

# English Course Catalogue

Faculty of Business and  
Economics

TU Dortmund University

**Winter 2021/2022**

**Erasmus Departmental Coordinator**

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**Current status: June 2021**

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# Bachelor Courses - Winter Term 2020/2021

## General Notes and Guidelines:

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

**Department:** Faculty of Business and Economics

**Contact:** Dr. Debra Hanning, [Erasmus.WiWi@tu-dortmund.de](mailto:Erasmus.WiWi@tu-dortmund.de), +49 (0) 2317555278

**Degree program:** Bachelor

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

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

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

**Course description:**

Basic methods of recruiting, recording, planning, controlling, and optimizing human resources in companies are taught. The lecture covers the scientific theory (such as strategic human resource management). The corresponding tutorial focuses on the practical side by applying basic tools of human resource management (such as performance appraisal). To better understand relevant case studies, methods of statistical regression and correlation analysis are used, among other methods.

**Competences:**

The module provides theoretical and practical understanding of human resource management. Instruments and methods for managing personnel are presented, applied and reflected upon. The aim is to prepare the students for their everyday work. Students gain the necessary problem awareness and methodological competence to analyze and deal with issues in the context of human resources management; basic statistical skills (e.g. correlation and regression analysis) are required.

[https://cms.zhb.tu-dortmund.de/zhb/Row/de/lehre/Wirtschaftswissenschaften/WS\\_2020\\_2021/index.html](https://cms.zhb.tu-dortmund.de/zhb/Row/de/lehre/Wirtschaftswissenschaften/WS_2020_2021/index.html)

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

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**Degree program:** Bachelor

**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.

<https://www.wiwi2.tu-dortmund.de/wiwi/im/en/lectures/winterterm/index.html>

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

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**Degree program:** Bachelor

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

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

**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 basic success drivers. Moreover, it is discussed how to handle innovative-driven growth in different countries.

**Competencies:**

By participating in this course students become familiar with basic instruments and tools of strategic management. By including cases the tutorial helps students to apply those instruments and tools in practice.

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

**Proofs of academic achievement:** Students can choose between two options: Option 1) 90 minutes exam covering the entire module, Option 2) Preparation and presentation of a case (counts for 40 % of the grading) and 60 minutes exam (counts for 60 % of the grading).

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**Degree program:** Bachelor

**Course type:** Lecture + Exercise

**Credit Points:** 7,5

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

**Requirements:** -none-

**Course description:**

This course 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 participating in this course, 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.

Link to course: will be added as soon as available

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

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**Degree program:** Bachelor

**Course type:** Lecture & Exercises

**Credit Points:** 7,5

**Teacher/Lecturer:** Nicole Bartosch, M.Sc.

**Requirements:** -none-

**Course description:**

The course Management Control represents the Anglo-American equivalent of “Grundlagen des Controlling”. The purpose of the course is double: a) Understand the renewed role of a CFO or a Management Accountant as a business partner and designer of crucial management information and control systems for a company or a business, in order to better relate to them in future professional experiences; b) Raise the broader question of control in the 21st century organization: what is management control for? What kinds of control are appropriate?

**Competences:**

At the end of the course, managers-in-the-making should be able to:

- a) Understand how information – financial and non-financial – affects behavior and decision-making;
- b) Under-stand some behavioral and organizational implications of financial and non-financial performance criteria;
- c) Make distinct and specific assessments of Management Control Systems both from a planning/guidance and a behavioral perspective.

<https://uc.wiwi.tu-dortmund.de/lehre/lehveranstaltungen/ws/management-control/>

**Proofs of academic achievement:** Graded 90 minutes exam covering the entire module.



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**Degree program:** Bachelor

**Course type:** Lecture & Exercises

**Credit Points:** 7,5

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

**Requirements:** -none-

**Course description:**

Topics covered:

- 1) Introduction
- 2) Classical results of monetary economics
- 3) Monetary policy in practice
- 4) Monetary policy with slow price adjustment and given expectations
- 5) Models of nominal rigidities
- 6) The New Keynesian model
- 7) Optimal monetary policy

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

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

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**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 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.

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

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

# Master Courses - Winter Term 2021/2022

## 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.)

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**Degree program:** Master

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

**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.

[https://www.wiwi2.tu-dortmund.de/wiwi/mak/de/lehre/Wintersemester/WS\\_MA\\_Dynamic\\_Macroeconomics/index.html](https://www.wiwi2.tu-dortmund.de/wiwi/mak/de/lehre/Wintersemester/WS_MA_Dynamic_Macroeconomics/index.html)

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

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**Degree program:** Master

**Course type:** Seminar

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Christiane Hellmanzik, Ph.D.

**Requirements:** -none- Recommended: Knowledge of empirical research.

**Course description:**

In this seminar we discuss and analyse the economic drivers and the impact of migration. We consider microeconomic theories which help us understand individual migration decisions, such as wage and wealth differentials. Moreover, we will shed light on the impact of in- and out-migration on the labour market in the origin as well as the destination country. In this context, we also discuss the relevant political dimension in terms of migration laws. After this more general discussion students may choose a granular research question in the area of migration on which they will specialize and zoom in on a particular aspect of migration. With our guidance the research agenda will be set up and students will hopefully arrive at interesting results.

