frequency	Each semester
Associated Courses	<ul style="list-style-type: none"> • INS 3021 – Internship <ul style="list-style-type: none"> ◦ 26 credits • INS 3012 – Internship Seminar <ul style="list-style-type: none"> ◦ 2 credits, 2 contact hours per week
Prerequisites	Completion of the first phase of the study programme
Assessment Methods	<u>Internship Seminar</u> <ul style="list-style-type: none"> • Non graded examination (Pass/Fail)
Requirements for granting credits	<u>Internship</u> <ul style="list-style-type: none"> • Proof of the 100 working day from behalf of the employer and a written Internship report <u>Internship Seminar</u> <ul style="list-style-type: none"> • Attendance
Significance for the Final Grade	Not applicable, since it is a non-graded examination.
Planned Group Size	Internship Seminar <ul style="list-style-type: none"> • 35 students
Language	German
Module Duration	1 semester
Module Coordinator	Internship Coordinator
Lecturer(s)	Professors from the Business Law Department
Programme	Business Law
Pedagogical Approach	<ul style="list-style-type: none"> • Internship • Seminar
Applicability in other programmes	Depend on the study programme
Objectives	The Module contributes toward the achievement of the following programme objectives: <u>Communication skills</u> Student can present their ideas and arguments in clear and convincing language orally and in writing.
Content	The Internship must be completed in a field related to the degree programme. It is possible to do an internship abroad.
Relation to other Modules	None

Workload	<p><u>Overall</u></p> <ul style="list-style-type: none"> 840 credit hours with a split of 75 hours - attendance and 105 hours - self-study (prior and post preparation). <p><u>Internship</u></p> <ul style="list-style-type: none"> <u>100 working days</u> – equivalent to 26 credits <p><u>Internship Seminar</u></p> <ul style="list-style-type: none"> 60 credit hours with a split of 30 hours - attendance and 30 hours - self-study (prior and post preparation) including the completion of the presentation.
Literature	None
Others	Students will be registered automatically for the internship at the beginning of the 4 th semester. If the first phase of the degree programme is not completed by the end of the second semester, the internship will be postponed automatically. Students may apply for postponement with sound reasons.
Keywords	Practical experience, internship report, 100 working days, Internship seminar
Last edited	February 2017

Business Management	
Module ID	GMT 3100
Semester	5 th and 6 th semester
Level	Advanced level
Credits	5
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	<p>GMT3025 – Management Simulation</p> <ul style="list-style-type: none"> • 2 credits in 5th semester <p>GMT3013 - Strategic Management</p> <ul style="list-style-type: none"> • 3 credits in 6th semester
Prerequisites	Completion of the first phase of study programme
Assessment Methods	<p><u>Management Simulation</u></p> <ul style="list-style-type: none"> • Non graded examination <p><u>Strategic Management</u></p> <ul style="list-style-type: none"> • Written exam - 60 minutes
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned on this course count towards the final grade of the bachelor degree.
Planned Group Size	<p><u>Management Simulation</u></p> <ul style="list-style-type: none"> • 25 students <p><u>Strategic Management</u></p> <ul style="list-style-type: none"> • 80 students
Language	German and English (optional)
Module Duration	2 Semester
Module Coordinator	Prof. Dr. Stefan Foschiani Prof. Michael Terporten Prof. Eckart Liesegang
Lecturer(s)	Professors from the Business Department (ABWL)
Programme	Business Administration
Pedagogical Approach	<p>Management Simulation</p> <ul style="list-style-type: none"> • Business simulation game <p>Strategic Management</p> <ul style="list-style-type: none"> • Lectures with case studies
Applicability in other programmes	The course is offered in all Business programme and Business Law programme.
Objectives	<p>The students</p> <ul style="list-style-type: none"> • will understand the process for the development of appropriate corporate goals and the process of managing their implementation in practice (management process). • will understand the company as a customer-focused value-added process.

