

English Course Catalogue

Faculty of Business and
Economics

TU Dortmund University

Summer 2022

Erasmus Departmental Coordinator

Dr. Debra Hanning

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Current status: June 2021

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Bachelor Courses - Summer Term 2022

General Notes and Guidelines:

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

Department: Faculty of Business and Economics

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Bachelor

Course type: Seminar

Credit Points: 5

Teacher/Lecturer: Professor Dr. Tessa Flatten; Selina Wilke

Requirements: -this course is usually taken together with the course "Wissenschaftliches Arbeiten", a course on academic writing in German. Students must apply to take part in the course

Course description:

Within the Seminar Business Model Innovation students will get to know the process of business model development. Based on a theoretical background on how to identify business opportunities, a focus of the seminar will be on practical application of the acquired knowledge. Working together in teams, students will develop their own ideas using the business model canvas and pitch the final proposal of their business models in an investor-like setting.

<https://www.wiwi2.tu-dortmund.de/wiwi/tm/en/lectures/Teaching/Summer-term/BA-Seminar/index.html>

Proofs of academic achievement: Final presentation and report to be handed in

Department: Faculty of Business and Economics

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de,

Degree program: Bachelor/Master

Course type: Lecture & Exercises

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Hartmut Holzmüller

Requirements: -none-

Course description:

This module focuses on international business relations. In this course important basics, strategies and instruments of international marketing are presented and discussed. A particular focus lies on general frameworks and theoretical backgrounds in the context of international marketing. Besides theoretical foundations, forms of international market segmentation, determinants of market selection as well as strategic option of market development are covered in the lecture. Other core topics include the specific composition of the marketing mix for the adaption of international markets, typical marketing tasks as well as planning and decision making processes particular to international and intercultural marketing. Students learn the decision making and the transfer of theoretical concepts into real world problems with the help of case studies in the exercise.

Take away:

The module helps to understand characteristics and functions of international marketing. Students learn to be aware of problems in the context of international marketing and get methodological competence for the management analysis. After this course students will be more sensitive regarding international marketing topics and get an understanding for actual issues and challenges in global markets. The professional competence guarantees that students are able to face up strategic and operational marketing tasks in global markets even under continuous changing conditions.

https://www.wiwi2.tu-dortmund.de/wiwi/m/de/lehre/veranstalt/sose_20/Concepts_and_Cases/index.html

Proofs of academic achievement: Written and graded exam covering the entire module (90 minutes) or choice between written and graded exam covering the entire module (90 minutes) and Case Studies (1/3) + written and graded exam (60 minutes, 2/3) (mode will be announced in time).

Department: Faculty of Business and Economics

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de,

Degree program: Bachelor

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Liudvika Leisyte

Requirements: -none-

Course description:

Competitive advantage of organizations today lies in attracting and retaining highly talented staff. At the same time, organizations today have to deal with an increasingly heterogeneous workforce, due to developments such as migration, emancipation, ageing, and international cooperation. The inclusion of men and women, older and younger colleagues, people from different ethnic backgrounds, religions, various educational backgrounds and different sexual orientations has become an issue for employees and managers in modern organizations. To attract and retain a diverse workforce, to realize equal opportunities for all and to create an inclusive organization in which people's needs for uniqueness and belongingness are met, are key challenges for employers.

This course focuses on diversity and inclusion management in private companies as well as public organizations internationally. Specifically, it will focus on the dynamics, challenges as well as opportunities organizations face in adopting good corporate social responsibility policies and practices to ensure diversity and inclusion. The lecture builds on academic and practitioner literature, draws on a variety of management and sociological theories. The tutorial focuses on real practice examples of challenges implementing diversity management policies in different types of organizations in Germany and abroad.

Competences

Students will develop an in-depth understanding of why diversity and inclusion management are crucial for the competitive advantage of organizations and will get acquainted with the key dynamics, challenges and opportunities that organizations face in attracting and retaining talented staff from various backgrounds. Students will learn how to apply theory and evaluate diversity management strategies against the background of existing models and benchmarks. Furthermore, analytical skills as well as critical thinking will be developed while using the necessary soft skills such as teamwork and presentation skills, which all are highly relevant for the job market.