**Competences:**

Students will learn and apply empirical methods in the context of migration research. Combining theoretic considerations, literature research as well as data analysis students will develop the ability to analyse current debates with scientific means. Furthermore, analytical skills as well as critical thinking will be sharpened while using the necessary soft skills such as organization, individual/teamwork, communication etc. which all are highly relevant for the job market.

<https://www.wiwi2.tu-dortmund.de/wiwi/uri/de/lehre/Lehre-WiWi/Migration/index.html>

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

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## Entrepreneurship IV: Academic Entrepreneurship Trends (S) & Applying Entrepreneurship Research (E)

Language: English

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

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

**Degree program:** Master

**Course type:** Seminar & Exercise

**Credit Points:** 7,5

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

**Requirements:** -none-

### Course description:

Today, universities are expected to be entrepreneurial and to engage with industry and broader society. Moreover, entrepreneurship is increasingly seen as an engine for knowledge economies across the world. In this context the role of entrepreneurs at universities is emphasized. This seminar will use the latest empirical as well as theoretical insights of entrepreneurship studies to address the main trends in academic entrepreneurship. Taking different national contexts and cultural differences into account, we will discuss topics such university technology transfer, patenting, attitudes of students and academic staff towards entrepreneurship, and social entrepreneurship. Additionally, the tutorial will point to the practical aspects of academic entrepreneurship and foster creativity by developing business ideas.

### Competencies:

This seminar and tutorial will inform you about the latest trends in academic entrepreneurship. You will learn to critically reflect on the key findings of academic entrepreneurship studies. Besides acquainting yourselves with the main barriers as well as facilitators of creation of new ventures you will acquire practical skills such as development of a business idea and pitching it.

**Link:**

Will be updated

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

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## Entrepreneurship V: Organization of Innovation (S) & Applying Different Approaches to Organizing Innovation (E)

Language: English

Department: Faculty of Business and Economics, TU Dortmund

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

Degree program: Master

Course type: Seminar & Exercise

Credit Points: 7,5

Teacher/Lecturer: Prof. Dr. Liudvika Leišytė

Requirements: -none-

### Course description:

Fostering innovation is the goal of many governments as well as organizations in today's knowledge economies. The seminar will introduce and critically discuss organizational models for innovation and provide deeper insights into the main characteristics of innovation. The latest re-search results will identify the main antecedents of successful innovations and the role of institutional entrepreneurs in the process of innovation. The tutorial (exercise) will provide the space for practical application of the approaches to organizing innovation via the simulation game.

### Competencies:

This seminar and tutorial (exercise) will inform students about the latest approaches of organizing innovation internationally. Students will critically reflect on the key findings of studies of innovation and will carry out a research project of their own on particular innovation. Simulation game will provide practical skills for organization of innovation.

<https://hdhf.zhb.tu-dortmund.de/lehre/lehrveranstaltungen-archiv/wise-2020-2021/organization-of-innovation/>

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

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**Degree program:** Master

**Course type:** Seminar

**Credit Points:** 7,5

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

**Requirements:** -none- 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. Please see website for more details.

**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.

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.

[https://www.finance.wiwi.tu-dortmund.de/cms/index.php?option=com\\_content&view=article&id=133&catid=78&Itemid=568](https://www.finance.wiwi.tu-dortmund.de/cms/index.php?option=com_content&view=article&id=133&catid=78&Itemid=568)

<http://wp.firm.de/index.php/service/financial-econometrics/>

**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.



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**Degree program:** Master

**Course type:** Lecture + Excercise

**Credit Points:** 7,5

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

**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.

<https://www.wiwi2.tu-dortmund.de/wiwi/im/de/lehre/veranstaltungen/wintersemester/S-FLIP/index.html>

**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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**Degree program:** Master

**Course type:** Lecture & Exercise

**Credit Points:** 7,5

**Teacher/Lecturer:** Prof. Dr. Lukas Buchheim

**Requirements:** -none- Recommended: Basic understanding of economic

**Course description:**

This course provides an introduction to game theory, i.e., the description of strategic behavior in situations in which the own payoff depends on the behavior of others. As such, game theory can be applied to analyze and understand strategic situation of various kinds, e.g. in employment situations, R&D, market competition, or market design but also in politics, sports, or biology.

The primary focus of the course is to provide the theoretical tools to analyze such situations and enable the advanced study of strategic behavior. In exercises, we will also apply these methods to stylized strategic mostly business-related situations.

**Competences:**

The course enables students to understand the mathematical „language“ of game theory and to apply it to describe complex strategic situations. This enables students to think through optimal behavior in many types of business situations, but also to understand the academic literature in fields like applied microeconomics (e.g., industrial organization, contract theory, mechanism design), public economics (e.g., social insurance, tax systems), or politics (e.g. voting behavior, theories of conflict).