	<ul style="list-style-type: none"> • will know methods of analysis and improvement of the entire value-added process. • will know several management principles, techniques and models and will be able to evaluate and apply their advantages and disadvantages as well as their effects on leadership and company results. • will possess a holistic view on a market-managed company and will be able to assess impacts of business decisions on company results. • will know basic strategies for increasing the company value and will be able to transfer them to the corporate functions. • should possess competencies for goal-oriented leadership of a company (particularly business planning processes). • should possess skills for dealing with team conflicts and complex decision-making situations that had to be taken under high pressure and uncertain future expectations
<p>Content</p>	<p>The module “Corporate Management” looks at the strategic problems to which the company is exposed. Furthermore, the module looks at the current explanatory principles and instruments that lead to a solution. The main topics are: introduction to the strategic management, strategic options, the company audit, the analysis of the performance chain, benchmarking, the analysis of the industry, competition analysis, assessment of the strategic position, the forecast of the future, corporate culture and mission statement.</p>
<p>Relation to other Modules</p>	<p>Builds on the previous Business modules.</p>
<p>Workload</p>	<p>In addition to the 60 credit hours of attendance, students are expected to spend 90 credits hours for self-study.</p>
<p>Literature</p>	<p><u>Management Simulation</u></p> <ul style="list-style-type: none"> • Specific Manual/ Handbook <p><u>Strategic Management</u></p> <ul style="list-style-type: none"> • Barney / Hesterly (2012): Strategic Management and Competitive Advantage, Pearson • Bea, F.X./Haas, J.: Strategisches Management, Verlag Lucius & Lucius • Grant, R. M., “Contemporary Strategy Analysis”, Blackwell Publishing • Johnson, G./ Whittington, R./Scholes, K./ Angwin, D./ Reger, P. (2013): Exploring Corporate Strategy, Pearson • Johnson, G. und Scholes, K. and Whittington, R., Exploring Corporate Strategy 8th Edition, Prentice Hall • Korndörfer, W.: Unternehmensführungslehre, Gabler • Kotler / Berger / Bickhoff (2010): The Quintessence of Strategic Management, Berlin / Heidelberg • Mintzberg, H./Lampel, J./Quinn, J./Ghoshal, S.:The Strategy Process, Prentice Hall • Steinmann, H./Schreyögg, G.:Management, Schäffer-Poeschel • Welge, M. und Al-Laham, A.: Strategisches Management: Grundlagen, Prozess, Implementierung, Gabler – Verlag <ul style="list-style-type: none"> ○ <i>Latest edition respectively</i>

Others	<p>Management Simulation takes place within the framework of the internship semester as a blocked event during the non-lecture period. It takes place in small groups, so the number of participants is restricted. A pre-registration is required.</p> <p>Strategic Management can also be completed as part of an abroad semester within the equivalent credits framework.</p> <p>The module is also offered in English as part of the International Study Program. In the Management Simulation course, enrollment restrictions apply. The credits earned in English will be credited towards the existing English 12 credit requirement.</p>
Keywords	Business management
Last edited	5. January 2017

International Commercial Transactions (Law)	
Module ID	LAW 3110
Semester	6 th semester
Level	Advanced level
Credits	6
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	LAW 3111 -- International Commercial Transactions
Prerequisites	Completion of the first phase of study programme
Assessment Methods	Examination based on a written exam or essay <ul style="list-style-type: none"> • 90 minutes
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned in this course are included in the final grade of the bachelor degree.
Planned Group Size	35 students
Language	German
Module Duration	1 Semester
Module Coordinator	Prof. Dr. Rainer Gildeggen Prof. Dr. Andreas Willburger
Lecturer(s)	Professors from Business Law Department
Programme	Business Law
Pedagogical Approach	Seminars
Applicability in other programmes	None
Objectives	The Module contributes toward the achievement of the following programme objectives: <u>Legal knowledge</u> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice.
Content	The following topics will be discussed: <ul style="list-style-type: none"> • Uniform law and conflicts of laws rules in general • Conflicts of laws rules related to contracts and property law • The UN Convention on Contracts for the International Sale of Goods (CISG) • INCOTERMS • International product liability • Documents in international commercial transactions • Agency and distributorship agreements • Intellectual property rights and related licensing agreements • Dispute settlement in international commercial transactions
Relation to other Modules	Business Law I – IV, Intellectual Property Law und European Law

Workload	<ul style="list-style-type: none">• 180 credit hours with a split of 60 hours - attendance and 120 hours - self-study (prior and post preparation).
Literature	<ul style="list-style-type: none">• R.Gildeggen/ A.Willburger Internationale Handelsgeschäfte,• Vv. Houte, The Law of International Trade• Schaffer, Earle, Augusti, International Business Law and it Environment<ul style="list-style-type: none">◦ <i>Latest edition respectively</i>
Others	An extended collection of relevant international treaties and legal texts as well as a collection of exercises are available for the students to download.
Keywords	International business law, business transactions, conflicts of laws, trade law
Last edited	June 2020