Link to course: will be added as soon as available

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

Department: Faculty of Business and Economics

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de,

Degree program: Bachelor

Course type: Lecture + Exercise

Credit Points: 7,5

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

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

Course description:

We are introducing Excel and VBA to master the basic challenges in the financial industry. The theory gained in the previous course Investment-, Portfolio- and Risk Management is applied to real datasets in finance. We focus again on the topics derivatives pricing, portfolio theory and risk measures. Before, you learn how to gather financial data from open sources using API's and how to clean your own dataset. Participants work in our computer lab in small groups, individually supported by our instructors. After taking this course, participants have improved their own practical skills, transforming financial theory into real-world financial applications.

Take away:

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

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

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

Department: Faculty of Business and Economics

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Bachelor

Course type: Lecture + Tutorial

Credit Points: 7,5

Teacher/Lecturer: Professor Dr. Jens Rowold

Requirements: -none- prior knowledge in management and econometrics are recommended (bachelor's modules 6a and 7b)

Course description:

Basic methods of selecting, recording, planning, controlling and optimizing human resources in companies are taught. Within the lecture, a focus is placed on the topics of personnel selection, development and management. In the corresponding tutorial, relevant methods (e.g. assessment center, management development) are practiced and reflected on. In order to better understand relevant case studies, methods of statistical regression and correlation analysis are used.

Competencies:

The module provides a science based and practice-oriented understanding of human resource management. Instruments and methods for managing human resources are presented, applied, and reflected upon. The aim is to prepare students in a well-founded manner for their everyday professional life. Students gain the necessary problem awareness and methodological competence to analyze and deal with issues in the context of human resource management; basic statistical skills (e.g. correlation and regression analysis) are expected.

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

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

Department: Faculty of Business and Economics

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Bachelor

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: Professor Dr. Lorenz Graf-Vlachy

Requirements: -none-

Course description:

This course discusses strategy development while focusing on external environmental influences as well as national culture. Based on that, possible growth strategies for multinational enterprises are introduced. Within those growth strategies, the lecture elaborates on innovations as fundamental success drivers. Moreover, it is discussed how to handle innovation-driven growth in different countries.

Dates: from 08.06.21 – 21.07.21

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

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

Department: Faculty of Business and Economics

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de,

Degree program: Bachelor

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: AProf. Dr. Nadine Georgiou

Requirements: -none-

Course description:

Relevance of International Accounting

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

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

Content of the Lecture: The lecture Introduction to International Accounting gives an overview of the fundamental principles and standards within the IFRS framework. We will deal with recognition, measurement and disclosure issues of several IFRS standards, including the revaluation model (IAS 16), the impairment test (IAS 36) as well as the value concept of fair value (IFRS 13). Moreover, we will address additional disclosure elements, like the notes and the management commentary.

- (1) Financial Reporting and Accounting Standards
- (2) Conceptual Framework
- (3) Value Concepts
- (4) Cash Receivables
- (5) Inventories
- (6) Property, Plant and Equipment
- (7) Depreciation and Impairment
- (8) Intangible Assets and Goodwill
- (9) Current Liabilities, Provisions and Contingencies
- (10) Financial Instruments
- (11) Equity
- (12) Revenue Recognition
- (13) Statement of Cash Flows
- (14) Presentation and Disclosure in Financial Reporting

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

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

II. Lecture Goal: In the course of the lecture, the students will obtain profound knowledge of IAS/IFRS. They will be able to prepare, analyze, and interpret financial statements according to IAS/IFRS. Additionally, they will learn to critically discuss published standards as well as current developments in the IFRS framework.

The acquired skills are essential for the professional areas of e.g. accounting, auditing, financial analyses, consulting, risk, and tax advisory.

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

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

Department: Faculty of Business and Economics

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Bachelor

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: Dr. Edgar Preugschat

Requirements: -none-

Course description:

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

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

https://www.wiwi2.tu-dortmund.de/wiwi/mak/de/lehre/Sommersemester/SS_BA_Labor_Markets_and_Employment_Theory/index.html

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

Department: Faculty of Business and Economics

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de,

Degree program: Bachelor

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Lorenz -Vlachy

Requirements: -none-

Course description:

Will be updated soon.