**Link:** to be announced

**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)

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**Degree program:** Master

**Course type:** Seminar

**Credit Points:** 7,5

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

**Requirements:** -none -

**Course description:**

This course introduces students to problem-solving and presentation skills applied to current and future trends in technology, society, and business. Students work independently on innovation case studies, analyze the underlying problems, and develop and present forward-looking and innovative solutions in pitch presentations. This way, students deepen their knowledge on current topics in innovation management, learn about new business models to solve societal and business problems, and improve their problem-solving and presentation skills.

**Competencies:**

Students will deepen their skills in analyzing, structuring, and framing complex societal and business problems and corresponding innovative solutions. Moreover, students will learn communication, pitching and presentation techniques, both in theory and practice. The focus of this course will be to create and hold concise pitch presentations – an opportunity for students to test and improve their presentations skills in an engaging and highly interactive setting.

<https://www.wiwi2.tu-dortmund.de/wiwi/im/de/lehre/veranstaltungen/wintersemester/S-IMCC/index.html>

**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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**Degree program:** Master

**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.

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

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

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**Degree program:** Master

**Course type:** Seminar

**Credit Points:** 7,5

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

**Requirements:** -none- Favorably previous participation in courses of the chair of technology and management (e.g. New Product Management).

Online Application. See webpages of teaching area. <https://www.wiwi2.tu-dortmund.de/wiwi/tm/en/lectures/Teaching/IMTM-Seminar-Hinweiseite/index.html>

### Course description:

Changing customer needs, shortened product lifecycles and the emergence of boundary-spanning innovation efforts challenge the linear approach to product development. As a result, firms are experimenting with a broad range of alternative development approaches, featuring more iterative and customer-centric methodologies (e.g., agile development, design thinking). In this seminar, students will assume the perspective of a product development team, developing and designing a product prototype. Developed prototypes will be 3D-printed, tested and refined in several iterations, giving students a real-life development experience with all elements of high dynamic market environments. This topic is central to latest developments in product development / technology management research and will bring recent research directly in the classroom.

### Competences:

This seminar allows students to experience innovative forms of product development in practice, enabling them to develop capabilities required for the successful management of product development efforts. Practical experience is complemented by the introduction and discussion of innovative product development techniques and methodologies (e.g., agile, design thinking). Therefore, the focus is on transferring the practical knowledge to theoretical constructs of product development. After completing this course, students will be knowledgeable regarding the specifics of new forms of product development, (incl. required capabilities and potential roadblocks) and be able to put such theoretical knowledge to effective use in real-life situations. On top of that students will further develop presentation skills and will benefit from the teamwork experience.

<https://www.wiwi2.tu-dortmund.de/wiwi/tm/en/lectures/Teaching/Winter-term/TM5/index.html>

**Proofs of academic achievement:** Module examination, consisting of a graded written paper, oral team presentations and active participation (attendance is compulsory) in both, seminar sessions and oral (team) presentations.

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**Degree program:** Master

**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.

[https://www.wiwi2.tu-dortmund.de/wiwi/pl/de/lehre/veranstalt/Master/ws\\_19\\_20/1\\_PPC-Vorlesung/index.html](https://www.wiwi2.tu-dortmund.de/wiwi/pl/de/lehre/veranstalt/Master/ws_19_20/1_PPC-Vorlesung/index.html)

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

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## Regional disparities: Theory and Structural Estimation

Language: English

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

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

**Degree program:** Master

**Course type:** Lecture & Exercise

**Credit Points:** 7,5

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

**Requirements:** -none-

### Course description:

The class offers an introduction to structural (theory based) estimation with applications to regional disparities. The first half of the class will discuss basic tools in causal reasoning. We will discuss notions of causality and cover directed acyclical graphs in the spirit of Judea Pearl (2009), as well as some structural estimation methods based on dynamic discrete choice models.

The second half will introduce students to state of the art research in regional economics with an explicit structural estimation design. The class aims at advanced master students or beginning Ph.D. students.

### Competences:

Students acquire the ability to discuss the concept of causality. They learn tools to structurally estimate models and apply their knowledge to the field of regional economics. The module is part of the research training group for doctoral students of first year Ph.D. students.

**Link:** to be added soon

**Proofs of academic achievement:** Module examination, oral exam (15-30 minutes) covering the entire module

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**Degree program:** Master

**Course type:** Seminar

**Credit Points:** 7,5

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

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

**Course description:**

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

Take away:

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

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

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



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**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.

**Course description:**

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

**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/wintersemester/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).

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**Degree program:** Master

**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.

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

**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).

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**Degree program:** Master

**Course type:** Lecture & Exercise

**Credit Points:** 7,5

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

**Requirements:** -none-

**Course description:**

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

**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.

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

(was moved from summer to winter semester. New Link will follow soon.)

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

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**Degree program:** Master

**Course type:** Seminar

**Credit Points:** 7,5

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

**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 re-search 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 necessary soft skills such as organization, teamwork, presentation skills which all are highly relevant for the job market.

**Link to course will be updated as soon as it is available**

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

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**Degree program:** Master

**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.

**[Link will follow soon.](#)**

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