Enforcement	
Module ID	LAW 3320
Semester	6 th semester
Level	Advanced level
Credits	5
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	<ul style="list-style-type: none"> • LAW 3321 – Mediation and Negotiation <ul style="list-style-type: none"> ○ 2 credits, 2 contact hours per week • LAW 3122 - Civil procedure and Enforcement of Judgements <ul style="list-style-type: none"> ○ 3 credits, 2 contact hours per week
Prerequisites	Completion of the first phase of the study programme
Assessment Methods	<u>Mediation and Negotiation</u> <ul style="list-style-type: none"> • Non-graded examination <u>Civil procedure (civil suit) and enforcement of judgements (law enforcement)</u> <ul style="list-style-type: none"> • Examination based on written exam - 60 minutes
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned in this course will be included in the final grade of the bachelor degree. The non-graded exam (Mediation and Negotiation) is not included in the final grade of the bachelor degree.
Planned Group Size	35 students
Language	German
Module Duration	1 semester
Module Coordinator	Prof. Dr. Ulrich Jautz Prof. Dr. Simone Harriehausen
Lecturer(s)	Professors and lecturers from the Business Law Department
Programme	Business Law
Pedagogical Approach	<ul style="list-style-type: none"> • Lectures • Seminars
Applicability in other programmes	None
Objectives	<p>The Module contributes toward the achievement of the following programme objectives</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice. <p><u>Problem solving skills</u></p> <ul style="list-style-type: none"> • Students are capable to understand complex legal issues

	<p>and develop practically acceptable solution</p> <p><u>Communication skills</u></p> <ul style="list-style-type: none"> • Present and express their ideas and arguments orally and in writing using a clear and convincing language.
Content	<p><u>Mediation and Negotiations</u></p> <p>The following topics will be included:</p> <ul style="list-style-type: none"> • Principles of the different conflict resolution mechanisms (delegation, representation, consensus) • Similarities and differences of the methods • Basics of negotiations (phase concept, strategies, special features of legal negotiations, ADR- Recommendations on the transportation of dangerous goods) • Mediation: European legal background and its implementation and implications in practice <p><u>Civil Procedure and Enforcement of judgements</u></p> <p>The following topics will be included:</p> <ul style="list-style-type: none"> • Functions of Civil Procedure • Jurisdiction • Other requirements for legal proceedings • Regular Court proceedings and special procedures (preliminary injunction and others) • Fees and expenses • Enforcement of judgements • Impact of European Regulations and Directives
Relation to other Modules	Business Law I - IV Law Enforcement, Company Law, Employment Law and Intellectual Property rights
Workload	<p><u>Overall</u></p> <ul style="list-style-type: none"> • 150 credit hours with a split of 60 hours - attendance and 90 hours - self-study (prior and post preparation). <p><u>Mediation and Negotiations</u></p> <ul style="list-style-type: none"> • 60 credit hours with a split of 30 hours - attendance and 30 hours - self-study (prior and post preparation). <p><u>Civil Procedure Law and Enforcement of Judgements</u></p> <ul style="list-style-type: none"> • 90 credit hours with a split of 30 hours - attendance and 30 hours - self-study (prior and post preparation).
Literature	<p><u>Mediation and NEgotiations</u></p> <ul style="list-style-type: none"> • Fisher/Ury/Patton, Das Harvard Konzept • Katja Ihde, Mediation, 2012 • Kunkel, Agnes/Bräutigam, Peter/Hatzelmann, Elmar, Verhandeln nach Drehbuch, Aus Hollywood-Filmen für eigene Verhandlungen lernen, Heidelberg 2006 • Ulrike Eidel, Barbara Tybusseck (Hrsg.), Konflikte lösen - Verhandeln unter Stress, Tools für Führungskräfte und Teams, Freiburg/München/Stuttgart 2019. <p><u>Civil Procedure and Enforcement of Judgements</u></p> <ul style="list-style-type: none"> • Brox/Walker, Zwangsvollstreckungsrecht • Förschler, Der Zivilprozess • Grunsky/Jacoby, Zivilprozessrecht • Musielak/Voit, Grundkurs ZPO

	○ <i>Latest edition respectively</i>
Others	
Keywords	Procedural Law, foreclosure, methods of extrajudicial settlement of disputes, enforcement
Last edited	April 2020

