

# English Course Catalogue

## Department of Business and Economics

### TU Dortmund University

**Winter 2025/2026**

**Erasmus Departmental Coordinator**

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**Current status: Sept 2025**

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## Bachelor Courses - Winter Term 2025/2026

### General Notes and Guidelines:

- Most courses offer 7.5 Credit Points – Credit Points can be found in the course description.
- If there are no further restrictions mentioned, exchange students may take both Bachelor and Master courses regardless of the study level at their home university.
- In the case of lectures/exercises, there are usually no restrictions regarding the capacities and individual requirements.
- Seminars and courses with separate application/registration processes cannot be confirmed in advance (contact the departmental coordinator before your stay).
- The examination period usually takes place in the first three weeks after the lecture period (for the winter semester in February and for the summer semester in August). Please take this into consideration for planning your travel dates.
- In general, the curriculum for the summer and winter semesters is the same each year. However, there may be slight changes in the course program (due to organizational changes etc.)

- [Link to overview of all courses](#)

**Contact:** Dr. Debra Hanning  
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## Digital Business

Language: English

**Course type:** Lecture and Exercise

**Credit Points:** 7,5

**Professorship:** Digital Transformation

**Requirements:** -none-

### Course description:

Proliferation and dramatically fast developments of information technology continue to increase the importance of digital business models in today's economy. At the core of this information economy are information goods, which are exchanged on digital markets. In this course, students will learn about designing such information goods for the information economy. In particular, this course will cover the fundamental characteristics of information goods, including price and cost structure as well as versioning and rights management. Based on these characteristics, different types of digital markets, such as e-commerce, search, auctions, and multi-sided markets including platforms, will be covered. Finally, this course will discuss how organizations can act on digital markets given requirements imposed by policies, standards, and regulations.

### Competences

After completion of this course, students will be able to analyze organizations that use digital business models. They understand the specific characteristics of information goods and can describe different forms of digital markets. Students will be able to analyze strategies for designing information products for digital markets, considering regulatory and industry requirements. The concepts covered in the lectures will be applied to a practical example in the accompanying case exercise.

### Proofs of academic achievement:

Module examination, consisting of an oral exam (20 minutes) or a graded written exam (60 minutes) (counts for 60 % of the grading), both of them in combination with the preparation and presentation of case studies (count for 40 % of the grading) (mode will be announced in time)

**Contact:** Dr. Debra Hanning  
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## Economics of Innovation

Language: English

**Course type:** Lecture and Exercise

**Credit Points:** 7,5

**Professorship:** International Economics

**Requirements:** -none-

### Course description:

This course offers an introduction to the economics of innovation from both a theoretical and empirical angle. Among others, the course will cover the following topics:

- The role of innovation for economic growth
- The supply of innovators – ability, parental background, and exposure to innovation as drivers of individuals' entrepreneurial activity and career choices
- Incentives for innovators: contracts & control rights, market-level rewards
- The meaning and role of patents
- Measuring the social versus private returns to R&D investment
- Effects of targeted and non-targeted policy instruments (tax credits, patent boxes)

### Competences

After completion of this course students will be able to highlight the role of innovation for economic growth from both a theoretical and empirical perspective. They will further know about the drivers of individuals' selection into entrepreneurship and will be able to critically assess the underlying empirical evidence. Moreover, students will be able to critically assess the role of patents as a driver of innovative activity, as well as theoretically justify the existence and critically assess different public policy instruments to spur innovation.

Links to courses can be found here:

[https://wiwi.tu-dortmund.de/storages/wiwi/r/Internationales/Dokumente/Economics\\_of\\_Innovation.pdf](https://wiwi.tu-dortmund.de/storages/wiwi/r/Internationales/Dokumente/Economics_of_Innovation.pdf)

### Proofs of academic achievement:

Written and graded exam covering the entire module (90 minutes)

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## Innovation and Growth Management

Language: English

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Steffen Strese

**Requirements:** -none-

### Course description:

Companies should regularly adapt their future strategy since technological, societal, or economic forces may lead to the decline of entire industries or to the advent of completely new businesses. This lecture addresses this challenge and presents various tools which companies can apply in order to detect future innovation and growth opportunities for long-term survival. This includes customer-related tools, environment-related tools, and firm-related tools. Among others, the technology-opportunity matrix, big data approach, and innovation crowdsourcing will be discussed and applied in detail. The lecture builds on current insights from both academic and practitioner literature.

### Competences:

Students receive an in-depth understanding of why innovation and growth management is crucial for the long-term survival of companies. They learn where opportunities for innovation and growth originate from. Moreover, they will get acquainted with the most important and most recent tools to detect such opportunities. Last, students learn how to evaluate and prioritize interesting innovation and growth opportunities.