Competences

Will be updated soon

Link to course: will be added as soon as available

Proofs of academic achievement: will be updated soon

Department: Faculty of Business and Economics

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de,

Degree program: Bachelor

Course type: Lecture + Exercise

Credit Points: 7,5

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

Requirements: -none-

Course description:

This course focuses on the government's practices to raise revenue via taxation and deficit, and on the redistribution of those revenues. The course covers tax policy and inequality, with the special emphasis on current policy issues such as poverty, income tax reform, and budget deficits. The goal is to provide an understanding of the background of tax incidences, labor income taxes and transfers, and capital income taxation.

Competences

Students learn theoretical and empirical tools for analysing the questions related to income and capital taxation, and redistribution. Students acquire knowledge on various tax incidences, and effects of taxation and redistribution on economic outcomes and efficiency. The course should prove useful for any student interested in analysis of taxation and its implications for the economy.

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

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

Master Courses – Summer Term 2022

General Notes and Guidelines:

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

Department: Faculty of Business and Economics

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Master

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Ludger Linnemann

Requirements: -none-

Course description:

The lecture covers current quantitative business cycle theories cast in the form of dynamic stochastic general equilibrium models. Students will learn about the quantitative implications of modelling decisions used in state-of-the-art business cycle models, the analytical and numerical solution of models, as well as their uses for simulation and empirical evaluation of theories.

Competences:

Students acquire the ability to solve and quantitatively evaluate dynamic stochastic general equilibrium models. In the exercises, students will practically learn how to use software tools for numerical solution, simulation, and evaluation of theoretical models. Thus, they will gain the methodological competence to participate in applied macroeconomic research.

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

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

Department: Faculty of Business and Economics

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Master

Course type: Lecture + Exercise

Credit Points: 7,5

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

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

Course description:

This graduate course brings together the latest research ideas and topics in public economics and political economy. The focus is primarily on theoretical work. The course consists of two parts. The first part covers topics in public economics such as the theory of public goods and the theory of optimal taxation. The second part addresses political economy issues such as political behavior (of voters, candidates, legislatures, interest groups, political parties, media) and political distortions (inefficient redistribution, career concerns, dynamic problems).

Competences:

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

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

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

Department: Faculty of Business and Economics

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Master

Course type: Excercise

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Richard Lackes

Requirements: -none- Recommended: Knowledge in Management on a bachelor level.

Course description:

Business information management is a quickly evolving discipline where many new topics come up every year. This seminar deals with recent topics in business information management. In several business case studies students learn about new topics and their relevance for businesses. Students solve the case studies mostly not alone but in a working team. In addition, they have to prepare a report where they describe how they would solve the given problem for the business discussed. Based on this report, each group presents their result. Students will learn about the challenges that IT managers have to face in their daily business. The main focus of the analysis is on economic efficiency with the adoption of best practices and therefore developments in Enterprise-scale IT.

Competences:

Students will gain an in-depth understanding of recent developments in business information management and the way how these businesses may benefit from new developments. They learn how to apply their acquired knowledge among several disciplines of business science in different contexts.

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

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

Department: Faculty of Business and Economics

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de,

Degree program: Bachelor/Master

Course type: Lecture & Exercises

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Hartmut Holzmüller

Requirements: -none-

Course description:

This module focuses on international business relations. In this course important basics, strategies and instruments of international marketing are presented and discussed. A particular focus lies on general frameworks and theoretical backgrounds in the context of international marketing. Besides theoretical foundations, forms of international market segmentation, determinants of market selection as well as strategic option of market development are covered in the lecture. Other core topics include the specific composition of the marketing mix for the adaption of international markets, typical marketing tasks as well as planning and decision making processes particular to international and intercultural marketing. Students learn the decision making and the transfer of theoretical concepts into real world problems with the help of case studies in the exercise.