<u>Tax Law II</u>	
Module ID	TAX3030
Semester	6 th semester
Level	Advanced level
Credits	5
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	TAX 3031 – VAT, Excise Taxes and Fiscal Procedures
Prerequisites	Completion of the first phase of the study programme
Assessment Methods	Written exam <ul style="list-style-type: none"> • 90 minutes
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned of this course count towards final grade of the bachelor degree.
Planned Group Size	35 students
Language	German
Module Duration	1 semester
Module Coordinator	Prof. Dr. Helmut Neeb
Lecturer(s)	Professors from the Business Department
Programme	None
Pedagogical Approach	<ul style="list-style-type: none"> • Lectures • Seminars
Applicability in other programmes	
Objectives	<p>The Module contributes toward the achievement of the following programme objectives:</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice. <p><u>Economic and management knowledge</u></p> <ul style="list-style-type: none"> • Acquire a basic understanding of economics, management, quantitative methods, and IT. They understand the interdependence of business and law
Content	<p>Transaction Tax (VAT)</p> <p><u>Property transaction/ acquisition tax</u></p> <ul style="list-style-type: none"> • Real estate transactions taxation according to the “German Land Acquisition Tax Law and its relation to value added tax. <p><u>Value- Added Tax Ordinance</u></p> <ul style="list-style-type: none"> • Taxation of purely domestic supplies and other services in accordance with the Value Added Tax Act.

	<ul style="list-style-type: none"> • It covers the deduction of input tax, exclusion of itself and the acquisition of input tax deduction by waiving tax exemptions. Foreign-related services taxation (third countries and EU state members). <p><u>Inheritance tax and gift tax or duty</u></p> <ul style="list-style-type: none"> • Property acquirement taxation due to death (inheritance tax) and free acquisitions from living person, in particular the anticipated succession (gift tax). • Valuation Tax Act – the valuation of assets according to the valuation law. <p><u>General tax Code</u></p> <ul style="list-style-type: none"> • General substantive tax law of the Tax code. • Provisions of the procedure tax law to fulfill the cooperate obligations, to issue tax administration files, to control or supervise administrative measures and to correct tax assessments. • Consequences of violating tax obligations (criminal tax law)
Relation to other Modules	Corporate Tax, corporate organizational tax, administrative law and private business law
Workload	<ul style="list-style-type: none"> • 150 credit hours with a split of 60 hours - attendance and 90hours - self-study (prior and post preparation).
Literature	<ul style="list-style-type: none"> • Richtlinien bzw. Erlasse zur <ul style="list-style-type: none"> ○ USt ○ ErbSt ○ AO • Lippross, Umsatzsteuer (LB), Erich Fleischer • Meincke, Erbschaftsteuer (Kommentar), C.H. Beck • Ax/Große/Melchior, AO und FGO (LB), Schäffer Poeschel • Tipke/Kruse, Abgabenordnung (Kommentar), Dr. Otto Schmidt <ul style="list-style-type: none"> ○ <i>Latest edition respectively</i>
Others	
Keywords	Real estate transfer tax, sales tax, inheritance and gift tax, tax code, tax procedural law
Last edited	February 2017

Specializations - Electives I	
Module ID	LAW3400
Semester	6 th semester
Level	Advanced level
Credits	6
SWS/contact hours per week	4 or 5
Frequency	Each semester
Associated Courses	<p>The students have the following options for electives:</p> <p>LAW 3401 - Legal aspects in companies</p> <ul style="list-style-type: none"> • 6 credits, 4 contact hours per week <p>LAW 3403 - Business Law issues</p> <ul style="list-style-type: none"> • 6 credits, 4 contact hours per week <p>TAX 4022 – Tax planning in companies</p> <ul style="list-style-type: none"> • 6 credits, 4 contact hours per week <p>GMT 3401 – Management of the Industrial Enterprise</p> <ul style="list-style-type: none"> • 6 credits, 5 contact hours per week <p>GMT 3402 – Bank Management</p> <ul style="list-style-type: none"> • 6 credits, 5 contact hours per week <p>GMT 3403 – Mobility Industry</p> <ul style="list-style-type: none"> • 6 credits, 5 contact hours per week <p>GMT 3421 – Retail Management</p> <ul style="list-style-type: none"> • 6 credits, 5 contact hours per week <p>GMT 3422 – International Management</p> <ul style="list-style-type: none"> • 6 credits, 5 contact hours per week <p>LAW 3402 – Legal aspects of environmental protection</p> <ul style="list-style-type: none"> • 6 credits, 4 contact hours per week
Prerequisites	Completion of the first phase of the study programme
Assessment Methods	<p><u>Legal aspects in companies, Business law issues and Legal aspects of environmental protection</u></p> <ul style="list-style-type: none"> • Examination based on essay, presentation or project work <p><u>Tax planning in companies</u></p> <ul style="list-style-type: none"> • Examination based on essay, presentation or project work – 90 minutes <p><u>All other courses</u></p> <ul style="list-style-type: none"> • Written exam - 90 minutes
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned for this course count towards the final grade of the bachelor degree.
Planned Group Size	<p><u>Legal aspects in companies, Business law issues and Legal aspects of environmental protection</u></p> <p>Max. 30 students</p>