### Links to courses can be found here:

<https://wiwi.tu-dortmund.de/internationales/internationale-studierende/austauschstudierende/vor-dem-aufenthalt/kurse-auf-englisch-im-wintersemester/>

### Digital Course

This is a digital course (proportion of digital elements  $\geq 25\%$ ) as defined by the departments digital teaching concept.

- The course promotes digital self-learning.
- The course enables time- or location-independent learning for more efficient time management by students.

### Proofs of academic achievement:

Written and graded exam covering the entire module (90 minutes)

**Contact:** Dr. Debra Hanning  
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## International Management

**Language:** English

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

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

**Requirements:** -none-

### Course description:

This module discusses the foundational concepts of international management. It covers various issues related to globalization, formal institutions of different countries (i.e., economic, political, and legal systems), informal institutions (such as culture and languages), firms' foreign investment options, as well as internationalization and market entry strategies. It further addresses the challenges of crafting strategy in an international context, as well as implementation-related issues like organization structures of multinational companies.

### Competences

By completing in this module, students become acquainted with the basic concepts and tools of international management. The exercises will allow students to deepen their understanding of said concepts and tools and appreciate their utility and limitations.

### Links to courses can be found here:

<https://wiwi.tu-dortmund.de/internationales/internationale-studierende/austauschstudierende/vor-dem-aufenthalt/kurse-auf-englisch-im-wintersemester/>

### Proofs of academic achievement:

Written and graded exam covering the entire module (90 minutes).

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## Professional Organizations and Their Management

Language: English

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

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

**Requirements:** -none-

### Course description:

The module will introduce core definitions of professional organizations and professions and provide an overview of the key approaches to understand these organizations in the context of digitalization and the new world of work. Based on the latest studies, the main antecedents of successful management of professional organizations will be presented and critically analyzed. The module will provide concrete examples of successful management practices in professional organizations, especially focusing on strategy, organizational structures, decision-making processes and personnel management. The exercise will provide opportunities to critically reflect on the various theories and models of professional organizations and discuss how they compare across different sectors and different country contexts.

### Competences

Students will develop an in-depth understanding of professional organizations in the age of digitalization and the new world of work. Students will learn how to apply the theories to evaluate professional organizations against the background of existing models and benchmarks. Furthermore, analytical skills as well as critical thinking will be developed through reflecting on the challenges of management practices in professional organizations. Finally, students will apply different approaches of managing professional organizations to solving the strategic challenges faced by such organizations from different sectors in different countries.

### Links to courses can be found here:

<https://wiwi.tu-dortmund.de/internationales/internationale-studierende/austauschstudierende/vor-dem-aufenthalt/kurse-auf-englisch-im-wintersemester/>

### Proofs of academic achievement:

Written and graded exam covering the entire module (90 minutes)

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## Role of the Government

**Language:** English

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

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

**Requirements:** -none-

### Course description:

This course focuses on the role of the government in the economy. The aim is to provide an understanding of the reasons for government intervention in the economy, analyzing the benefits of possible government policies, and the response of economic agents to the government's actions. The course covers social insurance programs, externalities, public goods, environmental protection, and the interaction between different levels of government.

### Competences:

Students learn theoretical and empirical tools for analyzing public finance questions.

Students acquire knowledge on reasons for government intervention in the economy and effects of those interventions on economic outcomes. The course should prove useful for any student interested in analysis of redistribution, public good provision and taxation.

### Links to courses can be found here:

<https://wiwi.tu-dortmund.de/internationales/internationale-studierende/austauschstudierende/vordem-aufenthalt/kurse-auf-englisch-im-wintersemester/>

### Proofs of academic achievement.

Written and graded exam covering the entire module (90 minutes)

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## Master Courses - Winter Term 2025/2026

### General Notes and Guidelines:

- Most courses offer 7.5 Credit Points – Credit Points can be found in the course description.
- Exchange students may take both Bachelor and Master courses regardless of the study level at their home university, if the lectures agree. Some master courses are restricted to graduate students. Please contact Erasmus Coordinator if you wish to take a graduate course as undergraduate student.
- Many lectures/exercises courses do not require application, if application is needed this will be noted.
- Seminars and courses with separate application/registration processes cannot be confirmed in advance (contact the departmental coordinator before your stay).
- The examination period usually takes place in the first three weeks after the lecture period (for the winter semester in February and for the summer semester in August). Please take this into consideration for planning your travel dates.
- In general, the curriculum for the summer and winter semesters is the same each year. However, there may be slight changes in the course program (due to organizational changes etc.)