Take away:

The module helps to understand characteristics and functions of international marketing. Students learn to be aware of problems in the context of international marketing and get methodological competence for the management analysis. After this course students will be more sensitive regarding international marketing topics and get an understanding for actual issues and challenges in global markets. The professional competence guarantees that students are able to face up strategic and operational marketing tasks in global markets even under continuous changing conditions.

https://www.wiwi2.tu-dortmund.de/wiwi/m/de/lehre/veranstalt/sose_20/Concepts_and_Cases/index.html

Proofs of academic achievement: Written and graded exam covering the entire module (90 minutes) or choice between written and graded exam covering the entire module (90 minutes) and Case Studies (1/3) + written and graded exam (60 minutes, 2/3) (mode will be announced in time).

Corporate Strategy and Consulting Techniques (Working Title)

Language: English

Department: Faculty of Business and Economics, TU Dortmund

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Master

Course type: Lecture & Exercise

Credit Points: 7,5

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

Requirements: -none-

Course description:

To be updated

Competencies:

To be updated

[Link will be updated as soon as it is available](#)

Proofs of academic achievement: to be updated

Department: Faculty of Business and Economics, TU Dortmund

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Master

Course type: Seminar

Credit Points: 7,5

Teacher/Lecturer: Professor Dr. Manuel Wiesche

Requirements: It is recommended to attend a course on scientific work (e.g. Bachelor course Wissenschaftliches Arbeiten at WIJ) as students should have a good understanding of scientific work including literature review and empirical research methods. Please send your application to wij.wiwi@tu-dortmund.de indicating your prior experience with topics in the research areas digital platforms, IT workforce, and security risk management, as well as your prior experience with empirical research methods such as surveys, experiments, archival data or qualitative work using interviews or ethnographies.

Course description:

In this course, students will learn to design their own empirical research project by replicating a study in information systems research (Tsang et al. 1999; Berthon et al. 2002; Niederman and March 2015). Studies stem from research areas on digital platforms, IT workforce, and security risk management. Replications may include exact replications, methodological replications, and conceptual replications (Dennis and Valacich 2014). With a detailed understanding of replication logics and of their research field, students will work on a replication project in their team.

Students should take this course if they want to work on their own empirical project and learn about a topic on information systems at the intersection of management and digitalization. This course will prepare students for research projects in social sciences including master and PhD theses.

Learning outcomes

Upon completion of the course, students will be able to

- Evaluate the theoretical development of a research stream in information systems research
- Understand the application of empirical research methods in information systems research
- Plan and execute their own research to replicate existing research in information systems
- Develop the ability to bridge the gap between conceptual and empirical work by adopting and testing a conceptual model using empirical data

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

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

Department: Faculty of Business and Economics, TU Dortmund

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Master

Course type: Lecture & Exercise

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Liudvika Leisyte

Requirements: -none-

Course description:

Coming soon

Competencies:

Coming soon

Link to course will be updated as soon as possible

Proofs of academic achievement: Coming soon

Department: Faculty of Business and Economics, TU Dortmund

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Master

Course type: Seminar

Credit Points: 7,5

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

Requirements: -none-

Course description:

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

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

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

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

Entrepreneurship II: Foundations of Systematic and Strategic Entrepreneurship in Complex Systems – Utilization of Systematic and Strategic Entrepreneurship in Complex Systems

Language: English

Department: Faculty of Business and Economics, TU Dortmund

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Master

Course type: Seminar + Exercise

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Liudvika Leišytė

Requirements: -none-

Course description:

In recent years, the quest for entrepreneurial success has become increasingly complex. Fast technological changes and highly permeable global markets are just two of many forces that contribute to these dynamics. Yet, at the same time, some of the basic principles remain the same. The key characteristics of entrepreneurs as well as the process of creating new ventures are largely the same, although context dependent. Therefore, this seminar will focus on high-tech entrepreneurship and academic entrepreneurs from an international perspective. We will show how universities and entrepreneurs are working together and how both parties can profit from each other. Additionally, the tutorial will provide opportunities to generate ideas for high-tech and academic entrepreneurship.

This seminar will use the latest international empirical as well as theoretical insights of entrepreneurship studies and innovation studies to increase your understanding of the process of creating new ventures in different high-tech sectors internationally. The tutorial will develop your capacity to generate business ideas, filter them, and recognize the most feasible and potentially profitable opportunities. This seminar will improve your ability to champion your best ideas in writing.