	<u>All other courses</u> Max. 90 students
Language	Business Law Issues, Retail Management, International Management are taught in English. All other courses are taught in German.
Module Duration	1 semester
Module Coordinator	Business law issues and Legal aspects in companies <i>Prof. Dr. Andreas Willburger</i> Legal aspects of environmental protection <i>Prof. Dr. Tobias Brönneke</i> Tax planning in companies <i>Prof. Dr. Helmut Neeb</i> All other courses <i>Prof. Dr. Stefan Foschiani</i>
Lecturer(s)	Professor and lecturers from the Business and Business Law Department
Programme	Business and Business Law
Pedagogical Approach	<ul style="list-style-type: none"> • Seminars • Lectures combined with business cases
Applicability in other programmes	<u>Legal aspects in companies, Business law issues and Legal aspects of environmental protection</u> <ul style="list-style-type: none"> • None <u>All other courses</u> <ul style="list-style-type: none"> • As in all other business administration programmes
Objectives	<p>The Module contributes toward the achievement of the following programme objectives:</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice. <p><u>Economic and management knowledge</u></p> <ul style="list-style-type: none"> • Students have a basic understanding of economics, management, quantitative methods, and IT. They understand the interdependence of business and law. <p><u>Communication skills</u></p> <ul style="list-style-type: none"> • Present their ideas and arguments orally and in writing using clear and convincing language. <p><u>Teamwork skills</u></p> <ul style="list-style-type: none"> • Students can work efficiently and effectively together with others in a team. <p><u>Problem solving skills (Wissenserschließung)</u></p> <ul style="list-style-type: none"> • Capable to understand complex legal issues and develop practically acceptable solutions.
Content	It depends on the chosen elective

Relation to other Modules	<p><u>Legal aspects in companies</u> Business Law I – IV and Criminal Law</p> <p><u>Business Law Issues</u> Business Law I – IV and Methodology I</p> <p><u>Legal aspects of environmental protection</u> Administration Law and Business Law I – IV</p> <p><u>Tax planning in companies</u> Business taxation, transactional tax und tax code as well as the WPF tax balance sheet</p>
Workload	<ul style="list-style-type: none"> • 180 credit hours with a split of 60 - 75 hours - attendance and 120 – 150 hours - self-study (prior and post preparation)
Literature	It depends on the chosen elective
Others	The English electives from the Module counts toward the ISP Certificate.
Keywords	Personal focus, business major
Last edited	February 2017

Specializations - Electives II	
Module ID	LAW3410
Semester	6 th semester
Level	Advanced level
Credits	5
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	<p>LAW 3411 – Contract Management (Mandatory)</p> <ul style="list-style-type: none"> • 2 credits, 2 contact hours per week <p>The students have the following options for electives:</p> <p>LAW 3100 – Business Law in Europe</p> <p>LAW 3511 – Collective Labour Law</p> <p>LAW 4011 – European and International Corporate Law</p> <p>TAX 2013 – Tax accounting law</p> <p>LAW 3413 – Auditing</p> <p>HRM 3101 – Leadership</p> <p>LAW 3412 – IT Law</p> <ul style="list-style-type: none"> • 3 credits, 2 contact hours per week – for all the above electives
Prerequisites	Completion of the first phase of the study programme
Assessment Methods	<p><u>Contract Management</u></p> <ul style="list-style-type: none"> • Examination based on essay, project work, presentation or oral exam <p><u>Business Law in Europe</u></p> <ul style="list-style-type: none"> • Examination based on essay, project work, or presentation <p><u>European and International Corporate law, Collective labour law and Leadership</u></p> <ul style="list-style-type: none"> • Examination based on essay, written exam or - 60 minutes <p><u>Tax accounting law</u></p> <ul style="list-style-type: none"> • Examination based on written exam - 60 minutes <p><u>IT Law</u></p> <ul style="list-style-type: none"> • Examination based on essay, presentation - PVL
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned for this course count towards the final grade of the bachelor degree.
Planned Group Size	<p><u>Contract Management and Business law in Europe</u> Max. 30 students</p> <p><u>All other electives</u> Max. 80 students</p>