- [Link to overview of all courses](#)

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## Dynamic Macroeconomics

**Language:** English

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Philip Jung

**Requirements:** -none-

### Course description:

This module presents methods and core applications of modern dynamic macro-economic theory.

Main topics are consumption and savings choices in incomplete markets, pricing of risky and riskless assets and applications to (optimal) fiscal policy and (search) theory of frictional labor markets.

### Competences:

The module provides tools and main results in modern dynamic macroeconomics on an advanced level to enable students to conduct their own research in macroeconomics.

### Proofs of academic achievement:

Graded written exam (90 minutes) or oral exam (30 minutes) covering the entire module (mode will be announced in time).

**Contact:** Dr. Debra Hanning  
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## Economic growth and historical development

**Language:** English

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Nina Boberg- Fazlic

**Requirements:** -none-

### Course description:

Why are some countries rich and others are poor? This course provides an understanding of long-run development and studies the underlying causes of income differences across countries. The focus of the lectures is the theoretical and conceptual background of proximate and fundamental factors in economic growth and development. In the exercise classes, empirical articles will be discussed with a focus on causal inference based on historical data.

### Competences:

Students learn to understand and discuss long-term economic relationships and developments. They also learn to apply their knowledge of empirical methods to articles that conduct quantitative analysis, to discuss and to critically assess these. Understanding past (historical) growth episodes, helps to inform policy on how to achieve economic growth and sustained development.

### Proofs of academic achievement:

Graded written exam (90 minutes) or oral exam (15-30 minutes) covering the entire module (mode will be announced in time)

**Contact:** Dr. Debra Hanning  
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## Economics Analysis of Law

**Language:** English

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

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

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

### Course description:

This course provides an introduction to the economic analysis of law, i.e., the application of economic methods to analysis of legal rules and institutions. It covers the areas of tort law, contract law and criminal law, property law and the Coase Theorem, intellectual property law, among others. The focus of the lectures will be primarily on theoretical work. Practice exercises will be assigned during the semester.

### Competences:

Students leave the course understanding how microeconomic theory can be used to critically evaluate law and public policy. The course should prove useful for any student interested in analyzing policy issues. It will be particularly valuable background for those students intending to specialize in public economics, political economy, and economic policy.

### Proofs of academic achievement:

Written and graded exam covering the entire module (90 minutes=.

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## Empirical Taxation

Language: English

**Course type:** Lecture and Exercise

**Credit Points:** 7,5

**Professorship:** International Business Taxation

**Teacher/Lecturer:** Prof. Pflitsch

**Requirements:** - none - Basic knowledge either in the field of taxation or accounting is beneficial.

### Course description:

The aim of this course is to develop the ability to evaluate empirical research findings in the field of International Taxation. Building on an introduction to the research topics and methods of International Taxation, current research questions will be discussed and evaluated using literature contributions. In the course of the seminar, basics on the structure and creation of scientific articles will be conveyed, which will form the basis for a critical examination of the research contributions in terms of their practical relevance and transferability.

### Competences

As part of the module, students will sharpen their understanding by engaging with scientific studies in the field of international taxation. By learning the relevant research methods and delving deeper into research findings, students can acquire essential foundations for writing their master's thesis. Students should gain the ability to systematically process and present findings in the context of a specific research question related to international taxation and critically evaluate them. One of the central goals is, therefore, to practice engaging in scientific discourse.

### Proofs of academic achievement:

Graded oral presentation, written report/reflection, as well as oral participation and attendance (i.e., mandatory attendance)

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## Financial Econometrics

**Language:** English

**Course type:** Seminar

**Credit Points:** 7,5

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

**Requirements:** -Recommended: Knowledge in statistical and econometrical methods, prior knowledge in finance, e.g. one of the modules. Due to limited PC-capacities you need to apply for this course.

### Course description:

This lecture applies modern econometric methods to current questions from the field of finance, risk management and commodity markets. We will both explore the theoretical dimensions of the models used as well as apply the methods to real-life datasets.

### Competencies

Students learn the basic and advanced methods of financial econometrics. They apply the methods using datasets and thereby learn both the application of econometric methods as well as the caveats associated with real-life data, data gathering and data mining. The use of the industry specific programming language (currently Python) for econometric analysis is an essential part of this course.

### Digital Course

This is a digital course (proportion of digital elements  $\geq 25\%$ ) as defined by the department's digital teaching concept.

- The course teaches key skills with regard to digitalization and media.
- The course supports the concrete application or intensified teaching of digitization-related teaching content.
- The course is aimed at a cross-university and/or international group of participants.
- The course reaches more students through digital teaching than would be possible in person due to spatial capacity restrictions.