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

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

Department: Faculty of Business and Economics, TU Dortmund

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Master

Course type: Seminar

Credit Points: 7,5

Teacher/Lecturer: Lukas Kuld, Ph.D.

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

Course description:

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

Potential areas of interest could be:

Global migration flows and reasons for migration

De-industrialisation in the Western economies and the rise of the Asian tigers

International capital flows and their role for growth and development

The role of cities and regions in a globally acting economy

Political aspects of economic development

What does globalisation mean for labour markets?

Why are some countries still so poor?

Anything which you find of interest in this context

Students will conduct literature as well as data analysis in order to carefully analyse their chosen topic. Based on this we will assess the costs and benefits of globalisation on the analysed strand of the economy and ultimately think of the implications for planning spaces and policy makers.

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

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

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

Buying behavior and thus marketing in business-to-business (B2B) settings are in many ways different from business-to-consumer (B2C) settings. This module provides advanced marketing students with insights about marketing of industrial goods and services to business customers. In addition to fundamental aspects of B2B marketing (e.g., organizational buying behavior), topics such as industrial sales and distribution and industrial brand management will be covered. Participants will learn the specific aspects of applying marketing theories and designing marketing strategies in B2B settings. Contents of this module include: (1) fundamental characteristics of industrial marketing management, (2) organizational buying processes, (3) marketing research for industrial markets, and (4) the general and business type specific development of marketing activities and programs for industrial markets. In addition to traditional teaching methods, participants will work on and discuss case studies to directly apply course contents and deepen the understanding of industrial marketing.

Competences

The module will provide participants with advanced knowledge about decision models, planning methods, and specific instruments of industrial marketing management. After the course, participants will (a) know the specificities of marketing in a business-to-business context, (b) be able to analyze organizational buying processes and to derive implications for marketing and sales approaches, (c) have the theoretical knowledge and practical insights on how to design and implement B2B marketing strategies for different business types, (d) be able to independently design, carry out, and analyze research projects on B2B marketing topics.

https://www.wiwi2.tu-dortmund.de/wiwi/m/de/lehre/veranstalt/sose_20/indmkt/index.html

Department: Faculty of Business and Economics, TU Dortmund

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Master

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: Professor Dr. Manuel Wiesche

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

Course description:

In this module, students will learn about digital platform ecosystems. Digital platforms are at the heart of business model change in digital transformation. Companies like Apple, Facebook, Uber and Google, but also Microsoft, SAP, and Salesforce develop ecosystems, where partners develop a plethora of applications to match customer needs on their digital platform. Digital platform ecosystems will be analyzed from both technological design as well as the market perspective.

The course addresses the managerial challenges in building and scaling platform-based business models and governing the ecosystem surrounding the digital platform. In addition to participating in the lecture, students will conduct a group case work assignment on digital platform ecosystems.

After completion of this module, students will understand the basic concepts of plat-forms as two-sided markets, model platform ecosystems, understand the design and governance of digital platforms from the perspective of the platform owner and analyze existing platform ecosystems.

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

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

Department: Faculty of Business and Economics, TU Dortmund

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Master

Course type: Lecture and Exercise

Credit Points: 7,5

Teacher/Lecturer: Prof. Galina Zudenkova

Requirements: please contact professorship for registration details

Content of the Module

This course introduces students to the theoretical and empirical topics from the field of migration economics. In doing so, the causes and consequences of international and interregional migration will be covered. The module is arranged into two parts. The first part covers the economics literature that answers why humans migrate. That is, our focus will be on migrants' home regions to investigate what the reasons for migration are. In the second part, we will cover the literature that studies the consequences of migration for the immigrant's host countries

Competences:

Students leave the course understanding theoretical and empirical methods useful in investigating the causes and consequences of international and interregional migration. Students will be able to present research work and defend the researcher's choices in conducting economics research.

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

Proofs of academic achievement: Oral exam (30 minutes) covering the entire module.