Language	Business Law in Europe and Leadership are taught in English. All other electives are taught in German.
Module Duration	1 semester
Module Coordinator	<p><u>Contract Management</u> <i>Prof. Dr. Ralf Schmitt</i></p> <p><u>Business Law in Europe, Collective Labour Law, European and International Corporate Law and IT Law</u> <i>Prof. Dr. Anusch Tavakoli</i> <i>Prof. Dr. Andreas Willburger</i></p> <p><u>Tax accounting law</u> <i>Prof. Markus Mink</i> <i>Prof. Dr. Spohn, Patrick</i></p> <p><u>Leadership</u> Dean from the Business school</p>
Lecturer(s)	Professors and lecturers Business and Business Law Department
Programme	Business and Business Law
Pedagogical Approach	<ul style="list-style-type: none"> • Seminars • Lectures combined with project work
Applicability in other programmes	The associated courses Business Law, European and International Company Law, Tax Accounting and Leadership are also offered in various business administration programmes.
Objectives	<p>Depending on the chosen focus, the module contributes to the achievement of the following programme objectives:</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of Business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice. <p><u>Economic and management knowledge</u></p> <ul style="list-style-type: none"> • Students have a basic understanding of economics, management, quantitative methods, and IT. They understand the interdependence of business and law. <p><u>Communication skills</u></p> <ul style="list-style-type: none"> • Present their ideas and arguments orally and in writing in clear and convincing language. <p><u>Teamwork skills</u></p> <ul style="list-style-type: none"> • Ability to consider and integrate different points of view, work effectively and efficiently with others to support a shared goal. <p><u>Problem solving skills</u></p> <ul style="list-style-type: none"> • Capable to understand complex legal issues and develop practically acceptable solutions.
Content	It depends on the chosen elective
Relation to other Modules	<u>Contract Management and IT Law</u> Business Law I – IV

	<p><u>Business Law in Europe</u> Human Rights and European and International law, European Law</p> <p><u>European and International Corporate Law</u> Company Law</p> <p><u>Tax accounting law</u> Corporate taxation, tax planning and as well as transactional taxes and tax code</p> <p><u>Collective Labour Law and Leadership</u> Employment law</p>
Workload	<p><u>Overall</u></p> <ul style="list-style-type: none"> • 150 credit hours with a split of 60 hours - attendance and 90 hours - self-study (prior and post preparation). <p><u>Contract Management</u></p> <ul style="list-style-type: none"> • 60 credit hours with a split of 30 hours - attendance and 30 hours - self-study (prior and post preparation). <p><u>All other electives</u></p> <ul style="list-style-type: none"> • 90 credit hours with a split of 30 hours - attendance and 60 hours - self-study (prior and post preparation)
Literature	It depends on the chosen elective
Others	The English electives from the Module counts toward the ISP Certificate.
Keywords	Personal focus and contract management,
Last edited	February 2017

Methodology III	
Module ID	LAW3190
Semester	7 th semester
Level	Advanced level
Credits	6
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	<ul style="list-style-type: none"> • LAW 3181 – Civil Law and Methodology <ul style="list-style-type: none"> ○ 4 credits, 2 contact hours per week • LAW 3191 – Insolvency Law <ul style="list-style-type: none"> ○ 2 credits, 2 contact hours per week
Prerequisites	Completion of the first phase of the study programme
Assessment Methods	<u>Civil Law and Methodology</u> <ul style="list-style-type: none"> • Examination based on essay, presentation, project work, oral exam or written exam - 60 minutes <u>Insolvency Law</u> <ul style="list-style-type: none"> • Written exam – 60 minutes
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned in this course are included in the final grade of the bachelor degree.
Planned Group Size	35 students
Language	German
Module Duration	1 semester
Module Coordinator	Prof. Dr. Barbara Lorinser Prof. Dr. Simone Harriehausen
Lecturer(s)	Professor from the Business Law Department and Lecturers
Programme	Business Law
Pedagogical Approach	<ul style="list-style-type: none"> • Seminars • Lectures
Applicability in other programmes	None
Objectives	<p>The module contributes to the achievement of the following programme objectives:</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of Business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice. <p><u>Problem solving skills</u></p> <ul style="list-style-type: none"> • Students are capable to understand complex legal issues and develop practically acceptable solutions
Content	<u>Civil law and Methodology</u>