### Proofs of academic achievement:

Graded presentation based on written case study's expose.

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## Financing and Launching Innovative Products

Language: English

**Course type:** Lecture + Excercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Steffen Strese, Res. Assoc. Darius Abel

**Requirements:** -none - Due to limited number of topics/ideas, the course is restricted and application is mandatory. Please refer to the course website for detailed information.

### Course description:

Innovative products are a key driver for the success of many firms in the context of today's fast-paced world. Innovative products are being developed by startups as well by established company. Either way, theory and practice demonstrate that an entrepreneurial mindset is a fruitful starting point for radical innovations. Therefore, this course starts by discussing the culture and mindset of entrepreneurs. Further, students will learn theoretical and practical approaches on how to develop innovations and innovative products, drive them from an idea stage, over the development and financing stage to the market entry.

### Competencies:

In this course, students will acquire a theoretical and practical understanding on how innovations are developed, turned into marketable products and get financed. At the end of this course, students will understand how to differentiate between ideas and opportunities as well as why recent attention-raising products succeeded or failed. This course asks students to critically reflect innovative products and/or their own ideas based on the discussed theory which also contributes to students' problem solving and structured thinking capabilities. By discussing the mindset, thinking, and heuristic approaches of successful and failed entrepreneurs, students will acquire an understanding on how to recognize and shape entrepreneurial environments that can foster innovation.

### Proofs of academic achievement

Module examination, consisting of an oral exam (counts for 50 % of the grading) in combination with the preparation and presentation of case study group work (counts for 50 % of the grading).

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## Labor Economics

**Language:** English

**Course type:** Seminar

**Credit Points:** 7,5

**Professorship:** Empirische Wirtschaftsforschung

**Requirements:** -none-

### Course description:

This is a first comprehensive course in labor economics at the graduate level. Topics include supply- and demand for labor, wage determination, human capital, technological change, market power, the role of firms and inequality. There will be a special focus on evidence accompanying the theory as well as the causal and quantitative empirical methods used in applied microeconomics more generally.

### Competences

The course fosters participants' skills in (i) the economic modeling of labor market relationships; (ii) their knowledge of microeconomic methods; (iii) hands-on data analysis and communication of empirical results

### Examinations

Graded written exam (90 minutes) or oral exam (30 minutes) covering the entire module (mode will be announced in time).

**Contact:** Dr. Debra Hanning  
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## Production Planning and Control

**Language:** English

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Ralf Gössinger

**Requirements:** -none- Recommended: Knowledge about production and operations management on a bachelor level.

### Course description:

The lectures are focusing on

- a theory-driven economic analysis of production systems,
- the transfer of theoretical knowledge into a theory-based production management,
- quantitative approaches for production planning systems
- computer aided modeling and solving of planning problems.

### Competences:

A deepened understanding of planning models and solution approaches applied in production planning and control systems (PPC Systems) is supported. The students are enabled to assess the suitability of the different approaches depending on the planning situation. They are able to implement planning models in optimization software and to solve these models by means of a standard solver.

### Proofs of academic achievement:

Written and graded exam covering the entire module (90 minutes).

**Contact:** Dr. Debra Hanning  
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## Research Topics in Finance, Risk- and Resource management

**Language:** English

**Course type:** Seminar

**Credit Points:** 7,5

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

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

### **Course description:**

In this course we will discuss current research topics including, but not limited to, the methods applied, the scope and aim of the research and its impact. We train quantitative analysis with concrete research questions and real datasets and increase the competency in academic writing and methodology.

### **Competences:**

Analytical and quantitative competences in the field of finance and risk management are trained. The seminar prepares students for the master thesis to which the topics can be (generally) extended. Literature research as well as the current state of the academic discussion in the topic's area furthermore deepens the student's competences in pursuing an academic training on a high level.

### **Examinations:**

Graded written paper and oral presentation.

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## Strategic Technology and Innovation Management

**Language:** English

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

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

**Requirements:** -none-

### Course description:

This class introduces the evolutionary patterns of technologies/innovations and connects these to technological developments. Those patterns are linked to several concepts like the product life cycle or diffusion models. Moreover, the relevance of customer needs regarding new product development is discussed. In order to enable companies to implement efficient processes to handle technologies and innovations this class as well focuses on the design of organizational structures and culture. Additionally, specific problems like organizational ambidexterity or standardization are covered. Furthermore, recent research topics from international journals will be presented within this class.