Department: Faculty of Business and Economics

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Master

Course type: Lecture + Exercise

Credit Points: 7,5

Teacher/Lecturer: Professor Dr. Tessa Flatten

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

Course description:

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

Competencies:

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

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

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

Department: Faculty of Business and Economics, TU Dortmund

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Master

Course type: Lecture & Exercise

Credit Points: 7,5

Teacher/Lecturer: Dr. Bastian Kindermann

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

Course description:

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

Competences:

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

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

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

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

The course provides the basic concepts of classical as well as modern approaches in financial theory and its implication to the private sector. The module covers a broad range of highly quantitative topics with a strong application in international financial markets. The theoretical frameworks assess the most recent research findings for pricing, network analysis and financial engineering.

Take away:

Students learn to discuss and derive theoretical models while promoting innovative and critical thinking. The theoretical framework provided is applied on empirical datasets during the tutorial sessions. The interpretation of empirical results in the light of current academic findings is a key aspect of the tutorials. Controversial findings within the literature are evaluated. The practical sessions are conducted using the industry's programming language (currently python).

Structure of the Course:

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

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

Proofs of academic achievement: Written and graded exam covering the entire module (90 minutes) or graded presentation based on written case study's expose. The mode of the exam will be assigned at the beginning of the course.

Department: Faculty of Business and Economics

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

Degree programme: Master

Course type: Seminar

Credit Points: 7,5

Teacher/Lecturer: Professor Dr. Peter N. Posch

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

Course description:

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

Take away:

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

https://www.finance.wiwi.tu-dortmund.de/cms/index.php?option=com_content&view=article&id=76&Itemid=483

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

Department: Faculty of Business and Economics, TU Dortmund

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Master

Course type: Seminar

Credit Points: 7,5

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

Requirements: The course requires successful participation in microeconomics and game theory courses on a bachelor level. Please contact professorship for registration details

Course description:

In this seminar, we will cover questions related to law and economics (in the winter term) and to political economy and policymaking (in the summer term). We will analyze the re-cent theoretical, empirical and experimental work on these topics. In the winter term, we will focus on behavioral law and economics. The topics include endowment effect and Coase theorem, bargaining and property rights regimes, deterrence and emotions, enforcement and norms, consumer protection, litigation and breach remedies. In the summer term, we will discuss the role that political actors (voters, candidates, legislatures, interest groups, political parties, and media) play in policy determination. The topics include political and fiscal constitutions, electoral systems, political competition, political accountability, lobby formation, campaign contributions, legislative decision-making, and political parties' impact on policymaking.

Competences:

Students will learn to formulate and defend their position and approach to problem solving; they will be able to exchange information, ideas, and solutions with experts of the field.

Subject-related skills: profound knowledge of the material presented by the instructor and other students.

Analytical skills: analysis of the theoretical, empirical and experimental papers, evaluation of the papers and possible extensions.

<https://www.wiwi2.tu-dortmund.de/wiwi/of/de/lehre/veranstaltungen/sommersemester/seminarmaster4/index.html>

Proofs of academic achievement: Module examination, consisting of a graded written paper (counts for 50 % of the grading) and an oral presentation (counts for 50 % of the grading). Participation is required (i.e., compulsory attendance).

Department: Faculty of Business and Economics, TU Dortmund

Contact: Dr. Debra Hanning, Erasmus.WiWi@tu-dortmund.de

Degree program: Master

Course type: Seminar

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Tessa Flatten

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

Course description:

Managers in technology-oriented ventures have to take decisions based on a limited information foundation in order to cope with the challenges of their dynamic environment. Therefore, they need to evaluate options, make choices and have to find solutions to deal with their everyday challenges. In this seminar, students will take on the perspective of a decision-maker by analyzing and discussing complex management challenges illustrated in several case studies from various companies.

Competencies:

This seminar enables students to understand the real-world challenges in the area of technology and strategic management and apply their knowledge from previous classes. Methods for structuring and analyzing complex case studies are taught. Moreover, students are required to work effectively as well as under high time pressure in a team setting. After completing this class, they are able to discuss strategic alternatives critically, develop solutions to complex business problems and defend their recommendations.

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

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