	<ul style="list-style-type: none"> • Deepen the understanding of the German Civil Code-BGB with special emphasis on legal methodology. • Revisiting specific issues of contracts, torts, properties and securities law to reinforce and ensure deeper understanding of important rules of the German Civil Code <p><u>Insolvency Law</u> The course introduces the insolvency law and gives students an overview of the appropriate measures to be taken in the event of insolvency.</p>
Relation to other Modules	Business Law I - IV Law Enforcement, Company Law, Employment Law and Intellectual Property rights
Workload	<p><u>Overall</u></p> <ul style="list-style-type: none"> • 180 credit hours with a split of 60 hours - attendance and 120 hours - self-study (prior and post preparation). <p><u>Civil Law and Methodology</u></p> <ul style="list-style-type: none"> • 120 credit hours with a split of 30 hours - attendance and 90 hours - self-study (prior and post preparation). <p><u>Insolvency Law</u></p> <ul style="list-style-type: none"> • 60 credit hours with a split of 30 hours - attendance and 30 hours - self-study (prior and post preparation).
Literature	<p><u>Civil Law and Methodology</u></p> <ul style="list-style-type: none"> • Aktuelle Gesetzestexte • Gildeggen, Lorinser, Willburger u.a., Wirtschaftsprivatrecht • Mehrings / Hesse / Herzog / Kurtz, Bürgerliches Recht für Studium und Praxis • Palandt, Bürgerliches Gesetzbuch: BGB <p><u>Insolvency Law</u></p> <ul style="list-style-type: none"> • Buth/Hermanns, Restrukturierung, Sanierung, Insolvenz • Ehrlicke/Biehl, Insolvenzrecht • Foerste, Insolvenzrecht • Pape/Uhlenbruck, Insolvenzrecht <ul style="list-style-type: none"> ○ <i>Latest edition respectively</i>
Others	
Keywords	Private law, Insolvency law
Last edited	June 2020

Law and the Future	
Module ID	LAW3520
Semester	7 th semester
Level	Advanced level
Credits	6
SWS/contact hours per week	4
Frequency	Each semester
Associated Courses	<ul style="list-style-type: none"> • LAW 3521 – Law and Digitalisation <ul style="list-style-type: none"> ○ 2 credits, 2 contact hours per week • LAW 3502- European Law <ul style="list-style-type: none"> ○ 4 credits, 2 contact hours per week
Prerequisites	Completion of the first phase of the study programme
Assessment Methods	<p><u>Law and Digitalisation</u></p> <ul style="list-style-type: none"> • Examination bases on term paper, presentation or project work <p><u>European Law</u></p> <ul style="list-style-type: none"> • Examination based on written exam, oral exam and PVL - 60 minutes
Requirements for granting credits	A pass mark on the required examination
Significance for the Final Grade	The credits earned for this course will be included in the final grade of the bachelor degree.
Planned Group Size	35 students
Language	German
Module Duration	1 semester
Module Coordinator	Prof. Dr. Kerstin Schweizer
Lecturer(s)	Professor from the Business Law Department
Programme	Business Law
Pedagogical Approach	<ul style="list-style-type: none"> • Seminars • Lectures
Applicability in other programmes	None
Objectives	<p>The module contributes to the achievement of the following programme objectives:</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of Business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice. <p><u>Basic understanding of law and society</u></p> <ul style="list-style-type: none"> • Students understand general issues of law and society and are able to develop a position on issues related to

	law and society. They are aware of the legal and ethical importance of Human and Fundamental Rights catalogues.
Content	<p><u>Law and Digitalisation</u></p> <p>The following topics will be addressed:</p> <ul style="list-style-type: none"> • Law and technology: the clash of two disciplines • Basic concepts of information technology and the classification in the legal system • Simplification of legal processes through the use of IT and its limitations • Ethical issues in the use of IT-supported services • The role of data protection law in the digital society • Examples of use: E-Commerce, Smart Contracts etc. • Digitalisation in the legal professions (legal tech) <p><u>European Law</u></p> <p>The following topics will be addressed:</p> <ul style="list-style-type: none"> • Europe as Vision and Political Project; Role of the Law • The EU as an association of states • Institutions, regulations and guidelines • The importance of the internal market
Relation to other Modules	The Module establishes connections to the European legal requirements of many fields of law. The topic of digitalisation has an overlapping effect on almost all areas of law
Workload	<p><u>Overall</u></p> <ul style="list-style-type: none"> • 180 credit hours with a split of 60 hours - attendance and 120 hours - self-study (prior and post preparation). <p><u>Law and Digitalisation</u></p> <ul style="list-style-type: none"> • 60 credit hours with a split of 30 hours - attendance and 30 hours - self-study (prior and post preparation). <p><u>European Law</u></p> <ul style="list-style-type: none"> • 120 credit hours with a split of 30 hours - attendance and 90 hours - self-study (prior and post preparation).
Literature	Literature will be discussed during the lectures
Others	A script will be provided to download.
Keywords	Europe, European Law, Digitalisation, Law and IT
Last edited	June 2020