### Competencies:

On the one hand this class deepens the students understanding regarding the application of technologies. Students learn how they can support company's strategic management by improving the technology management capabilities. Moreover, students are enabled to understand recent research results, assess the impact of those studies and apply the results to their practical work. As an addition the students are trained to develop their skills regarding the development of own research ideas.

### Proofs of academic achievement:

Module examination. Students can choose between two options: Option 1) 90 minutes written exam covering the entire module, Option 2) Preparation and presentation of a case (counts for 1/3 of the grading) and 60 minutes written exam (counts for 2/3 of the grading).

**Contact:** Dr. Debra Hanning  
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## Theory and Methods in Management, Technology, and Leadership Research

**Language:** English

**Course type:** Lecture & Exercise

**Credit Points:** 7,5

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

**Requirements:** -none-

### Course description:

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

### Competencies:

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

### Proofs of academic achievement:

Graded oral presentation, written report/reflection and active participation (attendance is compulsory) in oral presentations.

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## Universities in Innovative Systems

Language: English

**Course type:** Seminar

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Leisyte

**Requirements:** -none-

### Course description:

The importance of knowledge intensive organizations has been underscored by policy makers across the world. Universities in particular are believed to play a key role for the future of national economies via knowledge production, transfer and commercialization. The seminar will introduce the main higher education governance and management trends in Europe and the US and shed light on the role of universities in national and regional innovation systems. The course will also introduce the key characteristics of university as a professional organization. Drawing on the theoretical models of national and regional innovation systems and organizational theories the course will point out the role of engaged university in fostering regional and national economies. Students will carry out research projects drawing on the latest theoretical and empirical evidence from Higher Education, Science and Technology Studies as well as Innovation Studies.

### Competencies:

Students will learn about and apply empirical methods studying the role of the university in its regional innovation system. They will get acquainted with the key developments of university governance and management which will enable them to reflect on the role of universities for economic development in national and regional innovation systems. Combining theoretic considerations, literature research as well as data analysis students will develop the ability to analyze national and regional innovation systems with scientific means. Furthermore, analytical skills as well as critical thinking will be developed while using the relevant for the labor market soft skills such as organization, teamwork, presentation skills.

### Proofs of academic achievement:

Module examination, consisting of a graded presentation, seminar paper, and active participation (attendance is obligatory)

**Contact:** Dr. Debra Hanning  
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## Urban Economics

**Language:** English

**Course type:** Seminar

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Lichter

**Requirements:** -none-

### Course description:

This course conveys the most important theoretical and empirical insights from urban economics and economic geography. Among others, it covers the following topics:

- Economic geography and path dependence
- The costs and benefits of cities, Zip's law
- Residential land use and regulations
- Spatial equilibrium models (e.g., the Rosen-Roback model)
- Urban economic growth and local policy
- Interregional policy competition
- Trends, causes and consequences of segregation within cities

### Competencies:

In this course, students will learn about determinants for the persistent concentration of economic activity across space and the resulting consequences for regional inequality, the reasons and consequences for the sorting of firms and individuals across locations, as well as the drivers and effects of segregation within cities. The course will extensively review the most important theoretical models in urban economics, discuss state-of-the-art empirical evidence (and their identification strategies) as well as critically assess economic cohesion policies.

### Proofs of academic achievement:

Written and graded exam covering the entire module (90 minutes).

**Contact:** Dr. Debra Hanning  
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## Women and Diversity in Business: Theory and Methods

Language: English

**Course type:** Seminar

**Credit Points:** 7,5

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

**Requirements:** -none-

### Course description:

Women and diversity in business have gained attention in the media, policymakers as well as academia, giving the increasing number of women in entrepreneurship, family businesses, and corporate spheres. Despite this trend, women and other minorities are underrepresented in many industries, and the board of directors, their businesses experience high failure rates, as well as, they prefer to not join family businesses. Due to these patterns, in the last decades, there has been an increasing body of research on the topic, aiming at understanding not only what drives and hinders women and other minorities in the business sphere but also their role in the business and society. In this seminar, we will provide and discuss recent research on women and diversity in businesses. The seminar has two main learning goals: First, the students will acquire a profound knowledge of the field of women and diversity in business, including qualitative and quantitative studies; and second, the students will obtain the skills of scientific working and writing.

### Competences:

1. Understand state-of-the-art of the research field of women and diversity in business;
2. Analyze the different perspectives for studying women and diversity in business;
3. Comprehend the impact of the field in the business and society;
4. Employ a theoretical framework for studying an empirical phenomenon;
5. Acquire and apply the skills of developing and writing a scientific seminar paper.

### Proofs of academic achievement:

Graded presentation, seminar paper (reflection) and active participation (attendance is compulsory) in both, seminar sessions and oral presentations.

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