Oral Exam	
Module ID	FEX4990
Semester	7 th semester
Level	Advanced level
Credits	6
SWS/contact hours per week	2
Frequency	Each semester
Associated Courses	COL 4998 - Scholarly Colloquium <ul style="list-style-type: none"> • 2 credits, 2 contact hours per week Final Oral Examination <ul style="list-style-type: none"> • 4 credits
Prerequisites	Completion of the first phase of the study programme not prior to the 6 th semester
Assessment Methods	<u>Scholarly Colloquium</u> <ul style="list-style-type: none"> • Non- graded Examination <u>Final Oral Examination</u> <ul style="list-style-type: none"> • Oral Exam
Requirements for granting credits	<u>Scholarly Colloquium</u> - Participation <u>Final Oral Examination</u> – A pass mark must be granted
Significance for the Final Grade	The credits earned on the Final Oral Examination count towards the final grade of the bachelor degree. The non-graded exam (Scholarly Colloquium) does not count towards the final grade for the bachelor degree.
Planned Group Size	Max. 3 students
Language	<u>Scholarly Colloquium</u> -German and English (optional) <u>Final Oral Examination</u> – German
Module Duration	1 Semester
Module Coordinator	Study Programme Coordinator
Lecturer(s)	Professors from the different Departments
Programme	Apply to all Study programmes
Pedagogical Approach	<u>Scholarly Colloquium</u> – one to one conversations
Applicability in other programmes	None
Objectives	The module contributes to the achievement of the following programme objectives: <u>Legal knowledge</u> <ul style="list-style-type: none"> • Acquire a profound knowledge of the principles of Business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice.

	<u>Communication skills</u> <ul style="list-style-type: none">• Present and express their ideas and arguments orally and in writing using a clear and convincing language.
Content	Final exam related to all issues discussed in the programme
Relation to other Modules	Final test related to all modules of the programme
Workload	<u>Scholarly Colloquium</u> - 60 Hours <u>Final oral examination</u> - 90 hours for self- study
Literature	Depends on the degree programme and the theme or topic for the Thesis.
Others	The oral bachelor examination requires a separate registration at the examination office -Prüfungsamt.
Keywords	Thesis preparation, final examination
Last edited	February 2017

Thesis	
Module ID	THE4999
Semester	7 th semester
Level	Advanced level
Credits	12
SWS/contact hours per week	None
Frequency	At all times
Associated Courses	None
Prerequisites	Completion of the first phase of the study programme At the earliest in the 6 th Semester
Assessment Methods	PLT
Requirements for granting credits	A pass mark on the required examination (Thesis)
Significance for the Final Grade	The credits earned count towards the final grade of the bachelor degree.
Planned Group Size	Does not apply
Language	German and English (optional)
Module Duration	3 months
Module Coordinator	Coordinator from the Study Programme (Dean)
Lecturer(s)	Professors from the school
Programme	All study programmes
Pedagogical Approach	Dissertation
Applicability in other programmes	Applies to all other Business and Business Law programmes.
Objectives	<p>Depending on the chosen focus, the module contributes to the achievement of the following programme objectives:</p> <p><u>Legal knowledge</u></p> <ul style="list-style-type: none"> Acquire a profound knowledge of the principles of Business law enabling them to analyse and develop acceptable solutions and informed conclusions to legal problems which can be used in practice. <p><u>Economic and management knowledge</u></p> <ul style="list-style-type: none"> Students have a basic understanding of economics, management, quantitative methods, and IT. They understand the interdependence of business and law. <p><u>Communication skills</u></p> <ul style="list-style-type: none"> Present their ideas and arguments orally and in writing in clear and convincing language. <p><u>Problem solving skills</u></p> <ul style="list-style-type: none"> Capable to understand complex legal issues and develop practically acceptable solutions.
Content	Preparation and completion of the thesis or dissertation

Relation to other Modules	Depends on the selected Theme or topic.
Workload	360 Self-study hours and completion of the Thesis
Literature	Depends on the selected theme or topic
Others	The duration of the thesis is three months.
Keywords	Thesis